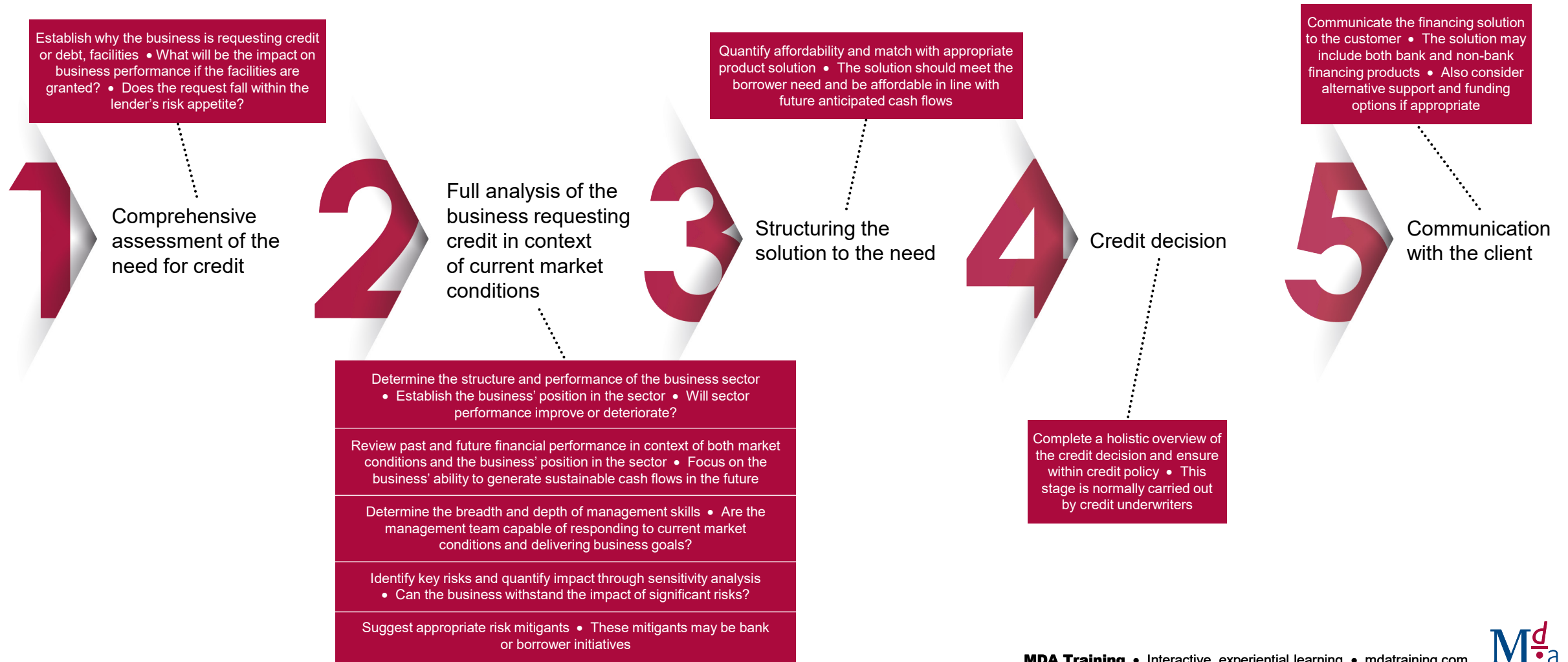


Credit assessment requires a skilled eye to identify the **story behind the numbers**

The fundamentals of credit assessment is centred around analysing the business environment, the management team and financial performance in the context of current market conditions • However, borrowers and lenders do not always have practical experience of the prevailing market conditions • It requires a skilled and experienced eye to understand the story behind the numbers, given the management team and its ability to adapt to a changing business environment • Our training solutions draw upon our collective experience of several economic cycles to help your staff follow a robust approach to credit assessment, applicable in all market conditions.



Tried and tested approach to credit assessment training

We have over 30 years of credit training experience and are a trusted partner to a number of leading corporate and commercial banks. Our approach follows a tried and tested approach that draws on a range of innovative and effective learning tools and styles...



Design

We will meet your business sponsors and members of your L&D and HR team to explore the business context that is driving the learning needs. We will then pull together a tailored proposal that outlines our approach together with full costings. Our expertise includes virtual, in-person and online...



Support

We will allocate a dedicated Training Consultant to manage your project. Working in close partnership with you, they will oversee your training project end-to-end from design through to post-event support.



Development

Centred on the **Learning Cycle**, our training design ensures participants learn through a tried and tested approach: 1 Learn, 2 Experience, 3 Resolve, 4 Apply, 5 Feedback, 6 Reflect. We achieve this through our range of practical and innovative learning tools and techniques...



Delivery

Delivery by a dedicated team of experienced facilitators who have been involved in the design and development of your solution to ensure they have a good understanding of the learning initiative and the required learning.



Post-event

Optional post-event resources designed to help report on and sustain the learning...

Workshops and simulations delivered at a location convenient to you and your participants



Virtual

Our virtual expertise includes Zoom, WebEx Meetings, WebEx Training Center and Teams • If required, we can also manage the hosting for you, utilising one of our experienced virtual hosts



In-person



Online/Digital

Utilising our experienced team of learning technologists, we can design a digital solution bespoke to your needs for self-directed online learning or utilised as part of a workshop

Interactive sessions, with a strong practical focus led by a team of experienced facilitators each with relevant industry experience • Our sessions draw on a blend of facilitator-led input coupled with individual and group exercises, activities and simulations to help embed the learning



Insightful facilitator-led sessions



Experiential simulations & activities

Our learning solutions draw on our unique simulations and activities to bring a highly engaging and experiential focus to the training • This provides participants with the opportunity to apply and embed their learning



Innovative digital solutions

We have a range of digital learning solutions that can be blended into our programmes to help support the learning pre-, during and post • Utilising state-of-the-art technology, our digital solutions include • Interactive e-workbooks • Interactive multi media-based case studies • Video branching • Training videos • Interactive credit models • Experiential web apps and online activities



Knowledge check

Post-event knowledge check to measure behaviour change and learning



Accreditation

We are happy to work with you to get your courses accredited with relevant banking bodies



Sustaining the learning

Access to course materials on our learning portal • On-demand bite-size digital learning • Action learning sets and on-the-job projects