

## DEVELOPMENT PROGRAMMES 2019

### PRELIMINARY

MONTH	PROGRAMME	DURATION	TARGET AUDIENCE	OBJECTIVE	COST
<b>JANUARY</b>					
<b>FEBRUARY</b>					
7	<i>AML For CEOs and Board of Director</i>	Breakfast session	CEOs and Board of Directors of Financial Institutions and Non-Designated Financial Institutions (NDFIs)	To address AML from a governance perspective	\$15,000+GCT
20	<i>SEMINAR: Financial Services in a Digitized World</i>	1 day	Heads of Channels, Operations Managers, Marketing Managers	To explore trends in digital financial services	J\$15,000+GCT
<b>MARCH</b>					
12 - 13	<i>Certified Financial Planner (CFP)</i> <ul style="list-style-type: none"> <li>• Certified by the Chartered Banker Institute – Scotland)</li> <li>• Approved by the Financial Services Commission (FSC) for investment advice</li> </ul>	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\$4,500*
20 - 21	<i>Certified Credit Professional (CCP)</i> (Certified by the Chartered Banker Institute – Scotland) Credits towards Chartered Banker MBA	9 months	Persons involved in the credit process	To develop professional competence in making credit decisions.	US\$3750*
<b>APRIL</b>					
8 - 9	<i>Introduction to VBA Excel</i>	2 days	Finance practitioners, credit managers, portfolio risk managers and investment professionals.	To introduce the programming language Visual Basic Application (VBA) and show how it might be used to further enhance productivity. Delegates will be shown how VBA can extend the power of the traditional use of Excel.	US\$500+GCT

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10 - 12	<i>Financial Modeling</i>	3 days	Senior management and executives from various areas of credit, risk, finance, audit and Investment.	To provide the necessary quantitative techniques needed to understand how to produce robust Excel models for project financing.	US\$650+GCT
16 - 17	<i>Certified International Risk Manager (CIRM)</i> (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 and reaching sound risk mitigation decisions.	US\$4,500*
	<b>Chartered Banker MBA – Semester commences</b>	Full Programme - 2 Years	Ambitious professionals who wants a career in the financial services industry.	To provide an MBA from an internationally recognized university along with the Chartered Banker Status from the oldest banking institute in the world (Chartered Banker Institute – Scotland)	TBA
	<b>Postgraduate Certificate in Bank Management and Technology (CertBMT)</b>	1 year	Individuals that aspire to middle to senior management roles and/or those who wish to demonstrate their professional knowledge and skills, and gain a recognised professional qualification.	To facilitate continuous development of knowledge, skills and experience for career enhancement.	
<b>MAY</b>					
	<i>ACI FX Global Code Certificate Exam</i>		Players in the FX market	To ensure understanding of the best market practices, and the principles of good markets practice in Foreign Exchange Markets.	
9	<i>Fundamentals of the Financial Services</i>	1 day	Persons working in the financial services sector need to be familiar with the intricacies of the operations in order to be more effective in the performance of their duties. 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.	J\$25,000+GCT
15-16	<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.	\$40, 000+GCT

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<b>JUNE</b>					
6	<i>Financial Management for Non-Financial Managers</i>	2 days	Non-financial managers in every functional area of responsibility, in various industries, who require an understanding of finance	To guide non-accounting managers through the process of understanding financial analysis in the decision-making and budgeting processes.	\$40,000+GCT
19	<b>ANTI-FRAUD SEMINAR</b>	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.	\$20,000+GCT
<b>JULY</b>					
10	<i>Management of Non-Performing Loans</i>	1 day	Loans managers	To assist participants with techniques to reduce the size of their non-performing portfolio and halt the migrations of performing loans to the non-performing category.	J\$25,000+GCT
<b>AUGUST</b>					
<b>SEPTEMBER</b>					
10 - 11	<i>Treasury Management</i>	2 days	Portfolio Risk Managers, Treasury Managers, Operations Managers, Internal/External Auditors, Accountants	To provide techniques to effectively manage the treasury operations.	US\$500+GCT
18 – 19	<i>Effective Debt Collections Techniques</i>	2 days	Accounts Receivable officers, Small business owners, Accounting officers, any other person who is responsible for collection within organisations	Participants are expected to acquire knowledge for development of the necessary skills for efficient and effective collection of outstanding amounts on customer accounts. Each participant will be able to use the information gained to improve his/her ability to handle collection situations and make appropriate responses.	\$40,000+GCT
<b>OCTOBER</b>					
8 – 9	<i>JBA/JIFS 7<sup>th</sup> Annual AML/CFT Conference</i>	2 days Conference	Compliance practitioners, comprising: officers of 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 sectors, and to promote effective co-operation at the highest levels among member institutions on compliance matters common to the industry;	Conference only J\$65,000+GCT
10	<i>Post-Conference Workshop</i>	1-day workshop		To identify emerging money laundering trends and typologies and to share information and best practices	Conference & Workshop \$90,000 +GCT  Workshop only \$35,000+GCT
	<i>Chartered Banker MBA – Semester Commences</i>		Ambitious busy professionals who wants a career in the financial services industry.	To provide an MBA from an internationally recognized university along with the Chartered Banker Status from the oldest banking institute in the world (Chartered	

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	<b>Postgraduate Certificate in Bank Management and Technology (CertBMT)</b>		Individuals that aspire to middle to senior management roles and/or those who wish to demonstrate their professional knowledge and skills, and gain a recognized professional qualification	Banker Institute – Scotland)  To facilitate continuous development of knowledge, skills and experience for career enhancement.	
<b>NOVEMBER</b>					
<b>6- 7</b>	<i>Credit Analysis</i>	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.	J\$40,000+GCT
<b>DECEMBER</b>					
<b>4</b>	<i>SEMINAR: Authenticating Documents</i>	1 day	Front line staff, operations personnel, compliance officers, fraud investigators, HR officers, Risk Officers, Credit Officers, Internal/External auditors.		J\$20,000+GCT

### CERTIFICATION PROGRAMMES:

- **Collaboration with the Chartered Banker Institute in Scotland (CBI)**
  - Certified Financial Planner (CFP) – 9 months
  - Certified International Risk Manager Programme (CIRM) – 9 months
  - Certified Credit Professional Programme – (CCP) – 9 months
- **Collaboration with International Compliance Association:**
  - International Advanced Certificate in Financial Crimes & Compliance - 9 Months
  - International Diploma in Compliance (12 months)
  - International Diploma in Anti-Money Laundering (12 months)

NOTE:

\*Discounts available for members of JBA/JIFS and CAB

NB: Dates and costs are subject to change without notice

\*Intake for Chartered Banker MBA Programme – April and October of each year.

**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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