CENTRAL BANK OF EGYPT
Egyptian Banking Institute

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EBI TRAINING

OFFERINGS

From January to June 2026

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Find your interest by Package

- Credit and Finance
  الائتمان والتمويل
- Banking Operations
  العمليات المصرفية
- Investment and Treasury
  الخزانة والاستثمار
- Accounting and Audit
  المحاسبة والمراجعة
- Legal
  الجوانب القانونية
- Compliance and Governance
  الامتثال والحوكمة
- Risk Management
  إدارة المخاطر
- Leadership Development
  تنمية المهارات القيادية
- Human Resources
  الموارد البشرية
- Skills for Success
  تطوير المهارات الشخصية
- Sales, Marketing & Customer Care
  المبيعات، التسويق وخدمة العملاء
- Small & Medium Enterprises
  المشروعات الصغيرة والمتوسطة
- Micro Finance
  الإقراض متناهي الصغر
- Consumer Finance
  التمويل الاستهلاكي
- Information Technology
- Data Analysis
- Digital Payment

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JANUARY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25591	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					03-Jan-26				
Banking and Operation													
26292	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	11-Jan-26	5:30:00 PM	9:30:00 PM	3	Tuesday	11-Jan-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-Jan-26	5:30:00 PM	9:30:00 PM	4	Wednesday	11-Jan-26	5:30:00 PM	9:30:00 PM
Investment and Treasury													
25584	Nasr City	ACI Dealing preparation course	48	Starting Date:					31-Jan-26				
Accounting and Audit													
25693	Mohandeseen	التفتيش على مسئولي الالتزام	20	1	Saturday	24-Jan-26	9:00:00 AM	5:00:00 PM	3	Wednesday	28-Jan-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	27-Jan-26	5:30:00 PM	9:30:00 PM	4	Thursday	29-Jan-26	5:30:00 PM	9:30:00 PM
Leadership Development													
25651	Mohandeseen	الإدارة الإستراتيجية والتخطيط	24	1	Saturday	03-Jan-26	9:00:00 AM	5:00:00 PM	4	Tuesday	06-Jan-26	5:30:00 PM	9:30:00 PM
				2	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	5	Thursday	08-Jan-26	5:30:00 PM	9:30:00 PM
				3	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM					
25642	Mohandeseen	التعامل مع التغيير	8	1	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM
25632	VLS	Managing People	14	1	Sunday	04-Jan-26	6:00:00 PM	8:00:00 PM	4	Monday	05-Jan-26	8:00:00 PM	10:00:00 PM
				2	Sunday	04-Jan-26	8:00:00 PM	10:00:00 PM	5	Tuesday	06-Jan-26	5:00:00 PM	8:00:00 PM
				3	Monday	05-Jan-26	5:00:00 PM	8:00:00 PM	6	Tuesday	06-Jan-26	8:00:00 PM	10:00:00 PM

* Programs' registration deadline is 7 working days prior to the program's start date
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JANUARY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25652	Nasr City	Contemporary Management - Leading in the Modern Business Era	24	1	Saturday	10-Jan-26	9:00:00 AM	5:00:00 PM	3	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM
				2	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM					
25659	Nasr City	AI-Enhanced Leadership & Decision-Making in Banking	12	1	Sunday	18-Jan-26	10:00:00 AM	4:00:00 PM	2	Monday	19-Jan-26	10:00:00 AM	4:00:00 PM
Human Resources													
25574	Nasr City	Green Human Resource Management	16	1	Saturday	03-Jan-26	9:00:00 AM	5:00:00 PM	2	Sunday	04-Jan-26	9:00:00 AM	5:00:00 PM
26111	Nasr City	Competency-Based Interview - CBI	17	1	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM	3	Tuesday	13-Jan-26	9:00:00 AM	5:00:00 PM
				2	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM					
25594	Nasr City	HR Transformative Journey to People & Culture	16	1	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM	2	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM
Skills for Success													
25629	Nasr City	Future-Ready Growth: Agility, Purpose & AI Fluency	8	1	Sunday	04-Jan-26	9:00:00 AM	5:00:00 PM					
25626	Mohandeseen	إدارة الوقت	8	1	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM
25617	Mohandeseen	Business Etiquette	8	1	Sunday	11-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	12-Jan-26	5:30:00 PM	9:30:00 PM
Sales, Marketing & Customer Care													
25614	Nasr City	Integrated Marketing Communication – Crafting Unified Brand Messages	16	1	Saturday	17-Jan-26	9:00:00 AM	5:00:00 PM	2	Sunday	18-Jan-26	9:00:00 AM	5:00:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Small & Medium Enterprises													
27095	Mohandeseen	Certified SME Practitioner – Level 1	221	Starting Date:					03-Jan-26				
25563	BLND_ Mohandseen	إدارة الديون غير المنتظمة لعملاء المشروعات الصغيرة والمتوسطة	16.2	1	Saturday	10/01/2026	9:00:00 AM	9:20:00 AM	3	Sunday	11/01/2026	5:30:00 PM	9:30:00 PM
				2	Saturday	10/01/2026	9:20:00 AM	5:20:00 PM	4	Monday	12/01/2026	5:30:00 PM	9:30:00 PM
27103	Mohandeseen	شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول	221	Starting Date:					17-Jan-26				
27098	VLS	Certified SME Practitioner – Level 1 - IDL	221	Starting Date:					24-Jan-26				
Micro Finance													
25541	Mohandseen	الإقراض متناهي الصغر لمؤسسات التمويل الأصغر	40	1	Saturday	03/01/2026	9:00:00 AM	5:00:00 PM	5	Saturday	10/01/2026	9:00:00 AM	5:00:00 PM
				2	Sunday	04/01/2026	5:30:00 PM	9:30:00 PM	6	Sunday	11/01/2026	5:30:00 PM	9:30:00 PM
				3	Monday	05/01/2026	5:30:00 PM	9:30:00 PM	7	Monday	12/01/2026	5:30:00 PM	9:30:00 PM
				4	Tuesday	06/01/2026	5:30:00 PM	9:30:00 PM	8	Tuesday	13/01/2026	5:30:00 PM	9:30:00 PM
Information Technology													
25429	Nasr City	Microsoft Word - Level I	16	1	Wednesday	14-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	15-Jan-26	9:00:00 AM	5:00:00 PM
25437	Nasr City	Microsoft Excel - Level II	16	1	Wednesday	14-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	15-Jan-26	9:00:00 AM	5:00:00 PM

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25449	Nasr City	Microsoft PowerPoint ®	16	1	Sunday	18-Jan-26	9:00:00 AM	5:00:00 PM	2	Monday	19-Jan-26	9:00:00 AM	5:00:00 PM
25433	Nasr City	Microsoft Excel® - Level I	16	1	Wednesday	21-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	22-Jan-26	9:00:00 AM	5:00:00 PM
25463	Nasr City	Professional Presentation Essentials	16	1	Wednesday	21-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	22-Jan-26	9:00:00 AM	5:00:00 PM
25467	Nasr City	Blockchain Fundamentals for Bankers	8	1	Tuesday	27-Jan-26	9:00:00 AM	5:00:00 PM					

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FEBRUARY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25899	Nasr City	Introduction to Project Finance	4	1	Sunday	1-Feb-26	5:30:00 PM	9:30:00 PM					
25584	BLND_eLearn-Virtual	Comprehensive Credit Certificate - Sprint	120	Starting Date:					2/7/2026				
25593	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					2/7/2026				
25603	Nasr City	Corporate Finance Credit Professional Certificate	309	Starting Date:					2/7/2026				
25607	BLND_eLearn-Virtual	Credit Analysis Certificate	250	Starting Date:					2/7/2026				
25635	Mohandeseen	اساليب التمويل المصرفى: دورة تحول/حماية الاصول والتدفق النقدى	42	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	5	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	10:00:00 PM	6	Sunday	15-Feb-26	5:30:00 PM	10:00:00 PM
				3	Tuesday	10-Feb-26	5:30:00 PM	10:00:00 PM	7	Monday	16-Feb-26	5:30:00 PM	10:00:00 PM
				4	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM	8	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
25762	VLS	Mastering Financial Statement Analysis	24	1	Saturday	7-Feb-26	9:00:00 AM	12:00:00 PM	6	Thursday	12-Feb-26	6:00:00 PM	10:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	7	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM
				3	Saturday	7-Feb-26	3:00:00 PM	4:00:00 PM	8	Saturday	14-Feb-26	12:00:00 PM	3:00:00 PM
				4	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	9	Saturday	14-Feb-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM					

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Banking and Operation													
25784	VLS	Cards Operations and Settlement – Introductory	16	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	5	Wednesday	4-Feb-26	8:30:00 PM	9:00:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	9:00:00 PM	6	Thursday	5-Feb-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	3-Feb-26	6:00:00 PM	9:00:00 PM	7	Thursday	5-Feb-26	9:00:00 PM	10:00:00 PM
				4	Wednesday	4-Feb-26	6:00:00 PM	8:30:00 PM					
25578	Nasr City	Certificate In Supply Chain Finance - CSCF	75	**Starting Date:**					**2/7/2026**				
25612	BLND_eLearn-Virtual	Foundation Program	64	**Starting Date:**					**2/7/2026**				
25665	Mohandeseen	Banking Systems and Operations Framework	36	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	5	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	6	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM	7	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
				4	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM					
25667	Mohandeseen	فحص المستندات المقدمة على قوة الاعتمادات المستندية – حالات عملية	25	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	3	Wednesday	11-Feb-26	5:30:00 PM	10:00:00 PM
				2	Monday	9-Feb-26	5:30:00 PM	10:00:00 PM	4	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
25686	Nasr City	Risk Management Framework in International Trade Finance	25	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	4	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	10:00:00 PM	5	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
				3	Monday	9-Feb-26	5:30:00 PM	10:00:00 PM					
25681	Mohandeseen	التعرف على هوية المستفيد الحقيقي للمؤسسات المالية	10	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Thursday	12-Feb-26	5:30:00 PM	8:30:00 PM
				2	Tuesday	10-Feb-26	5:30:00 PM	8:30:00 PM					

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26293	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Monday	9-Feb-26	5:30:00 PM	9:30:00 PM	4	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
Investment and Treasury													
25794	VLS	الاستثمار فى الاوراق المالية	15	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	5	Tuesday	3-Feb-26	8:30:00 PM	9:00:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	8:30:00 PM	6	Wednesday	4-Feb-26	6:00:00 PM	8:30:00 PM
				3	Monday	2-Feb-26	8:30:00 PM	9:00:00 PM	7	Wednesday	4-Feb-26	8:30:00 PM	9:00:00 PM
				4	Tuesday	3-Feb-26	6:00:00 PM	8:30:00 PM	8	Thursday	5-Feb-26	6:00:00 PM	9:00:00 PM
25688	Mohandeseen	Measuring & Evaluating Banks Performance	20	1	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM	3	Monday	16-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM	4	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
Accounting and Audit													
25797	VLS	الاتجاهات الحديثة في المراجعة الداخلية من منظور المخاطر المصرفية	32	1	Saturday	7-Feb-26	9:00:00 PM	12:00:00 PM	8	Sunday	15-Feb-26	6:00:00 PM	9:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	9	Sunday	15-Feb-26	8:30:00 PM	9:00:00 PM
				3	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	10	Monday	16-Feb-26	6:00:00 PM	8:00:00 PM
				4	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM	11	Tuesday	17-Feb-26	5:00:00 PM	6:00:00 PM
				5	Thursday	12-Feb-26	6:00:00 PM	9:00:00 PM	12	Tuesday	17-Feb-26	6:00:00 PM	9:00:00 PM
				6	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM	13	Monday	9-Mar-26	6:00:00 PM	8:00:00 PM
				7	Saturday	14-Feb-26	12:00:00 PM	3:00:00 PM					
25587	VLS	Certified Management Accountant - Part 1	111	**Starting Date:**					**2/7/2026**				

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25703	Mohandeseen	البيئة الرقابية الفعالة في البنوك من خلال تطبيق الاطار الرقابي GRC	12	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM					
Legal													
25622	Nasr City	شهادة المحامي المصرفي	168	**Starting Date:**					**2/7/2026**				
25806	VLS	قانون البنك المركزي والجهاز المصرفي والنقد الصادر بالقانون ١٩٤ لسنة ٢٠٢٠	24	1	Saturday	7-Feb-26	9:00:00 AM	12:00:00 PM	6	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	7	Saturday	14-Feb-26	12:00:00 PM	2:00:00 PM
				3	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	8	Saturday	14-Feb-26	3:00:00 PM	5:00:00 PM
				4	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM	9	Sunday	8-Mar-26	6:00:00 PM	8:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		5	Thursday	12-Feb-26	6:00:00 PM	9:00:00 PM					
Compliance and Governance													
25824	VLS	Compliance Policies and Procedures in Practice	8	1	Monday	2-Feb-26	6:00:00 PM	9:30:00 PM	3	Tuesday	3-Feb-26	6:00:00 PM	9:30:00 PM
				2	Monday	2-Feb-26	9:30:00 PM	10:00:00 PM	4	Tuesday	3-Feb-26	9:30:00 PM	10:00:00 PM
25716	Nasr City	مكافحة غسل الأموال – تعريفي	8	1	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM	2	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
Risk Management													
25814	VLS	Retail Credit Risk Analysis & Scoring	22	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	6	Thursday	5-Feb-26	8:30:00 PM	9:00:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	9:00:00 PM	7	Sunday	8-Feb-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	3-Feb-26	6:00:00 PM	9:00:00 PM	8	Sunday	8-Feb-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	4-Feb-26	6:00:00 PM	9:00:00 PM	9	Monday	9-Feb-26	6:00:00 PM	9:00:00 PM
				5	Thursday	5-Feb-26	6:00:00 PM	8:30:00 PM	10	Monday	9-Feb-26	9:00:00 PM	10:00:00 PM

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25711	Mohandeseen	أسس إدارة المخاطر الائتمانية وتقييم الجدارة	24	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	4	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	5	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
				3	Monday	9-Feb-26	5:30:00 PM	9:30:00 PM					
Leadership Development													
25654	Nasr City	The Transformational Manager	16	1	Saturday	07-Feb-26	9:00:00 AM	5:00:00 PM	2	Sunday	08-Feb-26	9:00:00 AM	5:00:00 PM
25644	Mohandeseen	Creative Problem Solving and Decision Making	8	1	Sunday	08-Feb-26	5:30:00 PM	9:30:00 PM	2	Monday	09-Feb-26	5:30:00 PM	9:30:00 PM
25633	VLS	Creative Problem Solving and Decision Making	7	1	Sunday	08-Feb-26	6:00:00 PM	9:00:00 PM	3	Monday	09-Feb-26	6:00:00 PM	9:00:00 PM
				2	Sunday	08-Feb-26	9:00:00 PM	9:30:00 PM	4	Monday	09-Feb-26	9:00:00 PM	9:30:00 PM
Human Resources													
25597	Nasr City	Performance Excellence for Managers	16	1	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM	2	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM
25567	Mohandeseen	Introduction to Human Resources	18	1	Saturday	07-Feb-26	9:00:00 AM	5:00:00 PM	3	Monday	09-Feb-26	5:00:00 PM	10:00:00 PM
				2	Sunday	08-Feb-26	5:00:00 PM	10:00:00 PM					
Skills for Success													
25619	Mohandeseen	آداب السلوك في العمل	8	1	Sunday	08-Feb-26	5:30:00 PM	9:30:00 PM	2	Monday	09-Feb-26	5:30:00 PM	9:30:00 PM
Sales, Marketing & Customer Care													
25611	Nasr City	Consultative Selling for Banking Services	8	1	Sunday	01-Feb-26	9:00:00 AM	5:00:00 PM					

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FEBRUARY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Small & Medium Enterprises													
25545	Mohandeseen	إدارة مخاطر وأزمات المشروعات الصغيرة والمتوسطة (حالات عملية)	8	1	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM	2	Thursday	12-Feb-2026	5:30:00 PM	9:30:00 PM
Information Technology													
25441	Nasr City	Microsoft Excel® - Level III	16	1	Sunday	01-Feb-26	9:00:00 AM	5:00:00 PM	2	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM
25434	Mohandeseen	Microsoft Word - Level I	16	1	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM	2	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM
25457	Nasr City	Microsoft Visio	16	1	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM	2	Wednesday	04-Feb-26	9:00:00 AM	5:00:00 PM
25427	Nasr City	Microsoft Outlook ®	16	1	Wednesday	04-Feb-26	9:00:00 AM	5:00:00 PM	2	Thursday	05-Feb-26	9:00:00 AM	5:00:00 PM
25431	Nasr City	Microsoft Word- Level II	16	1	Wednesday	11-Feb-26	9:00:00 AM	5:00:00 PM	2	Thursday	12-Feb-26	9:00:00 AM	5:00:00 PM
Data Analysis													
25458	Nasr City	Data Analysis using Python	40	1	Sunday	08-Feb-26	9:00:00 AM	5:00:00 PM	4	Wednesday	11-Feb-26	9:00:00 AM	5:00:00 PM
				2	Monday	09-Feb-26	9:00:00 AM	5:00:00 PM	5	Thursday	12-Feb-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	10-Feb-26	9:00:00 AM	5:00:00 PM					

* Programs' registration deadline is 7 working days prior to the program's start date
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MARCH 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Leadership Development													
25634	VLS	Leadership Effectiveness	22	1	Saturday	28-Mar-26	9:00:00 AM	12:00:00 PM	6	Monday	30-Mar-26	5:00:00 PM	7:30:00 PM
				2	Saturday	28-Mar-26	12:00:00 PM	3:00:00 PM	7	Monday	30-Mar-26	7:30:00 PM	10:00:00 PM
				3	Saturday	28-Mar-26	3:00:00 PM	4:00:00 PM	8	Tuesday	31-Mar-26	5:00:00 PM	7:30:00 PM
				4	Sunday	29-Mar-26	5:00:00 PM	7:30:00 PM	9	Tuesday	31-Mar-26	7:30:00 PM	10:00:00 PM
				5	Sunday	29-Mar-26	7:30:00 PM	10:00:00 PM					
25645	Mohandeseen	Emotional Empowerment	8	1	Monday	23-Mar-26	9:00:00 AM	5:00:00 PM	2	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM
Human Resources													
25592	Nasr City	Job Evaluation and Salary Structure	16	1	Monday	23-Mar-26	9:00:00 AM	5:00:00 PM	2	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM
Skills for Success													
25627	Mohandeseen	Time Management	8	1	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	2	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM
Sales, Marketing & Customer Care													
25609	Nasr City	Strategic Marketing Management – Driving Growth Through Market Insights	12	1	Tuesday	24-Mar-26	10:00:00 AM	4:00:00 PM	2	Wednesday	25-Mar-26	10:00:00 AM	4:00:00 PM

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MARCH 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Small & Medium Enterprises													
25546	Mohandeseen	SMEs Cash Flow & projection Analysis	37	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	5	Wednesday	01-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	6	Saturday	04-Feb-26	9:00:00 AM	6:00:00 PM
				3	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM	7	Monday	06-Mar-26	5:30:00 PM	9:30:00 PM
				4	Tuesday	31-Mar-26	5:30:00 PM	9:30:00 PM					
25551	Mohandeseen	NextGen Bankers: Basics and Principles of Banking, Sustainable Finance & Credit Risk	40	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	5	Wednesday	01-Mar-26	5:30:00 PM	9:30:00 PM
				2	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	6	Saturday	04-Mar-26	9:00:00 AM	5:00:00 PM
				3	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM	7	Monday	06-Mar-26	5:30:00 PM	9:30:00 PM
				4	Tuesday	31-Mar-26	5:30:00 PM	9:30:00 PM	8	Tuesday	07-Mar-26	5:30:00 PM	9:30:00 PM
27094	Mohandeseen	Professional SME Risk Manager Certification (PRMC)	101	**Starting Date:**					**28-Mar-26**				
27096	Mohandeseen	Certified SME Practitioner – Level 1	221	**Starting Date:**					**28-Mar-26**				
27101	BLND_eLearn-Virtual	Certified SME Professional - Level 2 - IDL	130	**Starting Date:**					**28-Mar-26**				

