

October

2022

Course Name	Course Description	Target Audience	Days	Date
Marketing and Delivery Channels for SME Banking	This course has a fourfold purpose, which is to identify SME clients' different needs. More emphasis will be given to determine how to market SME products and services. All participants will get acquainted with the procedures of delivering SME banking products. It identifies the success factors and international best practices needed for effective SME banking	Bankers working in SME, retail, corporate and credit departments who have, or will have, SME responsibilities	3	02-10-2022
Non-performing Loans and Methods of Problem Loan Resolution	During this course, participants will acquire the necessary skills to manage problem loans. These skills include identifying the signs of problem loans, rescheduling and monitoring problem loans, and using various methods to resolve problem loans.	Course is intended for employees in project finance, lending and credit administration in banks and other financial institutions and internal audit staff.	5	09-10-2022
Effective Business Writing	<ul style="list-style-type: none">• Identify the "bottom line" in a writing task.• Understand the connection between audience awareness and a writer's style• Develop more effective writing techniques and skills appropriate in the business environment.• Be able to use logical, concise and coherent sentences and paragraphs.• Eliminate the passive voice, wordiness, and redundancy.• Minimize word, sentence, and paragraph length without sacrificing clarity or substance & Quickly proofread and edit a piece of writing.	People who needs to write professional	3	16-10-2022