

Training solutions in credit, risk and business development

We help financial institutions achieve outstanding performance with solutions that are tailored to their strategy, culture and risk appetite.

Working in partnership with our clients, we build strong analytic and risk skills with a sound “do business” approach.

Our goal is to ensure participants take the lessons learned in training and immediately apply them to their job.

“Adeva understand our needs perfectly and always deliver. In my opinion they are no longer a training provider but rather, a truly, trusted partner.”

- Capability Manager, UK Bank

TRAINING

Credit Analysis



Risk & Regulatory



Business Development



Talent Management



CONSULTING

Learning Design and Development



Curriculum Consultancy



Training expertise and target audiences

Our core capability is the end-to-end design, development and delivery of tailored blended learning solutions.

Specific expertise:

- **Credit Analysis** skills development programmes for those working with Corporate, Institutional and Commercial clients.
- **Risk & Regulatory** learning solutions for those working in risk functions, as well as for other staff whose business is impacted by regulatory change.
- **Enhancing Business Development** skills for bankers and product specialists, helping them to sharpen their analytic skills to uncover new opportunities and improve their sales performance.
- **Developing Talent Management:** Expand the business, financial and risk acumen of high calibre staff by providing a multi-faceted appreciation of the Bank' strategy, risk profile and performance benchmarked to peers.

Typical audiences:

- Relationship Managers
- Capital Market Professionals: origination, sales and trading, product specialists, research analysts
- Treasury and Transaction Services Specialists
- Credit analysts and underwriters / risk managers
- Specialist risk managers and analysts
- Portfolio Managers
- Graduate and Talent Management Program participants
- Internal auditors and compliance specialists
- Regulatory and governance specialists
- Advisory

Areas of Expertise

Corporate and Commercial Credit

Credit assessment

- Financial statement analysis
- Credit for RMs
- Structured approach to credit analysis: Corporate, SME, EM, Private clients
- Forecasting and stress testing
- High yield credit analysis

Corporate credit applications

- Corporate credit challenges / Complex corporate credits
- Early warning signals and lessons learned
- Debt structures
- Leveraged lending
- Writing effective credit applications (corporate and private clients)

Problem Loans

- Restructuring problem credits
- Distressed valuations

Financial Institutions Credit

Sector and client analysis

- Bank risk analysis
- Insurer risk analysis
- Central clearing parties
- Funds & asset managers
- Hedge fund credit analysis
- Sovereign / public sector risk analysis

Applications

- Writing effective credit applications
- Warning signs and lessons learned

Online learning

- Foundations of banking & risk
- Bank financial strength
- Regulatory, risk and performance drivers

Business Development

Business development

- Derivative solutions for corporate clients
- Derivative solutions for Financial Institutions
- Working capital and supply chain finance solutions
- Transaction services for corporate clients
- Analytical approach to business development

Funding and capital solutions

- Debt structuring solutions for corporate clients
- Acquisition and leveraged finance
- Valuations

Sales and Trading

- Origination for distribution
- Relative value in corporate bonds
- Relative value in FI bonds

Risk and Regulatory Acumen

Risk management

- Banking and Risk
- Risk management in financial institutions
- Key drivers of bank performance
- Capital management
- Credit portfolio management
- Derivatives risk
- Collateral and liquidity management
- Interest rate risk in banking book
- Market risk in trading book
- Liquidity and funding risk
- Operational risk
- Insurance risk
- Securitisation

Bank response to regulatory change

- Risk and regulatory drivers of performance
- Risk and regulatory updates for chief risk officers
- RWA Regulation & Management

Regulatory change and impact

- Basel III / Basel IV changes
- EMIR – European Markets Infrastructure
- MIFID II – Markets in Financial Instruments
- FRTB – Fundamental Review of Trading Book
- BRRD – Banking Recovery and Resolution
- Stress testing
- Liquidity management
- IFRS 9 – Expected loss

Proven methodology for effective learning design

Drawing on our deep banking and training expertise, we bring a proven approach to training that ensures new skills are transferred into the workplace:

- **Tailored** – Specific to the needs of the audience in context of the bank’s clients and products.
- **Progressive** – Using a structured approach to analysis and continually build upon the key concepts.
- **Interactive** – Challenging participants to apply what they learn through case studies and exercises to enable the learning to be embedded and applied back on the job.
- **Sustainable** – Blended learning ensures regular reinforcement and provides tools and resources which can be used throughout their careers. Content is always updated to reflect current markets and challenges.