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MARCH 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Information Technology													
25438	Mohandeseen	Microsoft Excel - Level II	16	1	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM	2	Wednesday	25-Mar-26	9:00:00 AM	5:00:00 PM
25435	Nasr City	Microsoft Excel® - Level I	16	1	Wednesday	25-Mar-26	9:00:00 AM	5:00:00 PM	2	Thursday	26-Mar-26	9:00:00 AM	5:00:00 PM
25450	Mohandeseen	Microsoft PowerPoint ®	16	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	2	Sunday	29-Mar-26	9:00:00 AM	5:00:00 PM
25445	Nasr City	Microsoft Access™ - Level I	16	1	Sunday	29-Mar-26	9:00:00 AM	5:00:00 PM	2	Monday	30-Mar-26	9:00:00 AM	5:00:00 PM
Data Analysis													
25454	Mohandeseen	Data Analysis using Power BI	32	1	Monday	30-Mar-26	9:00:00 AM	5:00:00 PM	3	Wednesday	01-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	31-Mar-26	9:00:00 AM	5:00:00 PM	4	Thursday	02-Apr-26	9:00:00 AM	5:00:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25757	VLS	أسس الإئتمان المصرفي	30	1	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM	7	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM
				2	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM	8	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	14-Apr-26	6:00:00 PM	9:00:00 PM	9	Monday	20-Apr-26	6:00:00 PM	10:00:00 PM
				4	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM	10	Tuesday	21-Apr-26	5:00:00 PM	6:00:00 PM
				5	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM	11	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM
				6	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	12	Monday	11-May-26	6:00:00 PM	8:00:00 PM
25598	VLS	Corporate Finance Credit Professional Certificate	284	**Starting Date:**					**4/18/2026**				
25638	Nasr City	قواعد نظام تسجيل الائتمان بالبنك المركزي المصري	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25636	Mohandeseen	اعمال ادارة متابعة الائتمان	15	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	8:30:00 PM
25641	Nasr City	Securitization and Structured Finance	21	1	Sunday	19-Apr-26	5:30:00 PM	10:00:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	10:00:00 PM	5	Thursday	23-Apr-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Banking and Operation													
25575	Nasr City	Certificate in International Trade Risk (CITR)	50	Starting Date:					4/4/2026				
25579	Nasr City	Certified International Retail Banker (CIRB) Level 1: The Affiliate International Retail Banker	56	Starting Date:					4/4/2026				
25909	VLS	CSR – Corporate Social Responsibility Certificate	40	Starting Date:					4/4/2026				
25764	VLS	خطابات الضمان المحلية والخارجية والاعتماد الضامن	24	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Wednesday	8-Apr-26	6:00:00 PM	10:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				3	Saturday	4-Apr-26	3:00:00 PM	4:00:00 PM	8	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				4	Monday	6-Apr-26	6:00:00 PM	9:00:00 PM	9	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				5	Tuesday	7-Apr-26	6:00:00 PM	9:00:00 PM					
26291	Nasr City	حماية حقوق العملاء – متقدم	16	1	Sunday	5-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	7-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM
25776	VLS	حماية حقوق العملاء	6	1	Monday	6-Apr-26	6:00:00 PM	8:30:00 PM	3	Wednesday	8-Apr-26	6:00:00 PM	8:00:00 PM
				2	Monday	6-Apr-26	8:30:00 PM	9:00:00 PM	4	Wednesday	8-Apr-26	8:00:00 PM	9:00:00 PM
25792	VLS	الاستدامة والتمويل المستدام	6	1	Monday	6-Apr-26	6:00:00 PM	8:30:00 PM	3	Tuesday	7-Apr-26	8:30:00 PM	9:00:00 PM
				2	Monday	6-Apr-26	8:30:00 PM	9:00:00 PM					

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25568	Nasr City	Certificate for Documentary Credit Specialists - CDCS شهادة أخصائي الاعتمادات المستندية -	108	Starting Date:					4/10/2026				
25571	Nasr City	Certificate for Specialists in Demand Guarantees (CSDG)	105	Starting Date:					4/10/2026				
25576	Nasr City	CITF - Certificate in International Trade Finance	60	Starting Date:					4/11/2026				
25616	Nasr City	Retail Credit Certificate	100	Starting Date:					4/11/2026				
25671	Mohandeseen	Climate Finance Acceleration Intensive Program	18	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	8:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	5	Thursday	23-Apr-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					
25673	Nasr City	Global Trade Compliance Indicators	12	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	23-Apr-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					
26294	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
25767	VLS	تنمية المهارات الفنية للصراف المباشر	16	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	8	Thursday	23-Apr-26	6:00:00 PM	10:00:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25791	VLS	ESG & Risk Management for Banks	22	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Monday	27-Apr-26	6:00:00 PM	9:30:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Monday	27-Apr-26	9:30:00 PM	10:00:00 PM
				6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
Investment and Treasury													
25796	VLS	Managing Asset & Liability – Advanced	25	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Wednesday	8-Apr-26	6:00:00 PM	10:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				3	Saturday	4-Apr-26	3:00:00 PM	4:00:00 PM	8	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				4	Monday	6-Apr-26	6:00:00 PM	9:30:00 PM	9	Saturday	11-Apr-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	7-Apr-26	6:00:00 PM	9:30:00 PM					
25586	Nasr City	ACI Operations Preparation Course	48	**Starting Date:**					**4/10/2026**				
25687	Mohandeseen	ادارة محافظ الأوراق المالية وصناديق الاستثمار	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25691	Nasr City	Fund Transfer Pricing (FTP)	16	1	Sunday	26-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	28-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	27-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	29-Apr-26	5:30:00 PM	9:30:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Accounting and Audit													
25589	VLS	Certified Internal Auditor - Part 1 Qualification Program	60	Starting Date:					4/4/2026				
25699	Mohandeseen	IFRS Requirements for Disclosure of Sustainability S1 & S2	12	1	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	3	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	7-Apr-26	5:30:00 PM	9:30:00 PM					
25800	VLS	Fundamentals of Risk Based Audit	30	1	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM	8	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM	9	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM
				3	Saturday	11-Apr-26	3:00:00 PM	4:00:00 PM	10	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM
				4	Tuesday	14-Apr-26	6:00:00 PM	8:30:00 PM	11	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM
				5	Tuesday	14-Apr-26	8:30:00 PM	9:00:00 PM	12	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM
				6	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM	13	Monday	20-Apr-26	6:00:00 PM	10:00:00 PM
				7	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM					
26161	VLS	Certified Internal Auditor - Part 1 Qualification Program	60	Starting Date:					4/11/2026				
25798	VLS	Internal Control System	16	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	5	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM	6	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	7	Sunday	17-May-26	6:00:00 PM	8:00:00 PM
		NEW Impact Session		4	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM					

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Legal													
25706	Mohandeseen	الجوانب القانونية الخاصة بالتأجير التمويلي	6	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM
25801	VLS	مقدمة عن احكام الشيك	8	1	Monday	20-Apr-26	6:00:00 PM	9:30:00 PM	3	Wednesday	22-Apr-26	6:00:00 PM	10:00:00 PM
				2	Monday	20-Apr-26	9:30:00 PM	10:00:00 PM					
Compliance and Governance													
25823	VLS	Digital Banking, Payments & Financial Crime	32	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				3	Monday	6-Apr-26	6:00:00 PM	9:00:00 PM	8	Tuesday	14-Apr-26	6:00:00 PM	9:00:00 PM
				4	Tuesday	7-Apr-26	6:00:00 PM	9:00:00 PM	9	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM
				5	Wednesday	8-Apr-26	6:00:00 PM	9:00:00 PM	10	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM
25825	VLS	Converting Compliance Policies and Procedures into Management Actions	8	1	Monday	6-Apr-26	6:00:00 PM	9:30:00 PM	3	Tuesday	7-Apr-26	6:00:00 PM	10:00:00 PM
				2	Monday	6-Apr-26	9:30:00 PM	10:00:00 PM	4	Wednesday	6-May-26	6:00:00 PM	8:00:00 PM
25718	Mohandeseen	مكافحة غسل الأموال – متقدم	8	1	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	2	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25831	VLS	Corporate Governance – What really matters?	22	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Monday	27-Apr-26	6:00:00 PM	10:00:00 PM
				6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
Risk Management													
25715	Nasr City	Introduction to Third Party Risk Management	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
25808	VLS	أساليب قياس وادارة المخاطر محاضرة لمتابعة الأثر التدريبي جديد	21	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Sunday	17-May-26	6:00:00 PM	8:00:00 PM
				6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
25811	VLS	Enterprise Risk Management	20	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	5	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				2	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	6	Tuesday	28-Apr-26	6:00:00 PM	9:00:00 PM
				3	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM	7	Thursday	30-Apr-26	6:00:00 PM	9:00:00 PM
				4	Thursday	23-Apr-26	9:00:00 PM	10:00:00 PM	8	Thursday	30-Apr-26	9:00:00 PM	10:00:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25819	VLS	Implementing Operational Risk	22	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	6	Thursday	23-Apr-26	6:00:00 PM	8:30:00 PM
				2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM	7	Sunday	26-Apr-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	8	Sunday	26-Apr-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM	9	Monday	27-Apr-26	9:00:00 PM	10:00:00 PM
				5	Thursday	23-Apr-26	8:30:00 PM	9:00:00 PM	10	Monday	27-Apr-26	6:00:00 PM	9:00:00 PM
Leadership Development													
25637	VLS	Strategic Management and Planning	22	1	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	6	Monday	20-Apr-26	5:00:00 PM	7:30:00 PM
				2	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM	7	Monday	20-Apr-26	7:30:00 PM	10:00:00 PM
				3	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM	8	Tuesday	21-Apr-26	5:00:00 PM	7:30:00 PM
				4	Sunday	19-Apr-26	5:00:00 PM	7:30:00 PM	9	Tuesday	21-Apr-26	7:30:00 PM	10:00:00 PM
				5	Sunday	19-Apr-26	7:30:00 PM	10:00:00 PM					
25647	Nasr City	Leadership Effectiveness	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25655	Nasr City	Beyond Leadership: Coaching, Mentoring & Group Mastery	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM
25656	Nasr City	Mastering Performance & Leadership Essentials	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Human Resources													
25577	Nasr City	Human Resources Audit	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM
25595	Nasr City	The Strategic HR Business Partner: from Support Function to Strategic Growth Partner	16	1	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM	2	Tuesday	21-Apr-26	9:00:00 AM	5:00:00 PM
Skills for Success													
25620	Mohandeseen	Communicating with Clarity and Impact	8	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM
Sales, Marketing & Customer Care													
25602	Mohandeseen	Negotiating for Better Results	14	1	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	09-Apr-26	5:00:00 PM	10:00:00 PM
				2	Wednesday	08-Apr-26	5:00:00 PM	10:00:00 PM					
25613	Nasr City	How to Make a Perfect Sales Day	8	1	Sunday	12-Apr-26	9:00:00 AM	5:00:00 PM					
Small & Medium Enterprises													
25547	Mohandeseen	التحليل المالي والمؤشرات المالية للمشروعات الصغيرة والمتوسطة	24	1	Saturday	04-Apr-26	9:00:00 AM	5:00:00 PM	4	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	06-Apr-26	5:30:00 PM	9:30:00 PM	5	Thursday	09-Apr-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM					
25550	Mohandeseen	SMEs Monitoring & Restructuring	24	1	Saturday	04-Apr-26	10:00:00 AM	4:00:00 PM	4	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	06-Apr-26	5:30:00 PM	9:30:00 PM	5	Saturday	11-Apr-26	10:00:00 AM	4:00:00 PM
				3	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM					

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
27100	VLS	Certified SME Practitioner – Level 1 - IDL	221	Starting Date:					04-Apr-26				
25552	Mohandeseen	تطوير مهارات مديري الفروع في تنمية وتمويل المشروعات الصغيرة والمتوسطة – أدوات مبتكرة وأساليب فعالة	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
Micro Finance													
25542	VLS	الإقراض متناهي الصغر لمؤسسات التمويل الأصغر	36	1	Saturday	04-Apr-26	9:00:00 AM	12:00:00 PM	9	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	04-Apr-26	12:00:00 PM	3:00:00 PM	10	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				3	Monday	06-Apr-26	6:00:00 PM	8:00:00 PM	11	Tuesday	14-Apr-26	6:00:00 PM	8:00:00 PM
				4	Monday	06-Apr-26	8:00:00 PM	10:00:00 PM	12	Tuesday	14-Apr-26	8:00:00 PM	10:00:00 PM
				5	Tuesday	07-Apr-26	6:00:00 PM	8:00:00 PM	13	Wednesday	15-Apr-26	6:00:00 PM	8:00:00 PM
				6	Tuesday	07-Apr-26	8:00:00 PM	10:00:00 PM	14	Wednesday	15-Apr-26	8:00:00 PM	10:00:00 PM
				7	Wednesday	08-Apr-26	6:00:00 PM	8:00:00 PM	15	Sunday	19-Apr-26	6:00:00 PM	8:00:00 PM
				8	Wednesday	08-Apr-26	8:00:00 PM	10:00:00 PM	16	Sunday	19-Apr-26	8:00:00 PM	10:00:00 PM
25544	Mohandeseen	التحصيل عبر الهاتف للتمويل متناهي الصغر	12	1	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	09-Apr-26	5:30:00 PM	9:30:00 PM
				2	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM					
Consumer Finance													
25478	Mohandeseen	إدارة محافظ التمويل الاستهلاكي الائتمانية وتحجيم مخاطرها	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM

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APRIL 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Information Technology													
25439	Nasr City	Microsoft Excel - Level II	16	1	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM	2	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
25430	Mohandeseen	Microsoft Word - Level I	16	1	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM	2	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
25428	Mohandeseen	Microsoft Outlook ®	16	1	Wednesday	15-Apr-26	9:00:00 AM	5:00:00 PM	2	Thursday	16-Apr-26	9:00:00 AM	5:00:00 PM
25447	Nasr City	Microsoft Access - Level II	16	1	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM	2	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM
25464	Nasr City	Business Continuity Management	24	1	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM	3	Wednesday	22-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	21-Apr-26	9:00:00 AM	5:00:00 PM					
25442	Mohandeseen	Microsoft Excel® - Level III	16	1	Sunday	22-Apr-26	9:00:00 AM	5:00:00 PM	2	Monday	23-Apr-26	9:00:00 AM	5:00:00 PM
Data Analysis													
25452	Nasr City	Analyzing Data with Excel	24	1	Monday	06-Apr-26	9:00:00 AM	5:00:00 PM	3	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM					

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25600	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					5/2/2026				
25605	Nasr City	Corporate Finance Credit Professional Certificate	309	Starting Date:					5/2/2026				
25608	BLND_eLearn-Virtual	Credit Analysis Certificate	250	Starting Date:					5/2/2026				
25646	Mohandeseen	Financial Modeling	30	1	Saturday	2-May-26	9:00:00 AM	5:00:00 PM	4	Thursday	7-May-26	5:30:00 PM	8:30:00 PM
				2	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	5	Saturday	9-May-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM	6	Sunday	10-May-26	5:30:00 PM	8:30:00 PM
25754	VLS	التحليل المالي لأغراض التقييم والتمويل والاستثمار	25	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:30:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:30:00 PM					
25896	BLND_eLearn-Virtual	Comprehensive Credit Certificate - Sprint	120	Starting Date:					5/2/2026				
25900	Nasr City	Introduction to Project Finance	4	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM					

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MAY 2026 - Training Packages

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25648	Nasr City	Introduction to Financial Leasing	6	1	Sunday	10-May-26	5:30:00 PM	8:30:00 PM	2	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM
25761	VLS	Fundamentals of Financial Statement Analysis	24	1	Saturday	16-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	21-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	16-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	23-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	16-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	23-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	17-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	23-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	19-May-26	6:00:00 PM	9:00:00 PM					
Banking and Operation													
25615	BLND_eLearn-Virtual	Foundation Program	64	**Starting Date:**					**5/2/2026**				
25793	VLS	الكشف عن التزييف والتزوير	28	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Sunday	10-May-26	6:00:00 PM	9:30:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Sunday	10-May-26	9:30:00 PM	10:00:00 PM
				6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM					

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MAY 2026 - Training Packages

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25766	VLS	الاطار العام لنظم العمليات المصرفية	36	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	8	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	9	Sunday	10-May-26	6:00:00 PM	9:00:00 PM
				3	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM
				4	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Saturday	16-May-26	9:00:00 AM	12:00:00 PM
				5	Thursday	7-May-26	6:00:00 PM	9:00:00 PM	12	Saturday	16-May-26	12:00:00 PM	3:00:00 PM
				6	Saturday	9-May-26	9:00:00 AM	12:00:00 PM	13	Sunday	7-Jun-26	6:00:00 PM	8:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		7	Saturday	9-May-26	12:00:00 PM	3:00:00 PM					
25672	Mohandeseen	Quality Management for Banking Operations	12	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	3	Thursday	7-May-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM					
25682	Nasr City	Navigating Digital Banking, E-Payments, and Fraud Challenges	16	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	4-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	6-May-26	5:30:00 PM	9:30:00 PM
25785	VLS	Cards Operations and Settlement – Advanced	8	1	Monday	4-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	6-May-26	6:00:00 PM	9:30:00 PM
				2	Monday	4-May-26	9:30:00 PM	10:00:00 PM	4	Wednesday	6-May-26	9:30:00 PM	10:00:00 PM
25580	Nasr City	Certified International Retail Banker (CIRB) Level 2 The Associate International Retail Banker	64	Starting Date:					5/8/2026				
25765	VLS	عمليات تمويل التجارة	25	1	Saturday	9-May-26	9:00:00 AM	12:00:00 PM	6	Saturday	16-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	9-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	16-May-26	12:00:00 PM	3:00:00 PM
				3	Sunday	10-May-26	6:00:00 PM	9:00:00 PM	8	Saturday	16-May-26	3:00:00 PM	5:00:00 PM
				4	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM	9	Sunday	7-Jun-26	6:00:00 PM	8:00:00 PM
				5	Thursday	14-May-26	6:00:00 PM	9:00:00 PM					

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MAY 2026 - Training Packages

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25685	Nasr City	Carbon Border Adjustment Mechanism (CBAM)	16	1	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
26295	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
25669	Nasr City	الشمول المالى	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25668	Mohandeseen	Trade Finance – Case Studies	8	1	Monday	18-May-26	5:30:00 PM	9:30:00 PM	2	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
Investment and Treasury													
25585	Nasr City	ACI Dealing preparation course	48	**Starting Date:**					**5/8/2026**				
26160	Mohandeseen	Fixed Income	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25722	VLS	Familiarize Yourself with Treasury	8	1	Monday	18-May-26	9:00:00 PM	9:30:00 PM	4	Wednesday	20-May-26	9:00:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	7:30:00 PM	5	Wednesday	20-May-26	5:30:00 PM	7:30:00 PM
				3	Monday	18-May-26	7:30:00 PM	9:00:00 PM	6	Wednesday	20-May-26	7:30:00 PM	9:00:00 PM

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MAY 2026 - Training Packages

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Accounting and Audit													
25692	Mohandeseen	اوراق عمل المدقق الداخلى	25	1	Saturday	9-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	10-May-26	5:30:00 PM	10:00:00 PM	5	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	10:00:00 PM					
25694	Mohandeseen	الضوابط الرقابية ومخاطر تكنولوجيا المعلومات الأساسية للمدققين الداخليين و الرقابة الداخلية	24	1	Saturday	16-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	5	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	18-May-26	5:30:00 PM	9:30:00 PM					
25701	Mohandeseen	The New Global Internal Audit Standards and new QAIP	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
Legal													
25624	Mohandeseen	شهادة المحامي المصرفي	168	**Starting Date:**					**5/2/2026**				
25805	VLS	الجوانب القانونية للعمليات المصرفية	24	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM					

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Compliance and Governance													
25826	VLS	Compliance, Risk and Controls	29	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Sunday	10-May-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM
				6	Thursday	7-May-26	6:00:00 PM	9:00:00 PM					
25822	VLS	Preventing, Detecting & Investigating Financial Crime – A Practical Approach	22	1	Sunday	10-May-26	6:00:00 PM	9:00:00 PM	6	Thursday	14-May-26	8:30:00 PM	9:00:00 PM
				2	Monday	11-May-26	6:00:00 PM	9:00:00 PM	7	Sunday	17-May-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM	8	Sunday	17-May-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	13-May-26	6:00:00 PM	9:00:00 PM	9	Monday	18-May-26	6:00:00 PM	9:00:00 PM
				5	Thursday	14-May-26	6:00:00 PM	8:30:00 PM	10	Monday	18-May-26	9:00:00 PM	10:00:00 PM
25829	VLS	مبادئ حوكمة البنوك	12	1	Sunday	17-May-26	6:00:00 PM	8:30:00 PM	4	Tuesday	19-May-26	6:00:00 PM	8:30:00 PM
				2	Sunday	17-May-26	8:30:00 PM	9:00:00 PM	5	Tuesday	19-May-26	8:30:00 PM	9:00:00 PM
				3	Monday	18-May-26	6:00:00 PM	9:00:00 PM	6	Wednesday	20-May-26	6:00:00 PM	9:00:00 PM
25719	Mohandeseen	الاطار العام لمكافحة غسل الأموال وتمويل الإرهاب	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Risk Management													
25812	VLS	Risk Management framework	24	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM					
25816	VLS	Introduction to Credit Risk	14	1	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	4	Tuesday	5-May-26	9:00:00 PM	10:00:00 PM
				2	Monday	4-May-26	6:00:00 PM	9:00:00 PM	5	Wednesday	6-May-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	6	Wednesday	6-May-26	9:00:00 PM	10:00:00 PM
25736	Mohandeseen	The Practitioner Guide to Basel II, III, and the road to Basel IV	10	1	Sunday	10-May-26	5:30:00 PM	9:00:00 PM	3	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	8:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	6:00:00 PM
25810	VLS	نظرة عامة على إدارة المخاطر التشغيلية	8	1	Monday	11-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	13-May-26	6:00:00 PM	10:00:00 PM
				2	Monday	11-May-26	9:30:00 PM	10:00:00 PM					

