

# SAJA PRO In-house Seminars 2011

SUBJECTS	TARGET PARTICIPANTS					DAYS
	Main Board	Chief Executive	Top Team	Senior Managers	High-Flyers	
<b>BOARD AND TOP TEAM CHALLENGES</b>						
1	Key Performance Targets for Bank Boards	✓	✓	✓		1 to 3
2	Increasing Top Management Effectiveness	✓	✓	✓		1 to 3
3	Excellence in Bank Corporate Governance	✓	✓	✓		1 to 3
4	Strategic Succession Planning & "High-Flyers"	✓	✓	✓		3 to 5
5	Getting Value from Bank Mergers & Acquisitions	✓	✓	✓		1 to 3
6	Increasing Bank Profitability at Acceptable Risk	✓	✓	✓	✓	3 to 5
7	The Best-Practice Management of Banks	✓	✓	✓	✓	3 to 5
8	Advanced Strategic Planning in Banking	✓	✓	✓	✓	3 to 5
9	Reorganising & Reengineering Banks for Growth	✓	✓	✓	✓	3 to 5
10	World-Class Risk Management in Banking	✓	✓	✓	✓	3 to 5
11	World-Class Asset & Liability Management	✓	✓	✓	✓	3 to 5
12	World-Class Credit Risk Management	✓	✓	✓	✓	3 to 5
<b>BANKING BUSINESS CHALLENGES</b>						
13	Best-Practice Personal Banking		✓	✓	✓	3 to 5
14	Best-Practice SME Banking		✓	✓	✓	3 to 5
15	Best-Practice Corporate Banking		✓	✓	✓	3 to 5
16	Organising & Managing Modern Branch Networks		✓	✓	✓	3 to 5
17	Best-Practice Internet & Mobile Banking		✓	✓	✓	3 to 5
18	Extracting Maximum Value from IT Investment		✓	✓	✓	3 to 5
19	Winning in International Banking		✓	✓	✓	3 to 5
<b>MANAGEMENT PROCESS CHALLENGES</b>						
20	Strategic Marketing in Banking		✓	✓	✓	1 to 3
21	Intensifying Selling & Cross-Selling in Banking		✓	✓	✓	1 to 3
22	Managing Relationships with Key Customers		✓	✓	✓	1 to 3
23	Best-Practice Planning, Budgeting & Control		✓	✓	✓	3 to 5
24	World-Class Human-Resources Management		✓	✓	✓	1 to 3
25	Managing Innovation & Change in Banking		✓	✓	✓	3 to 5
<b>KEY TECHNICAL METHODS</b>						
26	Credit Scoring & Risk-Adjusted Pricing of Loans		✓	✓	✓	3 to 5
27	Profitability Measurement Using Transfer Rates		✓	✓	✓	3 to 5
28	Maths & Models for Modern Bankers				✓	3 to 5
<b>NEW SEMINAR BEING DEVELOPED FOR LATER IN 2011</b>						
29	Key Factors for Success in Islamic Banking	✓	✓	✓	✓	3 to 5