Tailored

- Reflecting our client’s risk management frameworks, tools and strategic priorities.
- Focused, time efficient and effective in transferring learning to the workplace.



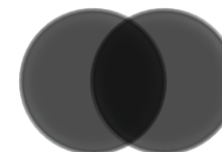
Structured Approach

- Build knowledge and skills using a structured approach to analysis that can be transferred to the workplace.
- Demonstrate application through exercises and case studies.



Case Study Based

- Real world scenarios based on firm’s clients & transactions.
- Region specific, continuously updated and reflective of current topical issues.



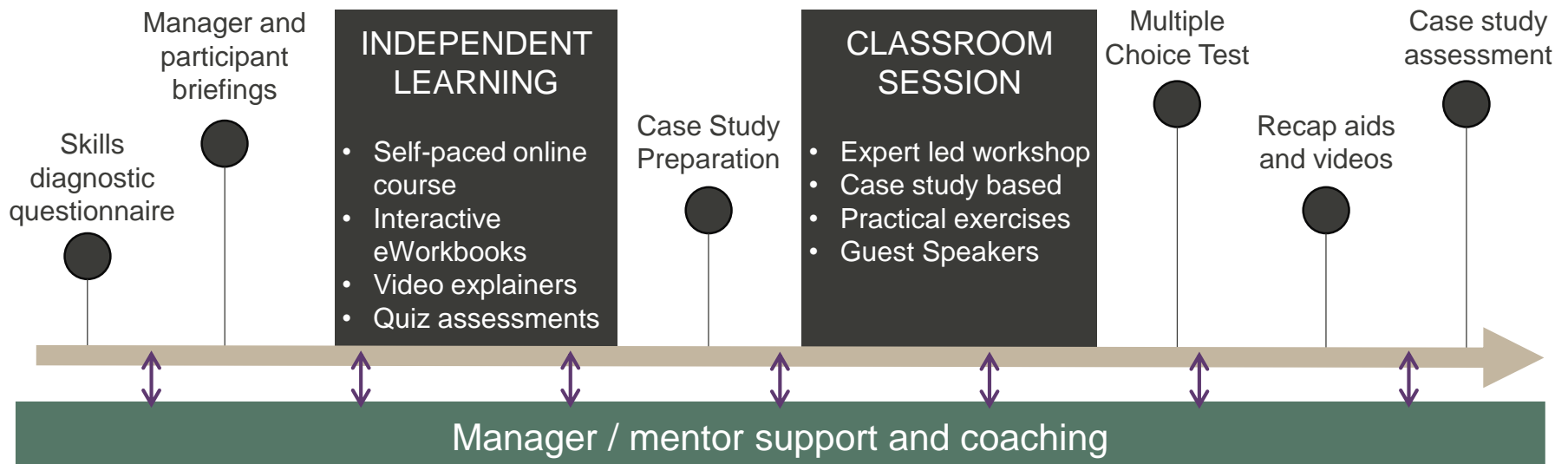
Blended Learning

- Face-to-face, virtual, online, on-the-job, certification – we create the right mix of courses and resources to meet your goals.
- Immersive and interactive learning experience.

Blended learning illustration

Below is an illustration of how we combine independent learning and classroom training in a learning experience that builds confidence and ensures new skills are transferred to the workplace.

- Independent learning coursework ensures participants can learn at their own pace and arrive prepared and equipped with the knowledge required to fully participate in class.
- The classroom session is highly interactive, with practice and application through case studies.
- Follow-up: Provide bite-sized activities and on the job practice to help reinforce and embed learning.
- Engaging managers and mentors in the training contributes to success as they play a crucial role, supporting and coaching participants to implement new skills in their day-to-day work.
- Participants can achieve certification through online tests and written case study assessments.



Design and Consulting Services

Acting as both subject matter experts and learning content designers, we design innovative solutions to specific talent development or business challenges. Typically these are bespoke projects, and incorporate a wide variety services:



Content design and development of digital learning modules (including interactive pdf eWorkbooks, eLearning modules, video, webinar).



Design short blended learning modules, including research, technical content design, scripting / storyboarding, resources for learners and L&D.



Curriculum, course material and case study design for instructor-led training (face-to-face and virtual).



Diagnostic, assessment and certification solutions including multiple-choice style quizzes and case study assessments.