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
26163	VLS	Credit Risk Management to Drive Business Growth - Analysis Cases	43	1	Saturday	16-May-26	9:00:00 AM	11:30:00 AM	12	Thursday	21-May-26	5:30:00 PM	7:30:00 PM
				2	Saturday	16-May-26	11:30:00 AM	2:00:00 PM	13	Thursday	21-May-26	7:30:00 PM	9:30:00 PM
				3	Saturday	16-May-26	2:00:00 PM	4:00:00 PM	14	Sunday	24-May-26	5:30:00 PM	7:30:00 PM
				4	Sunday	17-May-26	5:30:00 PM	7:30:00 PM	15	Sunday	24-May-26	7:30:00 PM	9:30:00 PM
				5	Sunday	17-May-26	7:30:00 PM	9:30:00 PM	16	Monday	25-May-26	5:30:00 PM	7:30:00 PM
				6	Monday	18-May-26	5:30:00 PM	7:30:00 PM	17	Monday	25-May-26	7:30:00 PM	9:30:00 PM
				7	Monday	18-May-26	7:30:00 PM	9:30:00 PM	18	Tuesday	26-May-26	5:30:00 PM	7:30:00 PM
				8	Tuesday	19-May-26	5:30:00 PM	7:30:00 PM	19	Tuesday	26-May-26	7:30:00 PM	9:30:00 PM
				9	Tuesday	19-May-26	7:30:00 PM	9:30:00 PM	20	Wednesday	27-May-26	5:30:00 PM	7:30:00 PM
				10	Wednesday	20-May-26	5:30:00 PM	7:30:00 PM	21	Wednesday	27-May-26	7:30:00 PM	9:30:00 PM
				11	Wednesday	20-May-26	7:30:00 PM	9:30:00 PM					
Leadership Development													
25639	VLS	Strategic Problem Solving	22	1	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	6	Monday	20-Apr-26	5:00:00 PM	7:30:00 PM
				2	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM	7	Monday	20-Apr-26	7:30:00 PM	10:00:00 PM
				3	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM	8	Tuesday	21-Apr-26	5:00:00 PM	7:30:00 PM
				4	Sunday	19-Apr-26	5:00:00 PM	7:30:00 PM	9	Tuesday	21-Apr-26	7:30:00 PM	10:00:00 PM
				5	Sunday	19-Apr-26	7:30:00 PM	10:00:00 PM					
25649	Mohandeseen	فاعلية القيادة	24	1	Saturday	09-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	5	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	9:30:00 PM					

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25657	Nasr City	Strategic Agility - Thriving in Banking's Volatile Environment	12	1	Sunday	10-May-26	10:00:00 AM	4:00:00 PM	2	Monday	11-May-26	10:00:00 AM	4:00:00 PM
Human Resources													
25596	Nasr City	The Talent War- Art of Talent Management & Succession Planning	16	1	Monday	04-May-26	9:00:00 AM	5:00:00 PM	2	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM
25581	Nasr City	Organizational Development	16	1	Monday	04-May-26	9:00:00 AM	5:00:00 PM	2	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM
25570	VLS	Introduction to Human Resources	16	1	Sunday	10-May-26	6:00:00 PM	8:00:00 PM	5	Tuesday	12-May-26	6:00:00 PM	8:00:00 PM
				2	Sunday	10-May-26	8:00:00 PM	10:00:00 PM	6	Tuesday	12-May-26	8:00:00 PM	10:00:00 PM
				3	Monday	11-May-26	6:00:00 PM	8:00:00 PM	7	Wednesday	13-May-26	6:00:00 PM	8:00:00 PM
				4	Monday	11-May-26	8:00:00 PM	10:00:00 PM	8	Wednesday	13-May-26	8:00:00 PM	10:00:00 PM
Skills for Success													
25628	Nasr City	Storytelling for Influence – Banking Leaders as Trust Builders	12	1	Sunday	10-May-26	10:00:00 AM	4:00:00 PM	2	Monday	11-May-26	10:00:00 AM	4:00:00 PM
25621	Mohandeseen	Presenting with Impact	16	1	Saturday	16-May-26	9:00:00 AM	5:00:00 PM	3	Monday	18-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	17-May-26	5:30:00 PM	9:30:00 PM					
Sales, Marketing & Customer Care													
25604	Mohandeseen	أساسيات التفاوض الناجح	14	1	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM	3	Thursday	14-May-26	5:00:00 PM	10:00:00 PM
				2	Wednesday	13-May-26	5:00:00 PM	10:00:00 PM					

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Small & Medium Enterprises													
25548	VLS	SME Facility Structure	16	1	Sunday	10-May-26	5:30:00 PM	8:30:00 PM	6	Tuesday	12-May-26	8:30:00 PM	8:40:00 PM
				2	Sunday	10-May-26	8:30:00 PM	8:45:00 PM	7	Wednesday	13-May-26	5:30:00 PM	8:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	8:30:00 PM	8	Wednesday	13-May-26	8:30:00 PM	8:40:00 PM
				4	Monday	11-May-26	8:30:00 PM	8:45:00 PM	9	Sunday	17-May-26	5:30:00 PM	8:30:00 PM
				5	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM	10	Sunday	17-May-26	8:30:00 PM	8:40:00 PM
27097	Mohandeseen	Certified SME Practitioner – Level 1	221	**Starting Date:**					**16-May-26**				
27102	VLS	شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول _IDL	221	**Starting Date:**					**16-May-26**				
Micro Finance													
25543	Mohandeseen	إدارة مخاطر محفظة التمويل للمشروعات متناهية الصغر	10	1	Wednesday	20-May-26	5:00:00 PM	10:00:00 PM	2	Thursday	21-May-26	5:00:00 PM	10:00:00 PM
Information Technology													
25443	Nasr City	Microsoft Excel® - Level III	16	1	Sunday	03-May-26	9:00:00 AM	5:00:00 PM	2	Monday	04-May-26	9:00:00 AM	5:00:00 PM
25446	Mohandeseen	Microsoft Access™ - Level I	16	1	Sunday	03-May-26	9:00:00 AM	5:00:00 PM	2	Monday	04-May-26	9:00:00 AM	5:00:00 PM
25432	Mohandeseen	Microsoft Word- Level II	16	1	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM	2	Thursday	14-May-26	9:00:00 AM	5:00:00 PM

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MAY 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25436	Alexandria	Microsoft Access™ - Level I	16	1	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM	2	Thursday	14-May-26	9:00:00 AM	5:00:00 PM
Data Analysis													
25453	Nasr City	Analyzing Data with Excel	24	1	Monday	11-May-26	9:00:00 AM	5:00:00 PM	3	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	12-May-26	9:00:00 AM	5:00:00 PM					
Digital Payment													
25460	Nasr City	Digital Transformation and FinTech Workshop	8	1	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM					

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25601	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					6/6/2026				
25756	VLS	تمويل المشروعات الاستثمارية – تحليل التدفقات النقدية	40	1	Saturday	6-Jun-26	9:00:00 AM	12:00:00 PM	11	Saturday	13-Jun-26	3:00:00 PM	4:00:00 PM
				2	Saturday	6-Jun-26	12:00:00 PM	3:00:00 PM	12	Sunday	14-Jun-26	6:00:00 PM	9:30:00 PM
				3	Saturday	6-Jun-26	3:00:00 PM	4:00:00 PM	13	Monday	15-Jun-26	6:00:00 PM	8:30:00 PM
				4	Sunday	7-Jun-26	6:00:00 PM	9:30:00 PM	14	Monday	15-Jun-26	8:30:00 PM	9:00:00 PM
				5	Tuesday	9-Jun-26	6:00:00 PM	8:30:00 PM	15	Wednesday	17-Jun-26	6:00:00 PM	8:30:00 PM
				6	Tuesday	9-Jun-26	8:30:00 PM	9:00:00 PM	16	Wednesday	17-Jun-26	8:30:00 PM	9:00:00 PM
				7	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM	17	Saturday	20-Jun-26	9:00:00 AM	12:00:00 PM
				8	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM	18	Saturday	20-Jun-26	12:00:00 PM	3:00:00 PM
				9	Saturday	13-Jun-26	9:00:00 AM	12:00:00 PM	19	Saturday	20-Jun-26	3:00:00 PM	4:00:00 PM
				10	Saturday	13-Jun-26	12:00:00 PM	3:00:00 PM					

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JUNE 2026 - Training Packages

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25763	VLS	Corporate Banking Masterclass	30	1	Saturday	6-Jun-26	9:00:00 AM	12:00:00 PM	9	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM
				2	Saturday	6-Jun-26	12:00:00 PM	3:00:00 PM	10	Saturday	13-Jun-26	9:00:00 AM	12:00:00 PM
				3	Saturday	6-Jun-26	3:00:00 PM	4:00:00 PM	11	Saturday	13-Jun-26	12:00:00 PM	3:00:00 PM
				4	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	12	Saturday	13-Jun-26	3:00:00 PM	4:00:00 PM
				5	Sunday	7-Jun-26	9:00:00 PM	9:30:00 PM	13	Sunday	14-Jun-26	6:00:00 PM	9:00:00 PM
				6	Tuesday	9-Jun-26	6:00:00 PM	8:30:00 PM	14	Sunday	14-Jun-26	9:00:00 PM	9:30:00 PM
				7	Tuesday	9-Jun-26	8:30:00 PM	9:00:00 PM	15	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				8	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM					
25643	Nasr City	Advanced Cash Flow & Projection Analysis	24	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	11-Jun-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM	6	Saturday	13-Jun-26	9:00:00 AM	5:00:00 PM
25721	VLS	Introduction to Factoring	8	1	Monday	11-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	13-May-26	6:00:00 PM	10:00:00 PM
				2	Monday	11-May-26	9:30:00 PM	10:00:00 PM					
Banking and Operation													
25670	Mohandeseen	Latest Fraud Trends in Electronic Payment	16	1	Monday	1-Jun-26	5:30:00 PM	9:30:00 PM	3	Wednesday	3-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	2-Jun-26	5:30:00 PM	9:30:00 PM	4	Thursday	4-Jun-26	5:30:00 PM	9:30:00 PM
25895	Nasr City	CITF - Certificate in International Trade Finance	60	**Starting Date:**					**6/6/2026**				

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25573	Nasr City	Certificate in International Trade Risk (CITR)	50	Starting Date:					6/6/2026				
25583	Nasr City	برنامج التجزئة المصرفية الدولي – مصرفي منتسب المستوى الاول	56	Starting Date:					6/6/2026				
25618	Nasr City	CSR – Corporate Social Responsibility Certificate	40	Starting Date:					6/6/2026				
25708	Nasr City	Certified International Retail Banker (CIRB) Level 2 The Associate International Retail Banker	64	Starting Date:					6/6/2026				
25709	Nasr City	Certified International Retail Banker (CIRB) Level 3: The Certified International Retail Banker	44	Starting Date:					6/6/2026				
26296	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
25910	Nasr City	Trade Finance and Financial Crime	16	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
25911	Nasr City	مقاصة الشيكات بالصورة والشيك الإلكتروني	15	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Saturday	13-Jun-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					

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JUNE 2026 - Training Packages

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25663	Mohandeseen	الاعراف والقواعد الدولية الموحده للاعتمادات المستندية	18	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	11-Jun-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25774	VLS	Cash Management	16	1	Sunday	7-Jun-26	5:30:00 PM	8:30:00 PM	5	Tuesday	9-Jun-26	5:30:00 PM	8:30:00 PM
				2	Sunday	7-Jun-26	8:30:00 PM	9:30:00 PM	6	Tuesday	9-Jun-26	8:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	8:30:00 PM	7	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				4	Monday	8-Jun-26	8:30:00 PM	9:30:00 PM	8	Wednesday	10-Jun-26	8:30:00 PM	9:30:00 PM
25790	VLS	How Digital Banking and Fintech is Changing Banking	8	1	Monday	8-Jun-26	6:00:00 PM	9:30:00 PM	3	Wednesday	10-Jun-26	9:30:00 PM	10:00:00 PM
				2	Monday	8-Jun-26	9:30:00 PM	10:00:00 PM	4	Wednesday	10-Jun-26	6:00:00 PM	9:30:00 PM
25569	Nasr City	Certificate for Documentary Credit Specialists - CDCS - شهادة أخصائي الاعتمادات المستندية	108	Starting Date:					6/12/2026				
25664	Mohandeseen	Products Design and Development	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					
Investment and Treasury													
25690	Mohandeseen	Financial Market – Basic	24	1	Saturday	6-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM					

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25795	VLS	All you need to know about Treasury Products NEW Impact Session	21	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	6	Sunday	14-Jun-26	6:00:00 PM	8:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	7	Sunday	14-Jun-26	8:00:00 PM	10:00:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	8	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM	9	Monday	6-Jul-26	6:00:00 PM	8:00:00 PM
				5	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM					
Accounting and Audit													
25799	VLS	الاطار العام لنظم الرقابة الداخلية	16	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	5	Wednesday	10-Jun-26	8:30:00 PM	9:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	6	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	7	Thursday	11-Jun-26	9:00:00 PM	10:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	8:30:00 PM					
26162	VLS	Certified Internal Auditor CIA-Part 2	80	**Starting Date:**					**13/6/2026**				
25702	Nasr City	Agile Auditing	16	1	Sunday	14-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	16-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	15-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	17-Jun-26	5:30:00 PM	9:30:00 PM
25700	Mohandeseen	تقييم انظمة الرقابة الداخلية وفق اطار COSO	20	1	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	25-Jun-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM					

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Legal													
25897	Nasr City	شهادة المحامي المصرفي	168	Starting Date:					6/6/2026				
25704	Mohandeseen	الجرائم المرتبطة بعمليات البنوك	12	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Thursday	11-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25707	Mohandeseen	الجوانب القانونية والفنية لعقد التأمين	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					
Compliance and Governance													
25727	VLS	العملات الافتراضية ومخاطر غسل الاموال وتمويل الارهاب المتعلقة بها	6	1	Monday	1-Jun-26	5:30:00 PM	8:00:00 PM	3	Wednesday	3-Jun-26	5:30:00 PM	8:00:00 PM
				2	Monday	1-Jun-26	8:00:00 PM	8:30:00 PM	4	Wednesday	3-Jun-26	8:00:00 PM	8:30:00 PM
25820	VLS	Fraud Detection, Prevention & Resolution NEW Impact Session	22	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	6	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	7	Sunday	14-Jun-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	8	Sunday	14-Jun-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM	9	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				5	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM	10	Sunday	5-Jul-26	6:00:00 PM	8:00:00 PM
25720	Mohandeseen	KYC & CDD Best Practices	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Risk Management													
25713	Mohandeseen	Market Risk Management and its significance to Basel II and III	24	1	Saturday	6-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM					
25714	Nasr City	نظره عامه على التطبيقات العملية لعملية التقييم الذاتي لكفاية رأس المال (ICAAP)	12	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Thursday	11-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25813	VLS	The Practitioner Guide to Basel II and III	18	1	Sunday	7-Jun-26	6:00:00 PM	8:30:00 PM	5	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM
				2	Sunday	7-Jun-26	8:30:00 PM	9:00:00 PM	6	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM
				3	Monday	8-Jun-26	6:00:00 PM	8:30:00 PM	7	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM
				4	Monday	8-Jun-26	8:30:00 PM	9:00:00 PM	8	Sunday	14-Jun-26	6:00:00 PM	9:00:00 PM
25818	VLS	Introduction to Operational Risk	14	1	Sunday	21-Jun-26	6:00:00 PM	9:00:00 PM	4	Tuesday	23-Jun-26	6:00:00 PM	9:00:00 PM
				2	Monday	22-Jun-26	6:00:00 PM	9:00:00 PM	5	Wednesday	24-Jun-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	23-Jun-26	9:00:00 PM	10:00:00 PM	6	Wednesday	24-Jun-26	9:00:00 PM	10:00:00 PM
Leadership Development													
25640	Mohandeseen	Change Matters	8	1	Monday	08-Jun-26	5:30:00 PM	9:30:00 PM	2	Tuesday	09-Jun-26	5:30:00 PM	9:30:00 PM
25650	Nasr City	Strategic Management and Planning	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
25653	Nasr City	Driving Strategic Transformation	16	1	Sunday	21-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM
25660	Nasr City	The Resilient Edge: Strategies for Sustainable Performance	8	1	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM					
Human Resources													
25599	Nasr City	Managing KPI and Elevating Balance Scorecard	24	1	Saturday	06-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	08-Jun-26	9:00:00 AM	5:00:00 PM
				2	Sunday	07-Jun-26	9:00:00 AM	5:00:00 PM					
25572	VLS	Performance Management	14	1	Sunday	14-Jun-26	6:00:00 PM	8:00:00 PM	4	Monday	15-Jun-26	8:00:00 PM	10:00:00 PM
				2	Sunday	14-Jun-26	8:00:00 PM	10:00:00 PM	5	Tuesday	16-Jun-26	6:00:00 PM	9:00:00 PM
				3	Monday	15-Jun-26	6:00:00 PM	8:00:00 PM	6	Wednesday	17-Jun-26	6:00:00 PM	9:00:00 PM
Skills for Success													
25623	Mohandeseen	مهارات العرض الفعالة	16	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM					
Sales, Marketing & Customer Care													
25606	Mohandeseen	Pathways to Service Excellence	8	1	Sunday	14-Jun-26	5:30:00 PM	9:30:00 PM	2	Monday	15-Jun-26	5:30:00 PM	9:30:00 PM
Small & Medium Enterprises													
27099	VLS	Certified SME Practitioner – Level 1 - IDL	221	**Starting Date:**					**20-Jun-26**				
25549	Mohandeseen	دور علامات الإنذار المبكر في التنبؤ بالأزمات للمشروعات الصغيرة والمتوسطة	20	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM

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JUNE 2026 - Training Packages

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Information Technology													
25440	Alexandria	Microsoft Excel - Level II	16	1	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM	2	Thursday	11-Jun-26	9:00:00 AM	5:00:00 PM
25444	Alexandria	Microsoft Excel® - Level III	16	1	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM	2	Thursday	11-Jun-26	9:00:00 AM	5:00:00 PM
25448	Mohandeseen	Microsoft Access - Level II	16	1	Sunday	14-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	15-Jun-26	9:00:00 AM	5:00:00 PM
25451	Alexandria	Microsoft PowerPoint ®	16	1	Sunday	14-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	15-Jun-26	9:00:00 AM	5:00:00 PM
25462	Mohandeseen	Big Data Analytics	40	1	Sunday	21-Jun-26	9:00:00 AM	5:00:00 PM	4	Wednesday	24-Jun-26	9:00:00 AM	5:00:00 PM
				2	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM	5	Thursday	25-Jun-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	23-Jun-26	9:00:00 AM	5:00:00 PM					
25466	Nasr City	Blockchain Advanced for Bankers	24	1	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM	3	Wednesday	24-Jun-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	23-Jun-26	9:00:00 AM	5:00:00 PM					
Data Analysis													
25455	Nasr City	Data Analysis using Power BI	32	1	Sunday	07-Jun-26	9:00:00 AM	5:00:00 PM	3	Tuesday	09-Jun-26	9:00:00 AM	5:00:00 PM
				2	Monday	08-Jun-26	9:00:00 AM	5:00:00 PM	4	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25591	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					03-Jan-26				
25899	Nasr City	Introduction to Project Finance	4	1	Sunday	1-Feb-26	5:30:00 PM	9:30:00 PM					
25584	BLND_eLearn-Virtual	Comprehensive Credit Certificate - Sprint	120	Starting Date:					2/7/2026				
25593	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					2/7/2026				
25603	Nasr City	Corporate Finance Credit Professional Certificate	309	Starting Date:					2/7/2026				
25607	BLND_eLearn-Virtual	Credit Analysis Certificate	250	Starting Date:					2/7/2026				
25635	Mohandeseen	اساليب التمويل المصرفى: دورة تحول/حماية الاصول والتدفق النقدى	42	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	5	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	10:00:00 PM	6	Sunday	15-Feb-26	5:30:00 PM	10:00:00 PM
				3	Tuesday	10-Feb-26	5:30:00 PM	10:00:00 PM	7	Monday	16-Feb-26	5:30:00 PM	10:00:00 PM
				4	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM	8	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
25762	VLS	Mastering Financial Statement Analysis	24	1	Saturday	7-Feb-26	9:00:00 AM	12:00:00 PM	6	Thursday	12-Feb-26	6:00:00 PM	10:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	7	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM
				3	Saturday	7-Feb-26	3:00:00 PM	4:00:00 PM	8	Saturday	14-Feb-26	12:00:00 PM	3:00:00 PM
				4	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	9	Saturday	14-Feb-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM					

