



2022 Development Schedule



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MONTH	PROGRAMME	DURATION	TARGET AUDIENCE	OBJECTIVE	COST
JANUARY					
<i>In-house Training tailored throughout the year</i>					
20 - 21	<i>The Art of Negotiation</i>	2 half days	Customer facing officers from all sectors (areas such as sales, purchasing, frontline)	Participants will learn to overcome fears and inhibitions during the process of negotiation, coming from a position of strength in achieving desired outcomes.	\$30,000+GCT US\$216
FEBRUARY					
4	<i>AML For CEOs and Board of Directors</i> <i>"Governance in a Digital Pandemic World"</i>	1 ½ hours	CEO's and Board of Directors of Financial Institutions and Designated Non-Financial Institutions (DNFIs)	To address AML/CFT from a governance perspective.	\$12,000+GCT US\$86.25
22	<i>Strategic Data Analytics</i>	3 hours	<ul style="list-style-type: none"> • Executives • Board of Directors • Senior Managers • Management Consultants • Business Analysts 	The economic recession, due to COVID-19 Pandemic has caused negative effects on businesses and livelihood. Some companies have, however, leveraged strategic data analytics to adjust their strategies and business models to achieve profitable growth during the recession. This three-hour course will indicate how to recognize weak signals, how to visualize data and how to collect and analyse data for successful strategic decision-making. .	US\$250+GCT

MARCH					
3	Women in Finance:	2 hours	Mid-Senior level managers from the financial services sector.	To promote growth and enhancement of women in the financial sector; To explore challenges and opportunities for women in their careers along with smart networking journey.	Face-to-Face \$15,000 +GCT US\$108 Virtual \$12,000+GCT US\$86.25
16-17 (full schedule to be provided)	Certified Credit Professional (CCP) - Certified by the Chartered Banker Institute Scotland - Credits towards Chartered Banker MBA	9 months	Persons in the credit process or those who have an interest in the area.	To develop professional competence in making good credit decisions.	US\$3750+GCT
23-24 (full schedule to be provided)	Certified International Financial Planner (CIFP) (Certified by the Chartered Banker Institute-Scotland) Credits towards Chartered Banker MBA	9 months	Financial Planners, Account Executives or anyone who has interest in this area.	To develop financial needs analysis skills and relationship management in order to construct accurate financial profile of clients.	US \$4500+GCT
APRIL					
13-14 (full schedule to be provided)	Certified International Risk Manager (CIRM) (Certified by the Chartered Banker Institute –Scotland)Credits towards Chartered Banker MBA (Certified by the Chartered Banker Institute –Scotland) Credits towards Chartered Banker MBA	9 months	Risk Managers, Financial Managers, Fund Administrators, Operations Managers, Insurance Advisors/Brokers, Real Estate Agents/Brokers	To provide participants with the tools to analyse a variety of Enterprise-Wide Risk in towards reaching sound risk mitigation decisions.	US\$4,500+GCT
	Chartered Banker MBA – Semester commences Offered by Bangor University in collaboration with the Chartered Banker Institute (UK) (Module also Available as short courses)	Full Programme - 2 Years	Ambitious individuals in banks and other financial services firms, or those seeking to join the industry, who wish to extend their knowledge and understanding and to acquire the skills to cope with change in the ever-changing industry.	To learn practical and contemporary principles which aids management and executives in making sense of the holistic nature of bank management Be exposed to high level of intensive learning experiences, combining generic MBA disciplines (marketing, HR & corporate strategy) with more specialist ones (risk management, credit and lending professional ethics and regulation) To facilitate continuous development of knowledge, skills and experience for career enhancement.	£18000 (scholarships available)
21	Forensic Document Examination		Persons who have responsibility for evaluating documents for validity.	This one-day workshop will delve deeper into the fascinating world of handwriting identification with emphasis on digital signatures. It will assist participants in determining falsified digital signatures	\$15,000+GCT US\$144

MAY					
12	<i>Regulatory Compliance – The Risk Based Approach</i>	½ day workshop	Compliance Officers, Risk Officers	To assist participants with the design and implementation of the Risk Based approach in the area of regulatory compliance, taking into consideration the national legal and regulatory framework.	\$12,000+GCT US\$108
TBC	<i>ACI FX Global Code Certification Programme</i>		Players in the FX market	To ensure understanding of the principles of best practices in foreign exchange markets.	700+GCT
18-19	<i>Loan Securities Documentation</i>	2 days	Staff involved in taking, perfecting and registering securities documents. This includes Lending Officers for corporate and personal loans, securities officers, supervisors and managers of securities department	To secure the well-being of the Institution by ensuring that the securities held are legally correct and enforceable, providing adequate protection.	30,000+GCT US\$252
JUNE					
8 - 9	<i>Understanding Financial Statements</i>	2 days	Persons who would like to improve their working knowledge in interpreting financial statements.	To assist participants in mastering the fundamentals of financial statements and develop a clear understanding of how they work, learn how to interpret them accurately and discover how to use the information to make more effective, better-informed business decisions.	30,000+GCT US\$252
21	<i>Fundamentals of the Financial Services Sector</i>	1 day	This programme has, therefore, been developed to assist all levels of new employees to the sector accordingly. Persons who would like to pursue a career in the financial services sector will also benefit	The programme will provide new and aspiring staff of the Financial Services sector with basic knowledge and skills to facilitate the process of orientation. Participants will become more familiar with the operations of the Financial Services sector and be more equipped in carrying out their day-to-day function.	\$15000+GCT US\$108
23	<i>Effective Corporate Governance in a financial institution</i>	3 hours	New and aspiring directors of financial institutions. Directors who would like to enhance their knowledge.	This workshop is expected to provide participants with the basic knowledge to being an effective director of a financial institution to ensure proper strategic guidance of the relevant entity.	\$20,000+GCT US\$144