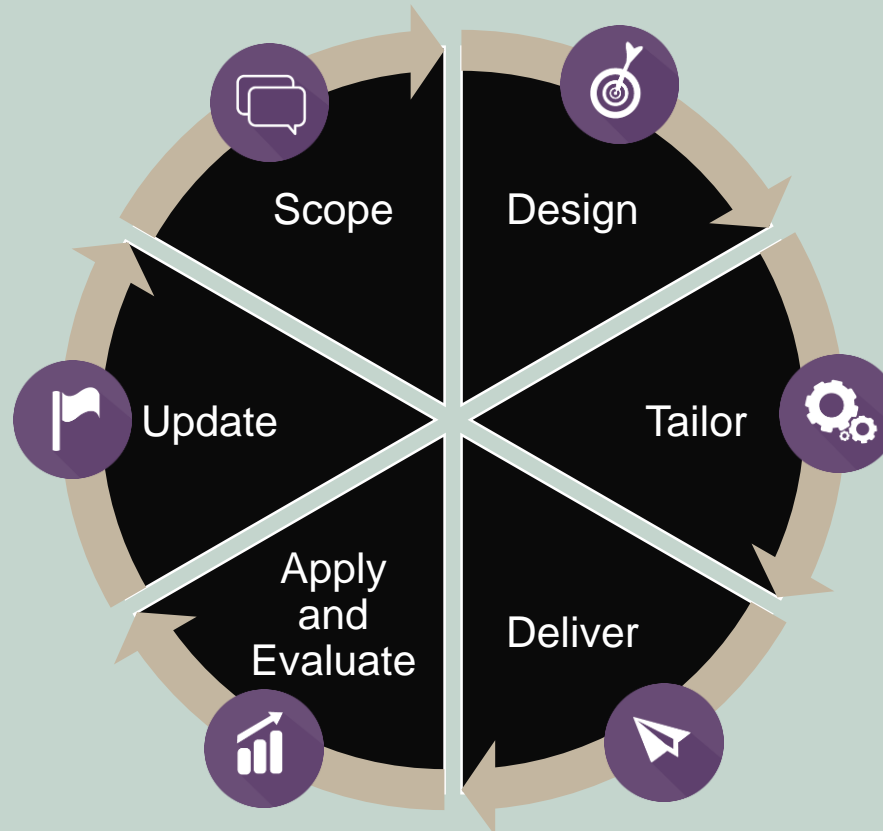
[Click here to see recent assignments](#)

How we work with clients: Our approach to tailoring

1. Scope: We begin by agreeing the aims and desired methods of delivery and the time of the learning journey.

2. Design: Collaborating with our client, we design each course, identify case studies, and define any blended learning activities. By applying our deep technical and training expertise, we are able to work efficiently with key stakeholders and subject matter experts to design relevant and cutting edge learning experiences.

6. Update: Our courses are current and relevant, both to our client's strategy and current market conditions. We continuously update to reflect feedback, topical/regional issues, changing regulations, and latest financial data.



3. Tailor: Working from our proven content library and methodology, we build solutions to match your needs. Courses are highly tailored, incorporating your risk assessment frameworks and tools, models, and cases.

5. Apply & Evaluate: We work with our client to ensure learning is embedded and to identify and evaluate evidence of improved job performance.

4. Deliver: Outstanding delivery is our hallmark. Participants are engaged and challenged in highly interactive workshops reinforced with independent learning, assignments and job aids.

Training solutions in credit, corporate finance and risk

With over 25 years' experience, we have an outstanding track record built on our ability to understand our clients' business aims and deliver value enhancing learning solutions.

Partnering with clients to deliver excellence

Our long lasting client relationships are built on delivering to expectations and providing unparalleled service. Working with the world's leading financial institutions and regulators gives us a unique and objective view on the competitive and regulatory challenges the banking industry faces.

Unrivalled content and expertise

Our trainers have deep experience working in business and financial institutions. Their knowledge, market perspective and insight into working practices in the wider field further enhances training design and delivery.

*"If I had to describe what it's like working with Adeva I would sum it up with two words: professionalism and flexibility. Our training needs change on a regular basis and Adeva always adjusts to meet the needs of our situation."
- L&D Manager, Large Global Bank*

"This is an excellent course and has immense value, by far the most beneficial course I have taken at the bank in 8 years. Amazing to share different banking views with colleagues from around the world."

"I found the sessions were relevant but found it most interesting that the trainer was able to use fantastic graphs and examples to bring the regulatory changes and other concepts to life"