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Credit and Finance													
25757	VLS	أسس الإئتمان المصرفي	30	1	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM	7	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM
				2	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM	8	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	14-Apr-26	6:00:00 PM	9:00:00 PM	9	Monday	20-Apr-26	6:00:00 PM	10:00:00 PM
				4	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM	10	Tuesday	21-Apr-26	5:00:00 PM	6:00:00 PM
				5	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM	11	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		6	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	12	Monday	11-May-26	6:00:00 PM	8:00:00 PM
25598	VLS	Corporate Finance Credit Professional Certificate	284	**Starting Date:**					**4/18/2026**				
25638	Nasr City	قواعد نظام تسجيل الائتمان بالبنك المركزي المصري	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25636	Mohandeseen	اعمال ادارة متابعة الائتمان	15	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	8:30:00 PM
25641	Nasr City	Securitization and Structured Finance	21	1	Sunday	19-Apr-26	5:30:00 PM	10:00:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	10:00:00 PM	5	Thursday	23-Apr-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					

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Credit and Finance													
25600	VLS	Corporate Finance Credit Professional Certificate	284	Starting Date:					5/2/2026				
25605	Nasr City	Corporate Finance Credit Professional Certificate	309	Starting Date:					5/2/2026				
25608	BLND_eLearn-Virtual	Credit Analysis Certificate	250	Starting Date:					5/2/2026				
25646	Mohandeseen	Financial Modeling	30	1	Saturday	2-May-26	9:00:00 AM	5:00:00 PM	4	Thursday	7-May-26	5:30:00 PM	8:30:00 PM
				2	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	5	Saturday	9-May-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM	6	Sunday	10-May-26	5:30:00 PM	8:30:00 PM
25754	VLS	التحليل المالي لأغراض التقييم والتمويل والاستثمار	25	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:30:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:30:00 PM					
25896	BLND_eLearn-Virtual	Comprehensive Credit Certificate - Sprint	120	Starting Date:					5/2/2026				
25900	Nasr City	Introduction to Project Finance	4	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM					
25648	Nasr City	Introduction to Financial Leasing	6	1	Sunday	10-May-26	5:30:00 PM	8:30:00 PM	2	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM

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Credit and Finance													
25761	VLS	Fundamentals of Financial Statement Analysis	24	1	Saturday	16-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	21-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	16-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	23-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	16-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	23-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	17-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	23-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	19-May-26	6:00:00 PM	9:00:00 PM					
25601	VLS	Corporate Finance Credit Professional Certificate	284	**Starting Date:**					**6/6/2026**				
25756	VLS	تمويل المشروعات الاستثمارية – تحليل التدفقات النقدية	40	1	Saturday	6-Jun-26	9:00:00 AM	12:00:00 PM	11	Saturday	13-Jun-26	3:00:00 PM	4:00:00 PM
				2	Saturday	6-Jun-26	12:00:00 PM	3:00:00 PM	12	Sunday	14-Jun-26	6:00:00 PM	9:30:00 PM
				3	Saturday	6-Jun-26	3:00:00 PM	4:00:00 PM	13	Monday	15-Jun-26	6:00:00 PM	8:30:00 PM
				4	Sunday	7-Jun-26	6:00:00 PM	9:30:00 PM	14	Monday	15-Jun-26	8:30:00 PM	9:00:00 PM
				5	Tuesday	9-Jun-26	6:00:00 PM	8:30:00 PM	15	Wednesday	17-Jun-26	6:00:00 PM	8:30:00 PM
				6	Tuesday	9-Jun-26	8:30:00 PM	9:00:00 PM	16	Wednesday	17-Jun-26	8:30:00 PM	9:00:00 PM
				7	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM	17	Saturday	20-Jun-26	9:00:00 AM	12:00:00 PM
				8	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM	18	Saturday	20-Jun-26	12:00:00 PM	3:00:00 PM
				9	Saturday	13-Jun-26	9:00:00 AM	12:00:00 PM	19	Saturday	20-Jun-26	3:00:00 PM	4:00:00 PM
				10	Saturday	13-Jun-26	12:00:00 PM	3:00:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Credit and Finance													
25763	VLS	Corporate Banking Masterclass	30	1	Saturday	6-Jun-26	9:00:00 AM	12:00:00 PM	9	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM
				2	Saturday	6-Jun-26	12:00:00 PM	3:00:00 PM	10	Saturday	13-Jun-26	9:00:00 AM	12:00:00 PM
				3	Saturday	6-Jun-26	3:00:00 PM	4:00:00 PM	11	Saturday	13-Jun-26	12:00:00 PM	3:00:00 PM
				4	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	12	Saturday	13-Jun-26	3:00:00 PM	4:00:00 PM
				5	Sunday	7-Jun-26	9:00:00 PM	9:30:00 PM	13	Sunday	14-Jun-26	6:00:00 PM	9:00:00 PM
				6	Tuesday	9-Jun-26	6:00:00 PM	8:30:00 PM	14	Sunday	14-Jun-26	9:00:00 PM	9:30:00 PM
				7	Tuesday	9-Jun-26	8:30:00 PM	9:00:00 PM	15	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				8	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM					
25643	Nasr City	Advanced Cash Flow & Projection Analysis	24	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	11-Jun-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM	6	Saturday	13-Jun-26	9:00:00 AM	5:00:00 PM
25721	VLS	Introduction to Factoring	8	1	Monday	11-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	13-May-26	6:00:00 PM	10:00:00 PM
				2	Monday	11-May-26	9:30:00 PM	10:00:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Banking and Operation													
26292	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	11-Jan-26	5:30:00 PM	9:30:00 PM	3	Tuesday	11-Jan-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-Jan-26	5:30:00 PM	9:30:00 PM	4	Wednesday	11-Jan-26	5:30:00 PM	9:30:00 PM
25784	VLS	Cards Operations and Settlement – Introductory	16	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	5	Wednesday	4-Feb-26	8:30:00 PM	9:00:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	9:00:00 PM	6	Thursday	5-Feb-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	3-Feb-26	6:00:00 PM	9:00:00 PM	7	Thursday	5-Feb-26	9:00:00 PM	10:00:00 PM
				4	Wednesday	4-Feb-26	6:00:00 PM	8:30:00 PM					
25578	Nasr City	Certificate In Supply Chain Finance - CSCF	75	**Starting Date:**					**2/7/2026**				
25612	BLND_eLearn-Virtual	Foundation Program	64	**Starting Date:**					**2/7/2026**				
26293	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Monday	9-Feb-26	5:30:00 PM	9:30:00 PM	4	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
25665	Mohandeseen	Banking Systems and Operations Framework	36	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	5	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	6	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM	7	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
				4	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM					
25667	Mohandeseen	فحص المستندات المقدمة على قوة الاعتمادات المستندية – حالات عملية	25	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	3	Wednesday	11-Feb-26	5:30:00 PM	10:00:00 PM
				2	Monday	9-Feb-26	5:30:00 PM	10:00:00 PM	4	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM
25686	Nasr City	Risk Management Framework in International Trade Finance	25	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	4	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	10:00:00 PM	5	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
				3	Monday	9-Feb-26	5:30:00 PM	10:00:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Banking and Operation													
25681	Mohandeseen	التعرف على هوية المستفيد الحقيقي للمؤسسات المالية	10	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Thursday	12-Feb-26	5:30:00 PM	8:30:00 PM
				2	Tuesday	10-Feb-26	5:30:00 PM	8:30:00 PM					
25575	Nasr City	Certificate in International Trade Risk (CITR)	50	**Starting Date:**					**4/4/2026**				
25579	Nasr City	Certified International Retail Banker (CIRB) Level 1: The Affiliate International Retail Banker	56	**Starting Date:**					**4/4/2026**				
25909	VLS	CSR – Corporate Social Responsibility Certificate	40	**Starting Date:**					**4/4/2026**				
25764	VLS	خطابات الضمان المحلية والخارجية والاعتماد الضامن	24	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Wednesday	8-Apr-26	6:00:00 PM	10:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				3	Saturday	4-Apr-26	3:00:00 PM	4:00:00 PM	8	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				4	Monday	6-Apr-26	6:00:00 PM	9:00:00 PM	9	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				5	Tuesday	7-Apr-26	6:00:00 PM	9:00:00 PM					
26291	Nasr City	حماية حقوق العملاء – متقدم	16	1	Sunday	5-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	7-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM
25776	VLS	حماية حقوق العملاء	6	1	Monday	6-Apr-26	6:00:00 PM	8:30:00 PM	3	Wednesday	8-Apr-26	6:00:00 PM	8:00:00 PM
				2	Monday	6-Apr-26	8:30:00 PM	9:00:00 PM	4	Wednesday	8-Apr-26	8:00:00 PM	9:00:00 PM
25792	VLS	الاستدامة والتمويل المستدام	6	1	Monday	6-Apr-26	6:00:00 PM	8:30:00 PM	3	Tuesday	7-Apr-26	8:30:00 PM	9:00:00 PM
				2	Monday	6-Apr-26	8:30:00 PM	9:00:00 PM					

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Banking and Operation													
25568	Nasr City	Certificate for Documentary Credit Specialists - CDCS شهادة أخصائي الاعتمادات المستندية -	108	Starting Date:					4/10/2026				
25571	Nasr City	Certificate for Specialists in Demand Guarantees (CSDG)	105	Starting Date:					4/10/2026				
25576	Nasr City	CITF - Certificate in International Trade Finance	60	Starting Date:					4/11/2026				
25616	Nasr City	Retail Credit Certificate	100	Starting Date:					4/11/2026				
26294	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
25671	Mohandeseen	Climate Finance Acceleration Intensive Program	18	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	8:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	5	Thursday	23-Apr-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					
25673	Nasr City	Global Trade Compliance Indicators	12	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	23-Apr-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM					
25767	VLS	تنمية المهارات الفنية للصراف المباشر	16	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	8	Thursday	23-Apr-26	6:00:00 PM	10:00:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Banking and Operation													
25791	VLS	ESG & Risk Management for Banks	22	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Monday	27-Apr-26	6:00:00 PM	9:30:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Monday	27-Apr-26	9:30:00 PM	10:00:00 PM
				6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
25615	BLND_eLearn-Virtual	Foundation Program	64	**Starting Date:**					**5/2/2026**				
25793	VLS	الكشف عن التزييف والتزوير	28	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Sunday	10-May-26	6:00:00 PM	9:30:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Sunday	10-May-26	9:30:00 PM	10:00:00 PM
				6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM					
25766	VLS	الاطار العام لنظم العمليات المصرفية محاضرة لمتابعة الأثر التدريبي جديد	36	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	8	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	9	Sunday	10-May-26	6:00:00 PM	9:00:00 PM
				3	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM
				4	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Saturday	16-May-26	9:00:00 AM	12:00:00 PM
				5	Thursday	7-May-26	6:00:00 PM	9:00:00 PM	12	Saturday	16-May-26	12:00:00 PM	3:00:00 PM
				6	Saturday	9-May-26	9:00:00 AM	12:00:00 PM	13	Sunday	7-Jun-26	6:00:00 PM	8:00:00 PM
				7	Saturday	9-May-26	12:00:00 PM	3:00:00 PM					

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Banking and Operation													
25672	Mohandeseen	Quality Management for Banking Operations	12	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	3	Thursday	7-May-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM					
25682	Nasr City	Navigating Digital Banking, E-Payments, and Fraud Challenges	16	1	Sunday	3-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	5-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	4-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	6-May-26	5:30:00 PM	9:30:00 PM
25785	VLS	Cards Operations and Settlement – Advanced	8	1	Monday	4-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	6-May-26	6:00:00 PM	9:30:00 PM
				2	Monday	4-May-26	9:30:00 PM	10:00:00 PM	4	Wednesday	6-May-26	9:30:00 PM	10:00:00 PM
25580	Nasr City	Certified International Retail Banker (CIRB) Level 2 The Associate International Retail Banker	64	**Starting Date:**					**5/8/2026**				
25765	VLS	عمليات تمويل التجارة	25	1	Saturday	9-May-26	9:00:00 AM	12:00:00 PM	6	Saturday	16-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	9-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	16-May-26	12:00:00 PM	3:00:00 PM
				3	Sunday	10-May-26	6:00:00 PM	9:00:00 PM	8	Saturday	16-May-26	3:00:00 PM	5:00:00 PM
				4	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM	9	Sunday	7-Jun-26	6:00:00 PM	8:00:00 PM
				5	Thursday	14-May-26	6:00:00 PM	9:00:00 PM					
26295	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
25685	Nasr City	Carbon Border Adjustment Mechanism (CBAM)	16	1	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
25669	Nasr City	الشمول المالى	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM

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Banking and Operation													
25668	Mohandeseen	Trade Finance – Case Studies	8	1	Monday	18-May-26	5:30:00 PM	9:30:00 PM	2	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25670	Mohandeseen	Latest Fraud Trends in Electronic Payment	16	1	Monday	1-Jun-26	5:30:00 PM	9:30:00 PM	3	Wednesday	3-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	2-Jun-26	5:30:00 PM	9:30:00 PM	4	Thursday	4-Jun-26	5:30:00 PM	9:30:00 PM
25895	Nasr City	CITF - Certificate in International Trade Finance	60	**Starting Date:**					**6/6/2026**				
25573	Nasr City	Certificate in International Trade Risk (CITR)	50	**Starting Date:**					**6/6/2026**				
25583	Nasr City	برنامج التجزئة المصرفية الدولي – مصرفي منتسب المستوى الاول	56	**Starting Date:**					**6/6/2026**				
25618	Nasr City	CSR – Corporate Social Responsibility Certificate	40	**Starting Date:**					**6/6/2026**				
25708	Nasr City	Certified International Retail Banker (CIRB) Level 2 The Associate International Retail Banker	64	**Starting Date:**					**6/6/2026**				
25709	Nasr City	Certified International Retail Banker (CIRB) Level 3: The Certified International Retail Banker	44	**Starting Date:**					**6/6/2026**				
25910	Nasr City	Trade Finance and Financial Crime	16	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM

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Banking and Operation													
25911	Nasr City	مقاصة الشيكات بالصورة والشيك الإلكتروني	15	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Saturday	13-Jun-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25663	Mohandeseen	الاعراف والقواعد الدولية الموحده للاعتمادات المستندية	18	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	11-Jun-26	5:30:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
26296	Nasr City	ESRM & ESMS Training for Banks	16	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
25774	VLS	Cash Management	16	1	Sunday	7-Jun-26	5:30:00 PM	8:30:00 PM	5	Tuesday	9-Jun-26	5:30:00 PM	8:30:00 PM
				2	Sunday	7-Jun-26	8:30:00 PM	9:30:00 PM	6	Tuesday	9-Jun-26	8:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	8:30:00 PM	7	Wednesday	10-Jun-26	5:30:00 PM	8:30:00 PM
				4	Monday	8-Jun-26	8:30:00 PM	9:30:00 PM	8	Wednesday	10-Jun-26	8:30:00 PM	9:30:00 PM
25790	VLS	How Digital Banking and Fintech is Changing Banking	8	1	Monday	8-Jun-26	6:00:00 PM	9:30:00 PM	3	Wednesday	10-Jun-26	9:30:00 PM	10:00:00 PM
				2	Monday	8-Jun-26	9:30:00 PM	10:00:00 PM	4	Wednesday	10-Jun-26	6:00:00 PM	9:30:00 PM
25569	Nasr City	Certificate for Documentary Credit Specialists - CDCS - شهادة أخصائي الاعتمادات المستندية	108	**Starting Date:**					**6/12/2026**				
25664	Mohandeseen	Products Design and Development	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Investment and Treasury													
25584	Nasr City	ACI Dealing preparation course	48	Starting Date:					31-Jan-26				
25794	VLS	الاستثمار فى الاوراق المالية محاضرة لمتابعة الأثر التدريبي جديد	15	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	4	Wednesday	4-Feb-26	6:00:00 PM	8:30:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	8:30:00 PM	5	Thursday	5-Feb-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	3-Feb-26	6:00:00 PM	8:30:00 PM	6	Sunday	1-Mar-26	8:00:00 PM	10:00:00 PM
25688	Mohandeseen	Measuring & Evaluating Banks Performance	20	1	Saturday	14-Feb-26	9:00:00 AM	5:00:00 PM	3	Monday	16-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM	4	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
25796	VLS	Managing Asset & Liability – Advanced	25	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Wednesday	8-Apr-26	6:00:00 PM	10:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				3	Saturday	4-Apr-26	3:00:00 PM	4:00:00 PM	8	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				4	Monday	6-Apr-26	6:00:00 PM	9:30:00 PM	9	Saturday	11-Apr-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	7-Apr-26	6:00:00 PM	9:30:00 PM					
25586	Nasr City	ACI Operations Preparation Course	48	Starting Date:					4/10/2026				
25687	Mohandeseen	ادارة محافظ الأوراق المالية وصناديق الاستثمار	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25691	Nasr City	Fund Transfer Pricing (FTP)	16	1	Sunday	26-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	28-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	27-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	29-Apr-26	5:30:00 PM	9:30:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Investment and Treasury													
25585	Nasr City	ACI Dealing preparation course	48	Starting Date:					5/8/2026				
26160	Mohandeseen	Fixed Income	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25722	VLS	Familiarize Yourself with Treasury	8	1	Monday	18-May-26	9:00:00 PM	9:30:00 PM	4	Wednesday	20-May-26	9:00:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	7:30:00 PM	5	Wednesday	20-May-26	5:30:00 PM	7:30:00 PM
				3	Monday	18-May-26	7:30:00 PM	9:00:00 PM	6	Wednesday	20-May-26	7:30:00 PM	9:00:00 PM
25690	Mohandeseen	Financial Market – Basic	24	1	Saturday	6-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM					
25795	VLS	All you need to know about Treasury Products NEW Impact Session	21	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	6	Sunday	14-Jun-26	6:00:00 PM	8:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	7	Sunday	14-Jun-26	8:00:00 PM	10:00:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	8	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM	9	Monday	6-Jul-26	6:00:00 PM	8:00:00 PM
				5	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM					

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Accounting and Audit													
25693	Mohandeseen	التفتيش على مسئولي الالتزام	20	1	Saturday	24-Jan-26	9:00:00 AM	5:00:00 PM	3	Wednesday	28-Jan-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	27-Jan-26	5:30:00 PM	9:30:00 PM	4	Thursday	29-Jan-26	5:30:00 PM	9:30:00 PM
25797	VLS	الاتجاهات الحديثة في المراجعة الداخلية من منظور المخاطر المصرفية	32	1	Saturday	7-Feb-26	9:00:00 PM	12:00:00 PM	8	Sunday	15-Feb-26	6:00:00 PM	9:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	9	Sunday	15-Feb-26	8:30:00 PM	9:00:00 PM
				3	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	10	Monday	16-Feb-26	6:00:00 PM	8:00:00 PM
				4	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM	11	Tuesday	17-Feb-26	5:00:00 PM	6:00:00 PM
				5	Thursday	12-Feb-26	6:00:00 PM	9:00:00 PM	12	Tuesday	17-Feb-26	6:00:00 PM	9:00:00 PM
				6	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM	13	Monday	9-Mar-26	6:00:00 PM	8:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		7	Saturday	14-Feb-26	12:00:00 PM	3:00:00 PM					
25587	VLS	Certified Management Accountant - Part 1	111	**Starting Date:**					**2/7/2026**				
25703	Mohandeseen	البيئة الرقابية الفعالة في البنوك من خلال تطبيق الاطار الرقابي GRC	12	1	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	3	Thursday	12-Feb-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM					
25589	VLS	Certified Internal Auditor - Part 1 Qualification Program	60	**Starting Date:**					**4/4/2026**				
25699	Mohandeseen	IFRS Requirements for Disclosure of Sustainability S1 & S2	12	1	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	3	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	7-Apr-26	5:30:00 PM	9:30:00 PM					