JULY					
TBC	Sales Professional	Online/self-directed	Managers and aspiring managers	To identify sales gaps and deploy practical workable solutions which have been designed to create and sustain a high-performance sales professional.	US\$700+GCT
14	ANTI-FRAUD SEMINAR	1 Day	Operations personnel, Security Officers, IT Professionals, Internal/External Auditors, Fraud Examiners, Risk/Compliance Officers	To create awareness of new developments and seek to provide mitigation strategies to combat fraud, including cybercrimes.	Face-to-face \$20,000+GCT US\$144 Virtual \$15000+GCT US\$108
AUGUST					
SEPTEMBER					
7-8 & 14	Treasury Management	3 days	Portfolio Risk Managers, Treasury Managers, Operations Managers, Internal/External Auditors, Accountants	To provide techniques to effectively manage the treasury operations. To enhance knowledge of the treasury management function and provide skills to effectively determine adequacy of cash and/or liquidity.	US\$500+GCT
OCTOBER					
11-12	JBA/JIFS 11th Annual AML/CFT Conference	2 days	Compliance practitioners, comprising: officers of financial institutions and designated non-financial institutions who are legally responsible for AML/CFT matters; attorneys at law; front-line staff. and internal and external auditors from the local and regional financial sectors	To raise awareness of the risks that money laundering and terrorist financing pose to the financial system, and to promote effective co-operation at the highest levels on compliance matters; To identify emerging money laundering trends and typologies and to share information and best practices	Face-to-face: J\$75,000+GCT Full Conference US\$539 J\$40,000+ GCT – daily rate US\$288 Virtual: \$36,000+GCT US\$259 Full conference Daily rate \$20,000+gct daily rate US\$144

	Chartered Banker MBA – Semester commences <i>Offered by Bangor University in collaboration with the Chartered Banker Institute (UK)</i> <i>(Module also Available as short courses)</i>		Ambitious individuals in banks and other financial services firms, or those seeking to join the industry, who wish to extend their knowledge and understanding and to acquire the skills to cope with change in the ever-changing industry.	To learn practical and contemporary principles which aids management and executives in making sense of the holistic nature of bank management Be exposed to high level of intensive learning experiences, combining generic MBA disciplines (marketing, HR & corporate strategy) with more specialist ones (risk management, credit and lending professional ethics and regulation) To facilitate continuous development of knowledge, skills and experience for career enhancement.	£18000 (scholarships available)
19-20	Effective Debt Collections Techniques		Credit officers, relationship managers, sales manager or any professional involved in the area of credit and related products.	For businesses to survive and grow, it is important to institute measures to ensure a healthy cash flow. Participant will be able to use the information gained from this workshop to improve his/her ability to handle collection situations and make appropriate responses.	\$30,000+GCT US\$252
NOVEMBER					
3 - 4	Credit Analysis Techniques	2 days	Credit officers, relationship managers and any professional involved in the area of credit and related products.	To provide more awareness on how to perform effective credit and financial analysis for lending and valuation purposes. Participants will demonstrate improved understanding and skills in commercial lending, use various models to assess the suitability of credit applications, identify risk factors which could potentially lead to non-performance, assess the financial health of a company.	\$40,000+GCT US\$288
DECEMBER					
1	SEMINAR: Authenticating Documents	1 day	Front line staff, operations personnel, compliance officers, fraud investigators, HR officers, Risk Officers, Credit Officers, Internal/External auditors	To address the threats posed by false documentation and identification as well as explore vulnerabilities and techniques necessary for effective fraud detection.	Face-to-Face \$20,000+GCT US\$144 Virtual \$15,000+GCT US\$108

CERTIFICATION PROGRAMMES

<p>Certified by the Chartered Banker Institute in Scotland (CBI)</p> <ul style="list-style-type: none"> ○ Certified Financial Planner (CFP) - 9 months ○ Certified International Risk Manager Programme (CIRM) - 9 months ○ Certified Credit Professional Programme - (CCP) - 9 months <p>ACI FX Global Code - in Association Cambiste Internationale (ACI) Financial Markets</p>	<p>Collaboration with International Compliance Association:</p> <ul style="list-style-type: none"> ○ International Advanced Certificate in Financial Crimes & Compliance - 9 Months ○ International Diploma in Compliance (12 months) ○ International Diploma in Anti-Money Laundering (12 months) ● International Diploma in Financial Crime Prevention (12 months)
<p>CHARTERED BANKER MBA (University of Bangor and Chartered Institute of Bankers) (Scotland) *Intake for Chartered Banker MBA Programme - April and October of each year.</p>	<p>Wiley Efficient Learning</p> <ul style="list-style-type: none"> ● CFA Examination Prep, et al

NOTE:

- ✚ *Discounts available for members of JBA/JIFS, and CAB
- ✚ Dates and costs are subject to change without notice
- ✚ *Cost indicated are based on virtual delivery resulting from the constraints of the pandemic. If circumstances change to allow for safe face to face delivery, costs will be adjusted accordingly.
- ✚ Programmes in green will be delivered on the JIFS E-learning platform.

The Jamaica Institute of Financial Services also designs and coordinates customized human capital development programmes specific to the needs of any organization (*In-house Programmes*)

For further information on any of the above courses, please contact:

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