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Accounting and Audit													
25800	VLS	Fundamentals of Risk Based Audit	30	1	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM	8	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM	9	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM
				3	Saturday	11-Apr-26	3:00:00 PM	4:00:00 PM	10	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM
				4	Tuesday	14-Apr-26	6:00:00 PM	8:30:00 PM	11	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM
				5	Tuesday	14-Apr-26	8:30:00 PM	9:00:00 PM	12	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM
				6	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM	13	Monday	20-Apr-26	6:00:00 PM	10:00:00 PM
				7	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM					
26161	VLS	Certified Internal Auditor - Part 1 Qualification Program	60	**Starting Date:**					**4/11/2026**				
25798	VLS	Internal Control System	16	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	5	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM	6	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	7	Sunday	17-May-26	6:00:00 PM	8:00:00 PM
		NEW Impact Session		4	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM					
25692	Mohandeseen	اوراق عمل المدقق الداخلى	25	1	Saturday	9-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	10-May-26	5:30:00 PM	10:00:00 PM	5	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	10:00:00 PM					
25694	Mohandeseen	الضوابط الرقابية ومخاطر تكنولوجيا المعلومات الأساسية للمدققين الداخليين و الرقابة الداخلية	24	1	Saturday	16-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	5	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	18-May-26	5:30:00 PM	9:30:00 PM					

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Accounting and Audit													
25701	Mohandeseen	The New Global Internal Audit Standards and new QAIP	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25799	VLS	الاطار العام لنظم الرقابة الداخلية	16	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	5	Wednesday	10-Jun-26	8:30:00 PM	9:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	6	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	7	Thursday	11-Jun-26	9:00:00 PM	10:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	8:30:00 PM					
26162	VLS	Certified Internal Auditor CIA-Part 2	80	**Starting Date:**					**13/6/2026**				
25702	Nasr City	Agile Auditing	16	1	Sunday	14-Jun-26	5:30:00 PM	9:30:00 PM	3	Tuesday	16-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	15-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	17-Jun-26	5:30:00 PM	9:30:00 PM
25700	Mohandeseen	تقييم انظمة الرقابة الداخلية وفق اطار COSO	20	1	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	4	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				2	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM	5	Thursday	25-Jun-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM					

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Legal													
25622	Nasr City	شهادة المحامي المصرفي	168	Starting Date:					2/7/2026				
25806	VLS	قانون البنك المركزي والجهاز المصرفي والنقد الصادر بالقانون ١٩٤ لسنة ٢٠٢٠	24	1	Saturday	7-Feb-26	9:00:00 AM	12:00:00 PM	6	Saturday	14-Feb-26	9:00:00 AM	12:00:00 PM
				2	Saturday	7-Feb-26	12:00:00 PM	3:00:00 PM	7	Saturday	14-Feb-26	12:00:00 PM	2:00:00 PM
				3	Sunday	8-Feb-26	6:00:00 PM	9:00:00 PM	8	Saturday	14-Feb-26	3:00:00 PM	5:00:00 PM
				4	Tuesday	10-Feb-26	6:00:00 PM	9:00:00 PM	9	Sunday	8-Mar-26	6:00:00 PM	8:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		5	Thursday	12-Feb-26	6:00:00 PM	9:00:00 PM					
25706	Mohandeseen	الجوانب القانونية الخاصة بالتأجير التمويلي	6	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM
25801	VLS	مقدمة عن احكام الشيك	8	1	Monday	20-Apr-26	6:00:00 PM	9:30:00 PM	3	Wednesday	22-Apr-26	6:00:00 PM	10:00:00 PM
				2	Monday	20-Apr-26	9:30:00 PM	10:00:00 PM					
25624	Mohandeseen	شهادة المحامي المصرفي	168	Starting Date:					5/2/2026				
25805	VLS	الجوانب القانونية للعمليات المصرفية	24	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM					

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Legal													
25897	**Nasr City**	شهادة المحامي المصرفي	**168**	**Starting Date:**					**6/6/2026**				
25704	**Mohandeseen**	الجرائم المرتبطة بعمليات البنوك	**12**	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Thursday	11-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25707	**Mohandeseen**	الجوانب القانونية والفنية لعقد التأمين	**24**	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					

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Compliance and Governance													
25824	VLS	Compliance Policies and Procedures in Practice	8	1	Monday	2-Feb-26	6:00:00 PM	9:30:00 PM	3	Tuesday	3-Feb-26	6:00:00 PM	9:30:00 PM
				2	Monday	2-Feb-26	9:30:00 PM	10:00:00 PM	4	Tuesday	3-Feb-26	9:30:00 PM	10:00:00 PM
25716	Nasr City	مكافحة غسل الأموال – تعريفى	8	1	Sunday	15-Feb-26	5:30:00 PM	9:30:00 PM	2	Tuesday	17-Feb-26	5:30:00 PM	9:30:00 PM
25823	VLS	Digital Banking, Payments & Financial Crime	32	1	Saturday	4-Apr-26	9:00:00 AM	12:00:00 PM	6	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	4-Apr-26	12:00:00 PM	3:00:00 PM	7	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				3	Monday	6-Apr-26	6:00:00 PM	9:00:00 PM	8	Tuesday	14-Apr-26	6:00:00 PM	9:00:00 PM
				4	Tuesday	7-Apr-26	6:00:00 PM	9:00:00 PM	9	Wednesday	15-Apr-26	6:00:00 PM	9:00:00 PM
		NEW Impact Session		5	Wednesday	8-Apr-26	6:00:00 PM	9:00:00 PM	10	Thursday	16-Apr-26	6:00:00 PM	9:00:00 PM
25825	VLS	Converting Compliance Policies and Procedures into Management Actions	8	1	Monday	6-Apr-26	6:00:00 PM	9:30:00 PM	3	Tuesday	7-Apr-26	6:00:00 PM	10:00:00 PM
				2	Monday	6-Apr-26	9:30:00 PM	10:00:00 PM	4	Wednesday	6-May-26	6:00:00 PM	8:00:00 PM
25718	Mohandeseen	مكافحة غسل الأموال – متقدم	8	1	Monday	6-Apr-26	5:30:00 PM	9:30:00 PM	2	Wednesday	8-Apr-26	5:30:00 PM	9:30:00 PM

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Compliance and Governance													
25831	VLS	Corporate Governance – What really matters?	22	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Monday	27-Apr-26	6:00:00 PM	10:00:00 PM
				6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
25826	VLS	Compliance, Risk and Controls	29	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	10	Sunday	10-May-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	11	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM
				6	Thursday	7-May-26	6:00:00 PM	9:00:00 PM					
25822	VLS	Preventing, Detecting & Investigating Financial Crime – A Practical Approach	22	1	Sunday	10-May-26	6:00:00 PM	9:00:00 PM	6	Thursday	14-May-26	8:30:00 PM	9:00:00 PM
				2	Monday	11-May-26	6:00:00 PM	9:00:00 PM	7	Sunday	17-May-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	12-May-26	6:00:00 PM	9:00:00 PM	8	Sunday	17-May-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	13-May-26	6:00:00 PM	9:00:00 PM	9	Monday	18-May-26	6:00:00 PM	9:00:00 PM
				5	Thursday	14-May-26	6:00:00 PM	8:30:00 PM	10	Monday	18-May-26	9:00:00 PM	10:00:00 PM
25829	VLS	مبادئ حوكمة البنوك	12	1	Sunday	17-May-26	6:00:00 PM	8:30:00 PM	4	Tuesday	19-May-26	6:00:00 PM	8:30:00 PM
				2	Sunday	17-May-26	8:30:00 PM	9:00:00 PM	5	Tuesday	19-May-26	8:30:00 PM	9:00:00 PM
				3	Monday	18-May-26	6:00:00 PM	9:00:00 PM	6	Wednesday	20-May-26	6:00:00 PM	9:00:00 PM

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Compliance and Governance													
25719	Mohandeseen	الاطار العام لمكافحة غسل الأموال وتمويل الإرهاب	16	1	Sunday	17-May-26	5:30:00 PM	9:30:00 PM	3	Tuesday	19-May-26	5:30:00 PM	9:30:00 PM
				2	Monday	18-May-26	5:30:00 PM	9:30:00 PM	4	Wednesday	20-May-26	5:30:00 PM	9:30:00 PM
25727	VLS	العملات الافتراضية ومخاطر غسل الاموال وتمويل الارهاب المتعلقة بها	6	1	Monday	1-Jun-26	5:30:00 PM	8:00:00 PM	3	Wednesday	3-Jun-26	5:30:00 PM	8:00:00 PM
				2	Monday	1-Jun-26	8:00:00 PM	8:30:00 PM	4	Wednesday	3-Jun-26	8:00:00 PM	8:30:00 PM
25820	VLS	Fraud Detection, Prevention & Resolution NEW Impact Session	22	1	Sunday	7-Jun-26	6:00:00 PM	9:00:00 PM	6	Thursday	11-Jun-26	8:30:00 PM	9:00:00 PM
				2	Monday	8-Jun-26	6:00:00 PM	9:00:00 PM	7	Sunday	14-Jun-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM	8	Sunday	14-Jun-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM	9	Monday	15-Jun-26	6:00:00 PM	9:00:00 PM
				5	Thursday	11-Jun-26	6:00:00 PM	8:30:00 PM	10	Sunday	5-Jul-26	6:00:00 PM	8:00:00 PM
25720	Mohandeseen	KYC & CDD Best Practices	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Risk Management													
25814	VLS	Retail Credit Risk Analysis & Scoring	22	1	Sunday	1-Feb-26	6:00:00 PM	9:00:00 PM	6	Thursday	5-Feb-26	8:30:00 PM	9:00:00 PM
				2	Monday	2-Feb-26	6:00:00 PM	9:00:00 PM	7	Sunday	8-Feb-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	3-Feb-26	6:00:00 PM	9:00:00 PM	8	Sunday	8-Feb-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	4-Feb-26	6:00:00 PM	9:00:00 PM	9	Monday	9-Feb-26	6:00:00 PM	9:00:00 PM
				5	Thursday	5-Feb-26	6:00:00 PM	8:30:00 PM	10	Monday	9-Feb-26	9:00:00 PM	10:00:00 PM
25711	Mohandeseen	أسس إدارة المخاطر الائتمانية وتقييم الجدارة	24	1	Saturday	7-Feb-26	9:00:00 AM	5:00:00 PM	4	Tuesday	10-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	8-Feb-26	5:30:00 PM	9:30:00 PM	5	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM
				3	Monday	9-Feb-26	5:30:00 PM	9:30:00 PM					
25715	Nasr City	Introduction to Third Party Risk Management	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
25808	VLS	أساليب قياس وادارة المخاطر	21	1	Sunday	19-Apr-26	6:00:00 PM	8:30:00 PM	7	Wednesday	22-Apr-26	6:00:00 PM	8:30:00 PM
				2	Sunday	19-Apr-26	8:30:00 PM	9:00:00 PM	8	Wednesday	22-Apr-26	8:30:00 PM	9:00:00 PM
				3	Monday	20-Apr-26	6:00:00 PM	8:30:00 PM	9	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM
				4	Monday	20-Apr-26	8:30:00 PM	9:00:00 PM	10	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				5	Tuesday	21-Apr-26	6:00:00 PM	8:30:00 PM	11	Sunday	17-May-26	6:00:00 PM	8:00:00 PM
		محاضرة لمتابعة الأثر التدريبي جديد		6	Tuesday	21-Apr-26	8:30:00 PM	9:00:00 PM					
25811	VLS	Enterprise Risk Management	20	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	5	Sunday	26-Apr-26	6:00:00 PM	9:00:00 PM
				2	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	6	Tuesday	28-Apr-26	6:00:00 PM	9:00:00 PM
				3	Thursday	23-Apr-26	6:00:00 PM	9:00:00 PM	7	Thursday	30-Apr-26	6:00:00 PM	9:00:00 PM
				4	Thursday	23-Apr-26	9:00:00 PM	10:00:00 PM	8	Thursday	30-Apr-26	9:00:00 PM	10:00:00 PM

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Risk Management													
25819	VLS	Implementing Operational Risk	22	1	Sunday	19-Apr-26	6:00:00 PM	9:00:00 PM	6	Thursday	23-Apr-26	6:00:00 PM	8:30:00 PM
				2	Monday	20-Apr-26	6:00:00 PM	9:00:00 PM	7	Sunday	26-Apr-26	6:00:00 PM	8:30:00 PM
				3	Tuesday	21-Apr-26	6:00:00 PM	9:00:00 PM	8	Sunday	26-Apr-26	8:30:00 PM	9:00:00 PM
				4	Wednesday	22-Apr-26	6:00:00 PM	9:00:00 PM	9	Monday	27-Apr-26	9:00:00 PM	10:00:00 PM
				5	Thursday	23-Apr-26	8:30:00 PM	9:00:00 PM	10	Monday	27-Apr-26	6:00:00 PM	9:00:00 PM
25812	VLS	Risk Management framework	24	1	Saturday	2-May-26	9:00:00 AM	12:00:00 PM	6	Thursday	7-May-26	6:00:00 PM	10:00:00 PM
				2	Saturday	2-May-26	12:00:00 PM	3:00:00 PM	7	Saturday	9-May-26	9:00:00 AM	12:00:00 PM
				3	Saturday	2-May-26	3:00:00 PM	4:00:00 PM	8	Saturday	9-May-26	12:00:00 PM	3:00:00 PM
				4	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	9	Saturday	9-May-26	3:00:00 PM	4:00:00 PM
				5	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM					
25816	VLS	Introduction to Credit Risk	14	1	Sunday	3-May-26	6:00:00 PM	9:00:00 PM	4	Tuesday	5-May-26	9:00:00 PM	10:00:00 PM
				2	Monday	4-May-26	6:00:00 PM	9:00:00 PM	5	Wednesday	6-May-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	5-May-26	6:00:00 PM	9:00:00 PM	6	Wednesday	6-May-26	9:00:00 PM	10:00:00 PM
25736	Mohandeseen	The Practitioner Guide to Basel II, III, and the road to Basel IV	10	1	Sunday	10-May-26	5:30:00 PM	9:00:00 PM	3	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM
				2	Monday	11-May-26	5:30:00 PM	8:30:00 PM	4	Wednesday	13-May-26	5:30:00 PM	6:00:00 PM
25810	VLS	نظرة عامة على إدارة المخاطر التشغيلية	8	1	Monday	11-May-26	6:00:00 PM	9:30:00 PM	3	Wednesday	13-May-26	6:00:00 PM	10:00:00 PM
				2	Monday	11-May-26	9:30:00 PM	10:00:00 PM					

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EBI TRAINING OFFERINGS

From January to June 2026

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
26163	VLS	Credit Risk Management to Drive Business Growth - Analysis Cases NEW Impact Session	43	1	Saturday	16-May-26	9:00:00 AM	11:30:00 AM	11	Thursday	21-May-26	5:30:00 PM	7:30:00 PM
				2	Saturday	16-May-26	11:30:00 AM	2:00:00 PM	12	Thursday	21-May-26	7:30:00 PM	9:30:00 PM
				3	Sunday	17-May-26	5:30:00 PM	7:30:00 PM	13	Sunday	24-May-26	5:30:00 PM	7:30:00 PM
				4	Sunday	17-May-26	7:30:00 PM	9:30:00 PM	14	Sunday	24-May-26	7:30:00 PM	9:30:00 PM
				5	Monday	18-May-26	5:30:00 PM	7:30:00 PM	15	Monday	25-May-26	5:30:00 PM	7:30:00 PM
				6	Monday	18-May-26	7:30:00 PM	9:30:00 PM	16	Monday	25-May-26	7:30:00 PM	9:30:00 PM
				7	Tuesday	19-May-26	5:30:00 PM	7:30:00 PM	17	Tuesday	26-May-26	5:30:00 PM	8:30:00 PM
				8	Tuesday	19-May-26	7:30:00 PM	9:30:00 PM	18	Wednesday	27-May-26	5:00:00 PM	6:00:00 PM
				9	Wednesday	20-May-26	5:30:00 PM	7:30:00 PM	19	Wednesday	27-May-26	6:00:00 PM	10:00:00 PM
				10	Wednesday	20-May-26	7:30:00 PM	9:30:00 PM	20	Tuesday	16-Jun-26	6:00:00 PM	8:00:00 PM
25713	Mohandeseen	Market Risk Management and its significance to Basel II and III	24	1	Saturday	6-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	10-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	8-Jun-26	5:30:00 PM	9:30:00 PM					
25714	Nasr City	نظره عامه على التطبيقات العملية لعملية التقييم الذاتي لكفاية رأس المال (ICAAP)	12	1	Sunday	7-Jun-26	5:30:00 PM	9:30:00 PM	3	Thursday	11-Jun-26	5:30:00 PM	9:30:00 PM
				2	Tuesday	9-Jun-26	5:30:00 PM	9:30:00 PM					
25813	VLS	The Practitioner Guide to Basel II and III	18	1	Sunday	7-Jun-26	6:00:00 PM	8:30:00 PM	5	Tuesday	9-Jun-26	6:00:00 PM	9:00:00 PM
				2	Sunday	7-Jun-26	8:30:00 PM	9:00:00 PM	6	Wednesday	10-Jun-26	6:00:00 PM	9:00:00 PM
				3	Monday	8-Jun-26	6:00:00 PM	8:30:00 PM	7	Thursday	11-Jun-26	6:00:00 PM	9:00:00 PM
				4	Monday	8-Jun-26	8:30:00 PM	9:00:00 PM	8	Sunday	14-Jun-26	6:00:00 PM	9:00:00 PM
25818	VLS	Introduction to Operational Risk	14	1	Sunday	21-Jun-26	6:00:00 PM	9:00:00 PM	4	Tuesday	23-Jun-26	6:00:00 PM	9:00:00 PM
				2	Monday	22-Jun-26	6:00:00 PM	9:00:00 PM	5	Wednesday	24-Jun-26	6:00:00 PM	9:00:00 PM
				3	Tuesday	23-Jun-26	9:00:00 PM	10:00:00 PM	6	Wednesday	24-Jun-26	9:00:00 PM	10:00:00 PM

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EBI TRAINING OFFERINGS

From January to June 2026

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Leadership Development													
25651	Mohandeseen	الإدارة الإستراتيجية والتخطيط	24	1	Saturday	03-Jan-26	9:00:00 AM	5:00:00 PM	4	Tuesday	06-Jan-26	5:30:00 PM	9:30:00 PM
				2	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	5	Thursday	08-Jan-26	5:30:00 PM	9:30:00 PM
				3	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM					
25642	Mohandeseen	التعامل مع التغيير	8	1	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM
25632	VLS	Managing People	14	1	Sunday	04-Jan-26	6:00:00 PM	8:00:00 PM	4	Monday	05-Jan-26	8:00:00 PM	10:00:00 PM
				2	Sunday	04-Jan-26	8:00:00 PM	10:00:00 PM	5	Tuesday	06-Jan-26	5:00:00 PM	8:00:00 PM
				3	Monday	05-Jan-26	5:00:00 PM	8:00:00 PM	6	Tuesday	06-Jan-26	8:00:00 PM	10:00:00 PM
25652	Nasr City	Contemporary Management - Leading in the Modern Business Era	24	1	Saturday	10-Jan-26	9:00:00 AM	5:00:00 PM	3	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM
				2	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM					
25659	Nasr City	AI-Enhanced Leadership & Decision-Making in Banking	12	1	Sunday	18-Jan-26	10:00:00 AM	4:00:00 PM	2	Monday	19-Jan-26	10:00:00 AM	4:00:00 PM
25654	Nasr City	The Transformational Manager	16	1	Saturday	07-Feb-26	9:00:00 AM	5:00:00 PM	2	Sunday	08-Feb-26	9:00:00 AM	5:00:00 PM
25644	Mohandeseen	Creative Problem Solving and Decision Making	8	1	Sunday	08-Feb-26	5:30:00 PM	9:30:00 PM	2	Monday	09-Feb-26	5:30:00 PM	9:30:00 PM
25633	VLS	Creative Problem Solving and Decision Making	7	1	Sunday	08-Feb-26	6:00:00 PM	9:00:00 PM	3	Monday	09-Feb-26	6:00:00 PM	9:00:00 PM
				2	Sunday	08-Feb-26	9:00:00 PM	9:30:00 PM	4	Monday	09-Feb-26	9:00:00 PM	9:30:00 PM

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Leadership Development													
25634	VLS	Leadership Effectiveness	22	1	Saturday	28-Mar-26	9:00:00 AM	12:00:00 PM	6	Monday	30-Mar-26	5:00:00 PM	7:30:00 PM
				2	Saturday	28-Mar-26	12:00:00 PM	3:00:00 PM	7	Monday	30-Mar-26	7:30:00 PM	10:00:00 PM
				3	Saturday	28-Mar-26	3:00:00 PM	4:00:00 PM	8	Tuesday	31-Mar-26	5:00:00 PM	7:30:00 PM
				4	Sunday	29-Mar-26	5:00:00 PM	7:30:00 PM	9	Tuesday	31-Mar-26	7:30:00 PM	10:00:00 PM
				5	Sunday	29-Mar-26	7:30:00 PM	10:00:00 PM					
25645	Mohandeseen	Emotional Empowerment	8	1	Monday	23-Mar-26	9:00:00 AM	5:00:00 PM	2	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM
25637	VLS	Strategic Management and Planning	22	1	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	6	Monday	20-Apr-26	5:00:00 PM	7:30:00 PM
				2	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM	7	Monday	20-Apr-26	7:30:00 PM	10:00:00 PM
				3	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM	8	Tuesday	21-Apr-26	5:00:00 PM	7:30:00 PM
				4	Sunday	19-Apr-26	5:00:00 PM	7:30:00 PM	9	Tuesday	21-Apr-26	7:30:00 PM	10:00:00 PM
				5	Sunday	19-Apr-26	7:30:00 PM	10:00:00 PM					
25647	Nasr City	Leadership Effectiveness	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25655	Nasr City	Beyond Leadership: Coaching, Mentoring & Group Mastery	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM
25656	Nasr City	Mastering Performance & Leadership Essentials	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM

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EBI TRAINING OFFERINGS

From January to June 2026

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Leadership Development													
25639	VLS	Strategic Problem Solving	22	1	Saturday	18-Apr-26	9:00:00 AM	12:00:00 PM	6	Monday	20-Apr-26	5:00:00 PM	7:30:00 PM
				2	Saturday	18-Apr-26	12:00:00 PM	3:00:00 PM	7	Monday	20-Apr-26	7:30:00 PM	10:00:00 PM
				3	Saturday	18-Apr-26	3:00:00 PM	4:00:00 PM	8	Tuesday	21-Apr-26	5:00:00 PM	7:30:00 PM
				4	Sunday	19-Apr-26	5:00:00 PM	7:30:00 PM	9	Tuesday	21-Apr-26	7:30:00 PM	10:00:00 PM
				5	Sunday	19-Apr-26	7:30:00 PM	10:00:00 PM					
25649	Mohandeseen	فاعلية القيادة	24	1	Saturday	09-May-26	9:00:00 AM	5:00:00 PM	4	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	10-May-26	5:30:00 PM	9:30:00 PM	5	Wednesday	13-May-26	5:30:00 PM	9:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	9:30:00 PM					
25657	Nasr City	Strategic Agility - Thriving in Banking's Volatile Environment	12	1	Sunday	10-May-26	10:00:00 AM	4:00:00 PM	2	Monday	11-May-26	10:00:00 AM	4:00:00 PM
25640	Mohandeseen	Change Matters	8	1	Monday	08-Jun-26	5:30:00 PM	9:30:00 PM	2	Tuesday	09-Jun-26	5:30:00 PM	9:30:00 PM
25650	Nasr City	Strategic Management and Planning	24	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	5	Wednesday	24-Jun-26	5:30:00 PM	9:30:00 PM
				3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM					
25653	Nasr City	Driving Strategic Transformation	16	1	Sunday	21-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM
25660	Nasr City	The Resilient Edge: Strategies for Sustainable Performance	8	1	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM					

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Human Resources													
25574	Nasr City	Green Human Resource Management	16	1	Saturday	03-Jan-26	9:00:00 AM	5:00:00 PM	2	Sunday	04-Jan-26	9:00:00 AM	5:00:00 PM
26111	Nasr City	Competency-Based Interview - CBI	17	1	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM	3	Tuesday	13-Jan-26	9:00:00 AM	5:00:00 PM
				2	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM					
25594	Nasr City	HR Transformative Journey to People & Culture	16	1	Sunday	11-Jan-26	9:00:00 AM	5:00:00 PM	2	Monday	12-Jan-26	9:00:00 AM	5:00:00 PM
25597	Nasr City	Performance Excellence for Managers	16	1	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM	2	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM
25567	Mohandeseen	Introduction to Human Resources	18	1	Saturday	07-Feb-26	9:00:00 AM	5:00:00 PM	3	Monday	09-Feb-26	5:00:00 PM	10:00:00 PM
				2	Sunday	08-Feb-26	5:00:00 PM	10:00:00 PM					
25592	Nasr City	Job Evaluation and Salary Structure	16	1	Monday	23-Mar-26	9:00:00 AM	5:00:00 PM	2	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM
25577	Nasr City	Human Resources Audit	16	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	2	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM
25595	Nasr City	The Strategic HR Business Partner: from Support Function to Strategic Growth Partner	16	1	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM	2	Tuesday	21-Apr-26	9:00:00 AM	5:00:00 PM
25596	Nasr City	The Talent War- Art of Talent Management & Succession Planning	16	1	Monday	04-May-26	9:00:00 AM	5:00:00 PM	2	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM
25581	Nasr City	Organizational Development	16	1	Monday	04-May-26	9:00:00 AM	5:00:00 PM	2	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM

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Human Resources													
25570	VLS	Introduction to Human Resources	16	1	Sunday	10-May-26	6:00:00 PM	8:00:00 PM	5	Tuesday	12-May-26	6:00:00 PM	8:00:00 PM
				2	Sunday	10-May-26	8:00:00 PM	10:00:00 PM	6	Tuesday	12-May-26	8:00:00 PM	10:00:00 PM
				3	Monday	11-May-26	6:00:00 PM	8:00:00 PM	7	Wednesday	13-May-26	6:00:00 PM	8:00:00 PM
				4	Monday	11-May-26	8:00:00 PM	10:00:00 PM	8	Wednesday	13-May-26	8:00:00 PM	10:00:00 PM
25599	Nasr City	Managing KPI and Elevating Balance Scorecard	24	1	Saturday	06-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	08-Jun-26	9:00:00 AM	5:00:00 PM
				2	Sunday	07-Jun-26	9:00:00 AM	5:00:00 PM					
25572	VLS	Performance Management	14	1	Sunday	14-Jun-26	6:00:00 PM	8:00:00 PM	4	Monday	15-Jun-26	8:00:00 PM	10:00:00 PM
				2	Sunday	14-Jun-26	8:00:00 PM	10:00:00 PM	5	Tuesday	16-Jun-26	6:00:00 PM	9:00:00 PM
				3	Monday	15-Jun-26	6:00:00 PM	8:00:00 PM	6	Wednesday	17-Jun-26	6:00:00 PM	9:00:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Skills for Success													
25629	Nasr City	Future-Ready Growth: Agility, Purpose & AI Fluency	8	1	Sunday	04-Jan-26	9:00:00 AM	5:00:00 PM					
25626	Mohandeseen	إدارة الوقت	8	1	Sunday	04-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	05-Jan-26	5:30:00 PM	9:30:00 PM
25617	Mohandeseen	Business Etiquette	8	1	Sunday	11-Jan-26	5:30:00 PM	9:30:00 PM	2	Monday	12-Jan-26	5:30:00 PM	9:30:00 PM
25619	Mohandeseen	آداب السلوك في العمل	8	1	Sunday	08-Feb-26	5:30:00 PM	9:30:00 PM	2	Monday	09-Feb-26	5:30:00 PM	9:30:00 PM
25627	Mohandeseen	Time Management	8	1	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	2	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM
25620	Mohandeseen	Communicating with Clarity and Impact	8	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM
25628	Nasr City	Storytelling for Influence – Banking Leaders as Trust Builders	12	1	Sunday	10-May-26	10:00:00 AM	4:00:00 PM	2	Monday	11-May-26	10:00:00 AM	4:00:00 PM
25621	Mohandeseen	Presenting with Impact	16	1	Saturday	16-May-26	9:00:00 AM	5:00:00 PM	3	Monday	18-May-26	5:30:00 PM	9:30:00 PM
				2	Sunday	17-May-26	5:30:00 PM	9:30:00 PM					
25623	Mohandeseen	مهارات العرض الفعالة	16	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Sales, Marketing & Customer Care													
25614	Nasr City	Integrated Marketing Communication – Crafting Unified Brand Messages	16	1	Saturday	17-Jan-26	9:00:00 AM	5:00:00 PM	2	Sunday	18-Jan-26	9:00:00 AM	5:00:00 PM
25611	Nasr City	Consultative Selling for Banking Services	8	1	Sunday	01-Feb-26	9:00:00 AM	5:00:00 PM					
25609	Nasr City	Strategic Marketing Management – Driving Growth Through Market Insights	12	1	Tuesday	24-Mar-26	10:00:00 AM	4:00:00 PM	2	Wednesday	25-Mar-26	10:00:00 AM	4:00:00 PM
25602	Mohandeseen	Negotiating for Better Results	14	1	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	09-Apr-26	5:00:00 PM	10:00:00 PM
				2	Wednesday	08-Apr-26	5:00:00 PM	10:00:00 PM					
25613	Nasr City	How to Make a Perfect Sales Day	8	1	Sunday	12-Apr-26	9:00:00 AM	5:00:00 PM					
25604	Mohandeseen	أساسيات التفاوض الناجح	14	1	Tuesday	12-May-26	5:30:00 PM	9:30:00 PM	3	Thursday	14-May-26	5:00:00 PM	10:00:00 PM
				2	Wednesday	13-May-26	5:00:00 PM	10:00:00 PM					
25606	Mohandeseen	Pathways to Service Excellence	8	1	Sunday	14-Jun-26	5:30:00 PM	9:30:00 PM	2	Monday	15-Jun-26	5:30:00 PM	9:30:00 PM

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Small & Medium Enterprises													
27095	Mohandeseen	Certified SME Practitioner – Level 1	221	Starting Date:					03-Jan-26				
25563	BLND_ Mohandseen	إدارة الديون غير المنتظمة لعملاء المشروعات الصغيرة والمتوسطة	16.2	1	Saturday	10/01/2026	9:00:00 AM	9:20:00 AM	3	Sunday	11/01/2026	5:30:00 PM	9:30:00 PM
				2	Saturday	10/01/2026	9:20:00 AM	5:20:00 PM	4	Monday	12/01/2026	5:30:00 PM	9:30:00 PM
27103	Mohandeseen	شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول	221	Starting Date:					17-Jan-26				
27098	VLS	Certified SME Practitioner – Level 1 - IDL	221	Starting Date:					24-Jan-26				
25545	Mohandeseen	إدارة مخاطر وأزمات المشروعات الصغيرة والمتوسطة (حالات عملية)	8	1	Wednesday	11-Feb-26	5:30:00 PM	9:30:00 PM	2	Thursday	12-Feb-2026	5:30:00 PM	9:30:00 PM
25546	Mohandeseen	SMEs Cash Flow & projection Analysis	37	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	5	Wednesday	01-Feb-26	5:30:00 PM	9:30:00 PM
				2	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	6	Saturday	04-Feb-26	9:00:00 AM	6:00:00 PM
				3	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM	7	Monday	06-Mar-26	5:30:00 PM	9:30:00 PM
				4	Tuesday	31-Mar-26	5:30:00 PM	9:30:00 PM					
25551	Mohandeseen	NextGen Bankers: Basics and Principles of Banking, Sustainable Finance & Credit Risk	40	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	5	Wednesday	01-Mar-26	5:30:00 PM	9:30:00 PM
				2	Sunday	29-Mar-26	5:30:00 PM	9:30:00 PM	6	Saturday	04-Mar-26	9:00:00 AM	5:00:00 PM
				3	Monday	30-Mar-26	5:30:00 PM	9:30:00 PM	7	Monday	06-Mar-26	5:30:00 PM	9:30:00 PM
				4	Tuesday	31-Mar-26	5:30:00 PM	9:30:00 PM	8	Tuesday	07-Mar-26	5:30:00 PM	9:30:00 PM
27094	Mohandeseen	Professional SME Risk Manager Certification (PRMC)	101	Starting Date:					28-Mar-26				

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Small & Medium Enterprises													
27096	Mohandeseen	Certified SME Practitioner – Level 1	221	Starting Date:					28-Mar-26				
27101	BLND_eLearn-Virtual	Certified SME Professional - Level 2 - IDL	130	Starting Date:					28-Mar-26				
25547	Mohandeseen	التحليل المالي والمؤشرات المالية للمشروعات الصغيرة والمتوسطة	24	1	Saturday	04-Apr-26	9:00:00 AM	5:00:00 PM	4	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	06-Apr-26	5:30:00 PM	9:30:00 PM	5	Thursday	09-Apr-26	5:30:00 PM	9:30:00 PM
				3	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM					
25550	Mohandeseen	SMEs Monitoring & Restructuring	24	1	Saturday	04-Apr-26	10:00:00 AM	4:00:00 PM	4	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	06-Apr-26	5:30:00 PM	9:30:00 PM	5	Saturday	11-Apr-26	10:00:00 AM	4:00:00 PM
				3	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM					
27100	VLS	Certified SME Practitioner – Level 1 - IDL	221	Starting Date:					04-Apr-26				
25552	Mohandeseen	تطوير مهارات مديري الفروع في تنمية وتمويل المشروعات الصغيرة والمتوسطة – أدوات مبتكرة وأساليب فعالة	24	1	Saturday	18-Apr-26	9:00:00 AM	5:00:00 PM	4	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	5	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM
				3	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM					
25548	VLS	SME Facility Structure	16	1	Sunday	10-May-26	5:30:00 PM	8:30:00 PM	6	Tuesday	12-May-26	8:30:00 PM	8:40:00 PM
				2	Sunday	10-May-26	8:30:00 PM	8:45:00 PM	7	Wednesday	13-May-26	5:30:00 PM	8:30:00 PM
				3	Monday	11-May-26	5:30:00 PM	8:30:00 PM	8	Wednesday	13-May-26	8:30:00 PM	8:40:00 PM
				4	Monday	11-May-26	8:30:00 PM	8:45:00 PM	9	Sunday	17-May-26	5:30:00 PM	8:30:00 PM
				5	Tuesday	12-May-26	5:30:00 PM	8:30:00 PM	10	Sunday	17-May-26	8:30:00 PM	8:40:00 PM

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Small & Medium Enterprises													
27097	Mohandeseen	Certified SME Practitioner – Level 1	221	Starting Date:					16-May-26				
27102	VLS	شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول_IDL	221	Starting Date:					16-May-26				
27099	VLS	Certified SME Practitioner – Level 1 - IDL	221	Starting Date:					20-Jun-26				
25549	Mohandeseen	دور علامات الإنذار المبكر في التنبؤ بالأزمات للمشروعات الصغيرة والمتوسطة	20	1	Saturday	20-Jun-26	9:00:00 AM	5:00:00 PM	3	Monday	22-Jun-26	5:30:00 PM	9:30:00 PM
				2	Sunday	21-Jun-26	5:30:00 PM	9:30:00 PM	4	Tuesday	23-Jun-26	5:30:00 PM	9:30:00 PM

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EBI TRAINING OFFERINGS

From January to June 2026

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Micro Finance													
25541	Mohandseen	الإقراض متناهي الصغر لمؤسسات التمويل الأصغر	40	1	Saturday	03/01/2026	9:00:00 AM	5:00:00 PM	5	Saturday	10/01/2026	9:00:00 AM	5:00:00 PM
				2	Sunday	04/01/2026	5:30:00 PM	9:30:00 PM	6	Sunday	11/01/2026	5:30:00 PM	9:30:00 PM
				3	Monday	05/01/2026	5:30:00 PM	9:30:00 PM	7	Monday	12/01/2026	5:30:00 PM	9:30:00 PM
				4	Tuesday	06/01/2026	5:30:00 PM	9:30:00 PM	8	Tuesday	13/01/2026	5:30:00 PM	9:30:00 PM
25542	VLS	الإقراض متناهي الصغر لمؤسسات التمويل الأصغر	36	1	Saturday	04-Apr-26	9:00:00 AM	12:00:00 PM	9	Saturday	11-Apr-26	9:00:00 AM	12:00:00 PM
				2	Saturday	04-Apr-26	12:00:00 PM	3:00:00 PM	10	Saturday	11-Apr-26	12:00:00 PM	3:00:00 PM
				3	Monday	06-Apr-26	6:00:00 PM	8:00:00 PM	11	Tuesday	14-Apr-26	6:00:00 PM	8:00:00 PM
				4	Monday	06-Apr-26	8:00:00 PM	10:00:00 PM	12	Tuesday	14-Apr-26	8:00:00 PM	10:00:00 PM
				5	Tuesday	07-Apr-26	6:00:00 PM	8:00:00 PM	13	Wednesday	15-Apr-26	6:00:00 PM	8:00:00 PM
				6	Tuesday	07-Apr-26	8:00:00 PM	10:00:00 PM	14	Wednesday	15-Apr-26	8:00:00 PM	10:00:00 PM
				7	Wednesday	08-Apr-26	6:00:00 PM	8:00:00 PM	15	Sunday	19-Apr-26	6:00:00 PM	8:00:00 PM
				8	Wednesday	08-Apr-26	8:00:00 PM	10:00:00 PM	16	Sunday	19-Apr-26	8:00:00 PM	10:00:00 PM
25544	Mohandeseen	التحصيل عبر الهاتف للتمويل متناهي الصغر	12	1	Tuesday	07-Apr-26	5:30:00 PM	9:30:00 PM	3	Thursday	09-Apr-26	5:30:00 PM	9:30:00 PM
				2	Wednesday	08-Apr-26	5:30:00 PM	9:30:00 PM					
25543	Mohandeseen	إدارة مخاطر محفظة التمويل للمشروعات متناهية الصغر	10	1	Wednesday	20-May-26	5:00:00 PM	10:00:00 PM	2	Thursday	21-May-26	5:00:00 PM	10:00:00 PM
Consumer Finance													
25478	Mohandeseen	إدارة محافظ التمويل الاستهلاكي الائتمانية وتحجيم مخاطرها	16	1	Sunday	19-Apr-26	5:30:00 PM	9:30:00 PM	3	Tuesday	21-Apr-26	5:30:00 PM	9:30:00 PM
				2	Monday	20-Apr-26	5:30:00 PM	9:30:00 PM	4	Wednesday	22-Apr-26	5:30:00 PM	9:30:00 PM

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EBI TRAINING OFFERINGS

From January to June 2026

Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Information Technology													
25429	Nasr City	Microsoft Word - Level I	16	1	Wednesday	14-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	15-Jan-26	9:00:00 AM	5:00:00 PM
25437	Nasr City	Microsoft Excel - Level II	16	1	Wednesday	14-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	15-Jan-26	9:00:00 AM	5:00:00 PM
25449	Nasr City	Microsoft PowerPoint ®	16	1	Sunday	18-Jan-26	9:00:00 AM	5:00:00 PM	2	Monday	19-Jan-26	9:00:00 AM	5:00:00 PM
25433	Nasr City	Microsoft Excel® - Level I	16	1	Wednesday	21-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	22-Jan-26	9:00:00 AM	5:00:00 PM
25463	Nasr City	Professional Presentation Essentials	16	1	Wednesday	21-Jan-26	9:00:00 AM	5:00:00 PM	2	Thursday	22-Jan-26	9:00:00 AM	5:00:00 PM
25467	Nasr City	Blockchain Fundamentals for Bankers	8	1	Tuesday	27-Jan-26	9:00:00 AM	5:00:00 PM					
25441	Nasr City	Microsoft Excel® - Level III	16	1	Sunday	01-Feb-26	9:00:00 AM	5:00:00 PM	2	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM
25434	Mohandeseen	Microsoft Word - Level I	16	1	Monday	02-Feb-26	9:00:00 AM	5:00:00 PM	2	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM
25457	Nasr City	Microsoft Visio	16	1	Tuesday	03-Feb-26	9:00:00 AM	5:00:00 PM	2	Wednesday	04-Feb-26	9:00:00 AM	5:00:00 PM
25427	Nasr City	Microsoft Outlook ®	16	1	Wednesday	04-Feb-26	9:00:00 AM	5:00:00 PM	2	Thursday	05-Feb-26	9:00:00 AM	5:00:00 PM
25431	Nasr City	Microsoft Word- Level II	16	1	Wednesday	11-Feb-26	9:00:00 AM	5:00:00 PM	2	Thursday	12-Feb-26	9:00:00 AM	5:00:00 PM

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EBI TRAINING OFFERINGS

From January to June 2026

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Information Technology													
25438	Mohandeseen	Microsoft Excel - Level II	16	1	Tuesday	24-Mar-26	9:00:00 AM	5:00:00 PM	2	Wednesday	25-Mar-26	9:00:00 AM	5:00:00 PM
25435	Nasr City	Microsoft Excel® - Level I	16	1	Wednesday	25-Mar-26	9:00:00 AM	5:00:00 PM	2	Thursday	26-Mar-26	9:00:00 AM	5:00:00 PM
25450	Mohandeseen	Microsoft PowerPoint ®	16	1	Saturday	28-Mar-26	9:00:00 AM	5:00:00 PM	2	Sunday	29-Mar-26	9:00:00 AM	5:00:00 PM
25445	Nasr City	Microsoft Access™ - Level I	16	1	Sunday	29-Mar-26	9:00:00 AM	5:00:00 PM	2	Monday	30-Mar-26	9:00:00 AM	5:00:00 PM
25439	Nasr City	Microsoft Excel - Level II	16	1	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM	2	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
25430	Mohandeseen	Microsoft Word - Level I	16	1	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM	2	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
25428	Mohandeseen	Microsoft Outlook ®	16	1	Wednesday	15-Apr-26	9:00:00 AM	5:00:00 PM	2	Thursday	16-Apr-26	9:00:00 AM	5:00:00 PM
25447	Nasr City	Microsoft Access - Level II	16	1	Sunday	19-Apr-26	9:00:00 AM	5:00:00 PM	2	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM
25464	Nasr City	Business Continuity Management	24	1	Monday	20-Apr-26	9:00:00 AM	5:00:00 PM	3	Wednesday	22-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	21-Apr-26	9:00:00 AM	5:00:00 PM					
25442	Mohandeseen	Microsoft Excel® - Level III	16	1	Sunday	22-Apr-26	9:00:00 AM	5:00:00 PM	2	Monday	23-Apr-26	9:00:00 AM	5:00:00 PM

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Information Technology													
25443	Nasr City	Microsoft Excel® - Level III	16	1	Sunday	03-May-26	9:00:00 AM	5:00:00 PM	2	Monday	04-May-26	9:00:00 AM	5:00:00 PM
25446	Mohandeseen	Microsoft Access™ - Level I	16	1	Sunday	03-May-26	9:00:00 AM	5:00:00 PM	2	Monday	04-May-26	9:00:00 AM	5:00:00 PM
25432	Mohandeseen	Microsoft Word- Level II	16	1	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM	2	Thursday	14-May-26	9:00:00 AM	5:00:00 PM
25436	Alexandria	Microsoft Access™ - Level I	16	1	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM	2	Thursday	14-May-26	9:00:00 AM	5:00:00 PM
25440	Alexandria	Microsoft Excel - Level II	16	1	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM	2	Thursday	11-Jun-26	9:00:00 AM	5:00:00 PM
25444	Alexandria	Microsoft Excel® - Level III	16	1	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM	2	Thursday	11-Jun-26	9:00:00 AM	5:00:00 PM
25448	Mohandeseen	Microsoft Access - Level II	16	1	Sunday	14-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	15-Jun-26	9:00:00 AM	5:00:00 PM
25451	Alexandria	Microsoft PowerPoint ®	16	1	Sunday	14-Jun-26	9:00:00 AM	5:00:00 PM	2	Monday	15-Jun-26	9:00:00 AM	5:00:00 PM
25462	Mohandeseen	Big Data Analytics	40	1	Sunday	21-Jun-26	9:00:00 AM	5:00:00 PM	4	Wednesday	24-Jun-26	9:00:00 AM	5:00:00 PM
				2	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM	5	Thursday	25-Jun-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	23-Jun-26	9:00:00 AM	5:00:00 PM					
25466	Nasr City	Blockchain Advanced for Bankers	24	1	Monday	22-Jun-26	9:00:00 AM	5:00:00 PM	3	Wednesday	24-Jun-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	23-Jun-26	9:00:00 AM	5:00:00 PM					

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Class ID	Modality/ Premises	Coure Title	Hours	Session No.	Day	Date	From	To	Session No.	Day	Date	From	To
Data Analysis													
25458	Nasr City	Data Analysis using Python	40	1	Sunday	08-Feb-26	9:00:00 AM	5:00:00 PM	4	Wednesday	11-Feb-26	9:00:00 AM	5:00:00 PM
				2	Monday	09-Feb-26	9:00:00 AM	5:00:00 PM	5	Thursday	12-Feb-26	9:00:00 AM	5:00:00 PM
				3	Tuesday	10-Feb-26	9:00:00 AM	5:00:00 PM					
25454	Mohandeseen	Data Analysis using Power BI	32	1	Monday	30-Mar-26	9:00:00 AM	5:00:00 PM	3	Wednesday	01-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	31-Mar-26	9:00:00 AM	5:00:00 PM	4	Thursday	02-Apr-26	9:00:00 AM	5:00:00 PM
25452	Nasr City	Analyzing Data with Excel	24	1	Monday	06-Apr-26	9:00:00 AM	5:00:00 PM	3	Wednesday	08-Apr-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	07-Apr-26	9:00:00 AM	5:00:00 PM					
25453	Nasr City	Analyzing Data with Excel	24	1	Monday	11-May-26	9:00:00 AM	5:00:00 PM	3	Wednesday	13-May-26	9:00:00 AM	5:00:00 PM
				2	Tuesday	12-May-26	9:00:00 AM	5:00:00 PM					
25455	Nasr City	Data Analysis using Power BI	32	1	Sunday	07-Jun-26	9:00:00 AM	5:00:00 PM	3	Tuesday	09-Jun-26	9:00:00 AM	5:00:00 PM
				2	Monday	08-Jun-26	9:00:00 AM	5:00:00 PM	4	Wednesday	10-Jun-26	9:00:00 AM	5:00:00 PM
Digital Payment													
25460	Nasr City	Digital Transformation and FinTech Workshop	8	1	Tuesday	05-May-26	9:00:00 AM	5:00:00 PM					

* Programs' registration deadline is 7 working days prior to the program's start date
* International Offerings registration deadline is included in the program's outline.
* EBI's discount policy varies by program. Please check the outline of each program for its discount eligibility.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Corporate Finance Credit Professional Certificate

Credit & Finance

6004-2

Virtual

284 hours

Course Description:

This Intensive Certificate is the outcome of a collaboration between EBI, Egyptian Banking Institute" And NYIF "New York Institute of Finance". It is presented as A Co-Branded Certificate under the Name Of "Corporate Finance Credit Professional Certificate" The Certificate (309 Hours) Aims at creating a Solid Understanding of Financial Accounting, Credit Risk Analysis, Cash Flow, Projections, Industry Analysis, and Debt Structuring. Participants Will Also Understand the Corporate Finance & Valuation Methods and Gain Comprehensive Knowledge About Corporate Funding Alternatives and Financing Strategies. By the End of The Program, Participants Are Expected to Be Able to Analyze Financial Statements of Different Types of Corporations and Evaluate Their Eligibility to pursue a Finance career. Moreover, throughout the Program, the Participants Will Learn About Trade Finance, Non- Non-Performing Loans, Credit Administration, Basel I & II, in Addition to Legal Aspects That Govern the Scope of Credit Activities. Finally, Participants Will Practice Two Trial Desks Where They Will Be Able to Utilize the Different Tools Learnt During the Program and Apply Them in Real Cases.

Target Audience:

- This Certificate is ideal for anyone interested in working or transitioning to Corporate, Banking, and Credit Risk.
- A minimum of two years of banking experience and a bachelor's degree in business or a related field, such as Political Science, is required.

Course Objectives:

By the end of this course, participants will be able to:

- Understand the Basics of Accounting.
- Describe Macro, Microeconomics & Industry Analysis.
- Describe the Credit Risk Analysis.
- Use, Analyze, and Observe Financial Ratios.
- Describe How to Take a Credit Decision Through Lending Rationales, Cash Flow Statement Analysis, and Projections.
- Describe Credit Risk Analysis Structuring.
- Describe the fundamentals of Financial Mathematics & Capital Budgeting.
- Describe Cost of Capital.
- Describe Discounted Cash Flow & Other Valuation Methodologies.
- Identify Option Pricing, Application in Capital Budgeting & Corporate Finance.
- Identify Corporate Funding Alternatives & Financing Strategies.
- Identify the International Trade Services, Documentary Credits, and Letters of Guarantee.
- Define Various Types of Credit Instruments, Collateral, and The Concept of Banking Information.
- Explain Credit Risk Ratings and Discuss How to Manage Credit Risk.
- List the Legal Aspects and Regulations of Credit and Finance.
- Detect Non-Performing Loans and Discuss How the Bank Manages Them.
- Explain the Advantages and Limitations of The Implementation of Basel II and III.
- Explain How to Prepare a Credit Report.

Course Outline:

Part 1: Financial Accounting:

Module 1: Accounting Concepts:

Session 1: Accounting Concepts:

In This Session, Participants Will Learn About Accounting concepts.

- Chapter 1: Accounting Concepts.
- Assignment.

Session 2: Measuring Income:

In This Session, Participants Will Learn About Measuring Income.

- Chapter 2: Measuring Income.
- Assignment.

Session 3: Recording Transactions:

In This Session, Participants Will Learn About Recording Transactions.

- Chapter 3: Recording Transactions.
- Assignment.

Session 4: Accrual Accounting & Financial Statement Formats:

In This Session, Participants Will Learn About Accrual Accounting & Financial Statement Formats.

- Chapter 4: Accrual Accounting & Financial Statement Formats.
- Assignment.

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284 hours

Session 5: Accrual Accounting & Financial Statement Formats - Continue:
In This Session, Participants Will Learn About Accrual Accounting & Financial Statement Formats.
- Chapter 4: Accrual Accounting & Financial Statement Formats.
- Assignment.

Session 6: Accounting for Revenue:
In This Session, Participants Will Learn About Accounting for Revenues.
- Chapter 5: Accounting for Revenue.
- Assignment.

Session 7: Cash Flows:
In This Session, Participants Will Learn About Cash Flows.
- **Chapter 6: Cash Flows.**
- Assignment.

Session 8: Inventories and Asset Depreciation:
In This Session, Participants Will Learn About Inventories.
- Chapter 7: Inventories and Asset Depreciation.
- Assignment.

Session 9: Long-Lived Assets & Depreciation:
In This Session, Participants Will Learn About Asset Depreciation.
- Chapter 8: Long-Lived Assets & Depreciation.
- Assignment.

Session 10: Long-Lived Assets & Depreciation - Continue:
In This Session, Participants Will Continue Learning About Asset Depreciation.
- Chapter 8: Long-Lived Assets & Depreciation.
- Assignment.

Session 11: Liabilities and Interest:
In This Session, Participants Will Learn About Liabilities and Interest.
- Chapter 9: Liabilities and Interest.
- Assignment.

Session 12: Equity:
In This Session, Participants Will Learn About Equity.
- Chapter 10: Equity.
- Assignment.

Session 13: Free Cash Flow:
In This Session, Participants Will Learn About Free Cash Flow.
- Chapter 11: Free Cash Flow.
- Assignment.

Session 14: Accounting for Investments:
In This Session, Participants Will Learn About Accounting for Investments.
- Chapter 12: Accounting for Investments.
- End of Module Exam.

Part 2: Core Credit

Module 1: Macro, Microeconomics & Industry Analysis:

Session 1: Macroeconomics & Microeconomics:
In This Session, Participants Will Learn About Macroeconomics Analysis.
- The Difference Between Macroeconomics & Microeconomics and How to Measure Economic Activity.
- Basic Macroeconomic Concepts Like (Exchange Rate, Inflation Rate, Interest Rate & Monetary and Fiscal Policies).
- Assignment.

Session 2: Industry Analysis:
In This Session, Participants Will Learn About Microeconomics & Industry Analysis.
- Industry Analysis and Different Types of Industries.
- The Concept of Market and Market Equilibrium.
- The Different Industry Risk Characteristics.
- Assignment.

Session 3: Business and Industry Risks:
In This Session, Participants Will Learn About Business and Industry Risks.
- The Different Industry Risk Characteristics.
- Assignment.

Module 2: Credit Risk Analysis:

Session 1: Risk Management, Credit Principles and Market, Loan Defaults and Expected Loss:
In This Session, Participants Will Learn Risk Management, Credit Principles, market, Loan Defaults, and Expected Loss.
- Chapter 1: Risk Ma**nagement & Credit Principles.**

*** EBI's discount policy is not applicable to this program.**

Corporate Finance Credit Professional Certificate

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- Chapter 2: Credit Market, Loan Defaults, Expected Loss.
- Assignment.

Session 2: Business & Industry Risks, Rating Agencies & Financial Disclosure:
In This Session, Participants Will Learn About Business Risk, industry Risk, and The Rating Agencies.

- Chapter 3: Business Risk, Industry Risk, Company Risk.
- Assignment.

Session 3: Rating Agencies & Financial Disclosure:
In This Session, Participants Will Learn About the Rating Agencies & Financial Disclosure

- Chapter 4: Rating Agencies & Financial Disclosure.
- Assignment.

Session 4: Cases and Examples:
In This Session, Participants Will Practice on Credit Risk Analysis.

- Chapter 5: Cases **& Examples.**
- Assignment.

Module 3: Financial Analysis Ratios:

Session 1: Financial Ratios, Metrics & Analysis:
In This Session, Participants Will Practice on Financial Analysis Ratios.

- Chapter 1: Financial Ratios, Metrics & Analysis.
- Assignment.

Session 2: Financial Ratios Metrics & Analysis - Continue:
In This Session, Participants Will continue practicing on Financial Analysis Ratios.

- Chapter 1: Continue Financial Ratios, Metrics & Analysis.
- Assignment.

Session 3: Off-Balance Sheet Risks:
In This Session, Participants Will Practice on Balance Sheet Risks.

- Chapter 2: Off-Balance Sheet Risks.
- Assignment.

Session 4: Off Balance Sheet Risks – Continue:
In This Session, Participants Will continue practicing on Balance Sheet Risks.

- Chapter 2: Continue Off-Balance Sheet Risks.
- Assignment.

Session 5: Financial Analysis Structure:
In This Session, Participants Will Practice on Participants Will Practice on Financial Analysis & Organization Structure.

- Chapter 3: Organization Structure.
- Assignment.

Session 6: Financial Analysis Structure – Continue:
In This Session, Participants Will continue practicing on Financial & Organization Structure.

- Chapter 3: Continue Organization Structure.
- Assignment.

Session 7: Management:
In This Session, Participants Will Practice on Management of The Financial Analysis Ratios.

- Chapter 4: Management.
- Assignment.

Session 8: Continue Management:
In This Session, Participants Will Continue Management of The Financial Analysis Ratios.

- Chapter 4: Continue Management.
- Assignment.

Session 9: Definition of Equity-Debt-Gray Area & Risk of ACC.:
In This Session, Participants Will Have a Brief on the Definition of Equity-Debt-Gray Area & Risk of ACC.

- Definition of Equity-Debt-Gray Area.
- Risk of ACC.
- Assignment.

Session 10: Additional Ratios Analysis:
In This Session, Participants Will Have Additional Analysis Over Ratios.

- Additional Ratios Analysis.
- Assignment.

Session 11: Spreading Sheet:
In This Session, Participants Will Practice on the Spreading Sheet.

- Spreading Sheet.
- Assignment.

*** EBI's discount policy is not applicable to this program.**

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Module 4: Cash Flow:

Session 1: Cash Flow Analysis I:

In This Session, Participants Will Practice Cash Flow Analysis.

- Chapter 1: Cash Flow Analysis I.
- Assignment.

Session 2: Cash Flow Analysis II:

In This Session, Participants Will Learn About Project Finance.

- Chapter 2: Cash Flow Analysis II.
- Assignment.

Session 3: Project Finance:

In This Session, Participants Will Learn About Project Finance.

- Chapter 3: Project Finance.
- Assignment.

Session 4: Financial Hedges:

In This Session, Participants Will Learn About Financial Hedges.

- Chapter 4: Financial Hedges.
- Assignment.

Session 5: Financial Hedges – Continue:

In This Session, Participants Will Continue Learning About Financial Hedges.

- Chapter 4: Financial Hedges.
- Assignment.

Module 5: Projection:

Session 1: Financial Warning Signs:

In This Session, Participants Will Learn About Financial Warning Signs.

- Chapter 1: Financial Warning Signs.
- Assignment.

Session 2: Forecasting & Projection:

In This Session, Participants Will Learn About Forecasting & Projection.

- Chapter 2: Forecasting & Projection.
- Assignment.

Session 3: Capital Structure and Debt Capacity:

In This Session, Participants Will Learn About Capital Structure and Debt Capacity.

- Chapter 3: Capital Structure and Debt Capacity.
- Assignment.

Session 4: Sensitization:

In This Session, Participants Will Learn About Sensitization.

- Chapter 4: Sensitization.
- Assignment.

Session 5: Financing Recommendation

In This Session, Participants Will Learn About the Financing Recommendation:

- Chapter 5: Financing Recommendation.
- Assignment.

Session 6: Cash Flow Proxies – Three Blocks & Six Blocks Methods:

In This Session, Participants Will Practice on Cash Flow Proxies according to the Three & Six Blocks Methods.

- Cash Flow Proxies – Three Blocks & Six Blocks Methods.
- Assignment.

Session 7: Applications for Cash Flow Projections:

In This Session, Participants Will Have Applications on Cash Flow Projections.

- Applications for Cash Flow Projections.
- Assignment.

Session 8: Spreading Sheet:

In This Session, Participants Will Practice on the Spreading Sheet.

- Spreading Sheet.
- Assignment.

Session 9: Spreading Sheet – Continue:

In This Session, Participants Will Continue Practicing on the Spreading Sheet.

- Spreading Sheet.
- Assignment.

Module 6: Structuring & Portfolio Management:

Session 1: Structuring New Debt, New Exposures, New Facilities.

In This Session, Participants Will Learn About Structuring New Debt, New Exposures, & New Facilities.

- Chapter 1: Structuring New Debt, New Exposures, and New Facilities.
- Assignment.

Session 2: Project Finance Structuring:

In This Session, Participants Will Learn About Project Finance Structuring.

- Chapter 2: Project Finance Structuring.
- Assignment.

*** EBI's discount policy is not applicable to this program.**

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Session 3: Loan Portfolio Management:
In This Session, Participants Will Learn About Loan Portfolio Management.
- Chapter 3: Loan Portfolio Management.
- Assignment.

Session 4: Cases, Structures, and Risk Decisions:
In This Session, Participants Will Learn About Structures and Risk Decisions.
- Chapter 4: Cases, Structures, and Risk Decisions.
- End of Part Exam.

Session 5: Cases, Structures and Risk Decisions – Continue:
In This Session, Participants Will Continue Learning About Structures and Risk Decisions.
- Chapter 4: Cases, Structures, and Risk Decisions.
- End of Part Exam.

Part 3: Corporate Finance & Valuation Methods:

Module 1: Fundamentals of Financial Mathematics & Capital Budgeting:

Session 1: Determinants of Value:
In This Session, Participants Will Learn About Determinates of Value.
- Chapter 1: Determinants of Value.
- Assignment.

Session 2: Foundation of Financial Mathematics:
In This Session, Participants Will Learn About the Foundation of Financial Mathematics.
- Chapter 2: Foundation of Financial Mathematics (Time Value of Money).
- Assignment.

Session 3: Capital Budgeting:
In This Session, Participants Will Learn About Capital Budgeting.
- **Chapter 3: Capital Budgeting (Investment Project Selection Methodologies).**
- Assignment.

Session 4: Capital Budgeting – Continue:
In This Session, Participants Will Continue Learning About Capital Budgeting.
- Chapter 3: Capital Budgeting (Investment Project Selection Methodologies).
- Assignment.

Module 2: Cost of Capital:

Session 1: Factors Influencing the Cost of Capital and Cost of Debt, and Convertible Debt:
In This Session, Participants Will Learn About Factors Influencing the Cost of Capital, Cost of Debt Capital, and Cost of Convertible Debt.
- Chapter 1: Factors Influencing the Cost of Capital.
- Chapter 2: Cost of Debt Capital.
- Chapter 3: Cost of Convertible Debt.
- Assignment.

Session 2: Cost of Equity & Implications of Cost for Corporate Funding Decisions:
In This Session, Participants Will Learn About the Cost of Equity.
- Chapter 4: Cost of Equity.
- Assignment.

Session 3: Implications of Cost for Corporate Funding Decisions:
In This Session, Participants Will Learn About the Cost of Equity.
- Chapter 5: Implications of Cost for Corporate Funding Decisions.
- Assignment.

Module 3: Discounted Cash Flow & Other Valuation Methodologies:

Session 1: Overview of Discounted Cash Flow Methodologies:
In This Session, Participants Will Learn About Discounted Cash Flow Methodologies.
- Discounted Cash Flow & Other Valuation Methodologies.
- Chapter 1: Overview of Discounted Cash Flow Methodologies.
- Chapter 2: Elements of Cash Flow Projections.
- Chapter 3: Discounted Cash Flow Analysis.
- Assignment.

Session 2: Alternate Valuation Methodologies and Techniques:
In This Session, Participants Will Learn About Alternate Valuation Methodologies and Relative Valuation Techniques.
- Chapter 4: Alternate Valuation Methodologies, Economic Profit & Economic Value Added.
- Assignment.

Session 3: Alternate Valuation Methodologies and Techniques – Continue:
In This Session, Participants Will Continue Learning About alternative valuation Methodologies and Relative Valuation Techniques.

*** EBI's discount policy is not applicable to this program.**

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Chapter 5: Relative Valuation Techniques.
- Assignment.

Module 4: Option Pricing, Applications in Capital Budgeting & Corporate Finance:

Session 1: Option Contracts and Option Pricing, and Real Options:
In This Session, Participants Will Learn About Option Contracts, Option Pricing, and Real Options.
- Chapter 1: Introduction to Option Contracts and Option Pricing.
- Chapter 2: Real Options.
- Assignment.

Session 2: Integrating Real Option and OptionsBased Deconstruction:
In This Session, Participants Will Learn About Integrating Real options with Net Present Value.
- Chapter 3: Integrating Real Option with Net Present Value Analysis.
- Assignment.

Session 3: Options-Based Deconstruction:
In This Session, Participants Will Learn About Integrating Real options with Net Present Value.
- Chapter 4: Options-Based Deconstruction of Corporate Securities.
- Assignment.

Module 5: Corporate Funding Alternatives & Financing Strategies:

Session 1: Financing Privately Held Companies and Raising Capital in Public Markets:
In This Session, Participants Will Learn About Financing Privately Held Companies and Raising Capital in Public Markets.
- Chapter 1: Financing Privately Held Companies.
- Chapter 2: Raising Capital in Public Markets.
- Assignment.

Session 2: Comprehensive Valuation:
In This Session, Participants Will Learn About Comprehensive Valuation and Practice Its Activities.
- Chapter 3: Other Transactions.
- Assignment.

Session 3: Comprehensive Valuation – Case Activity:
In This Session, Participants Will Practice on Comprehensive Valuation.
- Chapter 4: Comprehensive Valuation – Case Activity.
- End of Module Exam.

Part 4: Supplementary Modules:

Module 1: Trade Finance:

Session 1: Trade History and International Payment Tools:
In This Session, Participants Will Learn Trade History and The Shipping Documents
- International Trade History.
- International Chamber of Commerce History.
- Shipping Documents.
- International Payment Tools.
- Case Study.

Session 2: Incoterms and LG:
In This Session, Participants Will Identify the Incoterms and Types of LG.
- Documentary Credits.
- International Commercial Terms (Incoterms).
- Letters of Guarantee.
- Assignment.

Module 2: Credit Administration and Banking Investigation:

Session 1: The Concept of Follow-Up Administration:
In This Session, Participants Will Illustrate the role & Functions of Follow-Up Administration.
- Concept of Follow-Up Administration.
- Types of Credit Facilities.
- Assignments.

Session 2: Secured Credit Facilities and Types of Collateral:
In This Session, Participants Will Explain the Different Types of Credit Facilities considering Follow -concept and identify the Secured Credit Facilities and the follow-up role in minimizing their risks.
- Fully Secured Credit Facilities.
- Types of Collateral.
- Concept of Banking Information.
- Assignment.

*** EBI's discount policy is not applicable to this program.**

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Virtual

284 hours

Module 3: Risk Rating (Obligor Risk Rating):

Session 1: Credit Risk Rating Overview:

In This Session, Participants Will Identify Risk Ratings Methods and the Conceptual Framework.

- Conceptual Framework.
- Credit Risk Ratings and Loan Provisioning.
- Credit Risk Management.
- Assignment.

Module 4: Legal Aspects:

Session 1: Legal Aspects of Credit and Finance:

In This Session, Participants Will Identify the Legal Aspects of Credit and Finance.

- The Legal Aspects of Credit and Finance.
- Assignment.

Session 2: Credit Facilities and Loan Regulations:

In This Session, Participants Will Learn the Facilities loan Regulations and Rights and Duties of The Bank and Bank Staff.

- The Credit Facilities and Loan Regulations.
- The Rights and Duties of The Bank and Bank Staff.
- Electronic Credit and Finance.
- Assignment.

Module 5: Non-Performing Loans:

Session 1: Non-Performing Loans Indicators and Banking Treatment:

In This Session, Participants Will Define the Non-Performing Loans; Financial & Non- non-financial indicators will also illustrate the C.B.E. Classification of The Non-Performing Loans.

- Introduction to Non-Performing Loans.
- The Indicators of Non-Performing Loans.
- The Banking Treatment of Non-Performing Loans.
- Case Study.

Session 2: Management of Non-Performing Loans:

In This Session, Participants Will Explain the Different Methods of Managing the Non-Performing Loans.

- The Banking Treatment of Non-Performing Investment Projects.
- Monitoring Rescheduled Non-Performing Loans.
- Managing Non-Performing Loans.
- The Principles of Borrower Credit Ratings and Provisioning.
- Legal Aspects of Working with Non-Performing Loans.
- Lessons Learned from Classified Loans.
- Assignment.

Module 6: Basel II and III:

Session 1: Basel Overview and Its Pillars:

In This Session, Participants Will Identify Basel and Its Pillars.

- Basel II (Credit, Operations, and Market Risk).
- The First Pillar – Minimum Capital Requirements.
- The Second Pillar – Supervisory Review.
- The Third Pillar – Market Discipline.
- Basel III (New Capital Definition, Liquidity Risk, Leverage Ratio).
- Assignment.

Module 7: Report Writing:

Session 1: Company Information:

In This Session, Participants Will Learn How to gather and write the company's General Information in A Memo.

- Co. General Information.
- Assignment.

Session 2: Industry Assessment and Financial Analysis:

In This Session, Participants Will Learn How to Write the Final Report of The Study.

- Industry Assessment and Financial Analysis.
- Case Study.

Part 5: Trial Desk:

A Desk Taker Will Discuss Each Group's Findings and Give Recommendations

*** EBI's discount policy is not applicable to this program.**

Corporate Finance Credit Professional Certificate

Credit & Finance

6004-2

Virtual

284 hours

Assessment Strategy:

In Each Module, Grades Will Be Segmented as Below:

- Part 1: Financial Accounting:
  - Passing Grade: 70% of the Total Grade 100%
- Part 2: Core Credit:
  - Passing Grade: 70% of the Total Grade
- Part 3: Corporate Finance & Valuation Methods:
  - Passing Grade: 70% of the Total Grade
- Part 4: Supplementary Modules:
  - Passing Grade: 60% of the Total Grade
- Final Desk Case Discussion:
  - Real Case Study to Be Discussed by A Desk Taker
  - Passing Grade: 60%
- Certificate Parts Weights:
  - Part 1: Financial Accounting – 15% (10% Exam + 5% Participation)
  - Part 2: Core Credit – 15% (10% Exam + 5% Participation)
  - Part 3: Corporate Finance & Valuation Methods–15% (10% Exam + 5% Participation)
  - Part 4: Supplementary Modules – 10%
  - Final Desk Weight – 45%

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 25.8 CEUs.

Course Language:

English

Prerequisites:

- Candidates should be employed in a Financial Institution, preferably with around 2 years' experience.
- Good Command of the English Language.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

ACI Dealing Preparation Course

Investment & Treasury

3800-4

In-Class

48 hours

Course Description:

The ACI Dealing Certificate is a foundational program that allows candidates to acquire a working knowledge of the structure and operation of the major foreign exchange and money markets as well as their core products (cash, forwards, and derivatives), and the basic skills required for competent participation, including the ability to apply the fundamental mathematics used in these markets. Candidates should also be able to apply the Model Code to their situations. The ACI Dealing Certificate is the benchmark examination for treasury personnel and for those whose work requires an understanding of the working environment within the treasury department of their institutions.

Target Audience:

Asset Traders, Treasury Sales, Treasury Middle Office and Operations, Asset Managers, Market and Liquidity Risk personnel, and Compliance Officers requiring a better understanding of the financial markets.

Course Objectives:

The ACI Dealing Certificate is a precursor to the ACI Diploma. In addition to the topics outlined below, candidates will be expected to be up-to-date with the latest events and changes in the markets.

Course Outline:

- Basic Interest Rate Calculations.
- Cash Money Markets.
- Foreign Exchange.
- Forward-forwards, FRAs, and Money Market Futures & Swaps.
- Options.
- Principles of Asset & Liability Management.
- Principles of Risk.

1. Basic Interest Rate Calculations

To understand the principles of the time value of money. To be able to calculate short-term interest rates and yields, including forward-forward rates, and to use these interest rates and yields to calculate payments and evaluate alternative short-term funding and investment opportunities.

2. Cash Money Markets

To understand the function of the money market, the differences and similarities between the major types of money market instruments, and how they satisfy the requirements of different types of borrowers and lenders. To know how each type of instrument is quoted, the quotation, value date, maturity, and payment conventions that apply, and how to perform standard calculations using quoted prices. Given the greater inherent complexity of repos, a good working knowledge is required of its nature and mechanics.

3. Foreign Exchange

To understand and be able to apply spot exchange rate quotations. To understand basic spot FX dealing terminology and the role of specialist types of intermediaries. To recognize the principal risks in spot and forward FX transactions. To calculate and apply forward FX rates and understand how forward rates are quoted. To understand the relationship between forward rates and interest rates. To understand time options. To be able to describe the mechanics of outright forwards, FX swaps, and forward-forward FX swaps, explain the use of outright forwards in taking currency risk, and explain the use of FX swaps in rolling spot positions, hedging outright forwards, creating synthetic foreign currency assets and liabilities, and in covered interest arbitrage. To display a good working knowledge and understanding of the rationale for NDFs. To be able to recognize and use quotes for precious metals, and demonstrate a basic understanding of the structure and operation of the international market in precious metals.

4. Forward-forwards, FRAs, and Money Market Futures & Swaps

To understand the mechanics of, and how to use, money market interest rate derivatives to hedge interest rate risk.

5. Options

To understand the fundamentals of options. To recognize the principal classes and types, and understand the terminology, how they are quoted in the market, how their value changes with the price of the underlying asset, and the other principal factors determining the premium, how the risk on an option is measured, and how they are delta hedged. To recognize basic option strategies and understand their purpose.

6. Principles of Asset & Liability Management

To understand the fundamentals of Asset & Liability Management as a practice of managing and hedging risks that arise due to mismatches between the asset side and

ACI Dealing Preparation Course

Investment & Treasury

3800-4

In-Class

48 hours

the liability side of the balance sheets of a bank. To explain how the main risk factors, like funding and liquidity risk, market risk (FX, Interest Rate, Equity, Commodity, etc.), credit risk, leverage risk, business risk, and operational risk, are interrelated and how they affect the balance sheet of a financial institution. To describe common risk management and hedging techniques that help control these effects, and to understand how these techniques are used to set up a state-of-the-art ALM approach.

7. Principles of Risk

To understand why risk is inherent in banks' business models and why effective risk management is a key driver for a bank's success. Candidates will be able to describe major risk groups: credit, market, liquidity, operational, legal, regulatory, and reputational risk. They will understand the significance of risk groups for different banking businesses and units. Candidates will also get an overview of methods and procedures needed to manage these risk types and extend their understanding to different risk/return profiles of shareholders, regulators, and debt providers.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through ACI.

Course Language:

English

Prerequisites:

There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

Instructor Bio:

Mr. Ibrahim Barie holds a B.Sc. degree in Economics from Cairo University, and he is a banking and finance professional with a demonstrated history of working in the treasury sector. He has ten years of experience, skilled in Securities valuation, Asset management, Treasury, Trading, and Asset & Liability Management. He holds a Graduate Diploma in Banking from the London School of Economics and an MSc in Finance from the University of York, UK. He has extensive experience in training through which he introduced the Chartered Financial Analyst Program "CFA" at Misr International University "MIU", and he is an adjunct faculty member at both the American University in Cairo "AUC" and London School of Economics "LSE" international program at Arab Academy for Science and Technology. He is a certified instructor at the Egyptian Banking Institute (EBI) for treasury courses and the Credit Certificate Program. He is now the Head of Fixed Income & Money Market at Arab Investment Bank and specializes in trading local and international fixed income securities.

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التفتيش على مسئولي الالتزام

المحاسبة والمراجعة

6264-2

بقاعات التدريب

٢٠ ساعة

وصف البرنامج:

في ظل الاهتمام الكبير بمخاطر الالتزام، بما تتضمنه من مكافحة غسل الأموال وتمويل الإرهاب، بالإضافة إلى تصميم السياسات والإجراءات للالتزام بالقوانين والتعليمات والتوصيات المحلية والدولية، يجب أن يكون هناك دور فعّال لخط الدفاع الثاني والثالث، وذلك بتفعيل دور المتابعة الدورية والتفتيش على مسؤولي الالتزام في الفروع، لضمان الكفاءة والفاعلية في تطبيق مفهوم الالتزام.
وبحلول نهاية هذه الدورة، سيتم تزويد المشاركين بالمعرفة والمهارات اللازمة للمساهمة في رفع كفاءة عمليات الالتزام وتعزيز فعالية الدور الرقابي داخل الفروع.

إلى من يوجه البرنامج:

يوجه هذا البرنامج لموظفي إدارات التفتيش، والالتزام، والفروع، ومسؤولي مخاطر الالتزام في الفروع.

أهداف البرنامج:

- شرح معايير المراجعة الداخلية.
- توضيح مفهوم الالتزام المصرفي الشامل.
- شرح العناية الواجبة بالعملاء وإدارة مخاطر غسل الأموال وتمويل الإرهاب.
- تدريب المشاركين على كيفية كتابة التقارير.

محتويات البرنامج:

الجزء الأول: معايير المراجعة الداخلية

- مفهوم المراجعة الداخلية.
- الفوارق الجوهرية بين المراجعة التقليدية والمراجعة المتصلة بالمخاطر.
- تصنيف المعايير المهنية.
- أنواع المراجعة الداخلية.

الجزء الثاني: مفهوم الالتزام المصرفي الشامل

- معنى الالتزام وأهميته في النظام المصرفي.
- بماذا ولماذا نلتزم؟ ما هي مخاطر عدم الالتزام؟
- مؤهلات مسؤول الالتزام.
- القوانين والتعليمات والتوصيات المحلية والدولية.
- التقييم الداخلي والخارجي لأعمال الالتزام.

الجزء الثالث: العناية الواجبة بالعملاء وإدارة مخاطر غسل الأموال وتمويل الإرهاب

- التعرف على العملاء والمستفيدين الحقيقيين.
- التحقق من هوية العملاء والمستفيدين الحقيقيين.
- تصنيف مخاطر العملاء.
- العناية المشددة.
- المتابعة والرقابة المستمرة للمعاملات والحسابات.
- تحديث بيانات العملاء.
- أمثلة وحالات عملية.

الجزء الرابع: كيفية كتابة التقارير

- ما هو تقرير المراجعة؟
- خصائص التقرير.
- كتابة التقرير بطريقة «Risk-Based» وليست «Mistake-Based».

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج ومشاركاتهم في التدريبات الجماعية.

اجتياز هذه البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ١,٧ وحدات تعليم مستمر.

اللغة المستخدمة:

اللغة العربية.

متطلبات الحضور:

لا يوجد.

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* EBI's discount policy is not applicable to this program.

الإدارة الاستراتيجية والتخطيط

282-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لتلبية حاجة السوق التي تمت ملاحظتها مؤخرًا لتطوير المهارات الأساسية في الإدارة والتخطيط الاستراتيجي لأولئك الذين يعملون في المستويات الإدارية الوسطى والذين تيم إعدادهم لشغل المناصب الإدارية العليا.

إلى من يوجه البرنامج:

يوجه البرنامج للعاملين بالإدارة الوسطي والذين يتم إعدادهم لشغل المناصب الإدارية العليا.

أهداف البرنامج:

- تعريف مفهوم الاستراتيجية
- تطبيق عملية الإدارة الاستراتيجية في المنظمة
- مناقشة كيفية وضع استراتيجية شاملة
- شرح تبني وإدارة التغيير المطلوب

محتويات البرنامج:

الجزء الأول: الاستراتيجية وأنت

- أصل الاستراتيجية
- تعريف الاستراتيجية
- الاستراتيجية في روتين حياتنا اليومي
- هل أنت مفكر استراتيجي؟

الجزء الثاني: الاستراتيجية داخل بيئة العمل

- ما هي الإدارة الاستراتيجية؟
  - التعريف
  - الخصائص
  - الفوائد
  - المخاطر
  - الموانع
- مكونات الإدارة الاستراتيجية
  - أهمية وضع الرؤية
  - المسح البيئي (Steep, Porter, Supply Chain and SWOT)
  - صياغة الاستراتيجية
  - تنفيذ الاستراتيجية
  - التقييم والرقابة

الجزء الثالث: خريطة الطريق

- التوجه الاستراتيجي
  - كيفية وضع الرؤية والرسالة في الإطار العملي
  - القيم
  - تحديد الأهداف
- التسلسل الهرمي للاستراتيجيات
  - استراتيجيات الشركات
    استراتيجيات عامة
    تحليل المحفظة
  - استراتيجيات الأعمال
  - الاستراتيجيات الوظيفية المختلفة
- الخطط والتقييم
  - خطة العمل
  - بطاقة الأداء المتوازن
  - مؤشرات القياس الرئيسية

الجزء الرابع: لماذا تفشل الاستراتيجيات؟

- الناس والخوف من التغيير
- تبني وإدارة التغيير

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢ وحدة التعليم المستمر

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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التعامل مع التغيير

تنمية المهارات القيادية

265-P26-CA

بقاعات التدريب

٨ ساعات

وصف البرنامج:

تهدف هذه الدورة إلى مساعدة المديرين في التعامل بفعالية مع التغييرات الكبيرة في المنظمة. تهدف الدورة إلى تعزيز قدرتهم على فهم مبادئ التغيير، وتجاوز مراحل التكيف الأولية، والتعرف على ديناميات التغيير، وتطبيق تقنيات إعادة التأطير، وتقدير فوائد التكامل لتحسين الإنتاجية العامة.

إلى من يوجه البرنامج:

تم تصميم هذه الدورة للمديرين المتوسط الذين يواجهون تغييرات كبيرة في منظمتهم ويرغبون في التكيف مع هذه التغييرات لزيادة إنتاجيتهم.

أهداف البرنامج:

- التعرف على مبادئ وعمليات التغيير
- مناقشة أول مرحلتين من التكيف مع التغيير
- التعرف على ديناميات التغيير وخطوات إعادة التأطير
- تعريف التكامل وفوائده

محتويات البرنامج:

الجزء الاول: مقدمة في التغيير

- المبادئ الخمسة الرئيسية للتغيير
- نموذج كيرت لوين للتغيير
- منحنيات التغيير
- العلاقة بين التغيير والذاكرة
- المراحل الستة للتكيف مع التغيير

الجزء الثاني: الفقدان والشك

- المراحل الستة للتكيف مع التغيير
- الخطوة (١) من الفقدان إلى الأمان
- الخطوة (٢) من الشك إلى الواقع
- الأسئلة الأساسية الستة

الجزء الثالث: الاكتشاف (الخطوتان ٣ و٤)

- الخطوة ٣: عدم الراحة مع التحفيز
- إعادة التأطير الذاتي
- الخطوة ٤ الاكتشاف إلى منظور
- تحليل قوة المجال

الجزء الرابع: التكامل (الخطوتان ٥ و٦)

- الخطوة ٥: التعرف على فوائد التغيير
- التأمل في التغيير من خلال الصور
- الخطوة ٦: تجربة التكامل

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٦ وحدات تعليم مستمر

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد

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Managing People

Leadership Development

263-P26-VE

Virtual

14 hours

Course Description:

This course will help the participants to develop the key skills that underpin performance management, focusing on four management fundamentals. It teaches the key management concepts with a fun practice activity in each module to help delegates apply the concepts learned in a fun, interactive manner.

Target Audience:

This course is designed for Managers and Senior levels

Course Objectives:

- Identify the personal qualities and skills of an effective manager/supervisor.
- Recognize the importance of setting clear objectives and instructions to facilitate good performance.
- Understand the principle of MBWA (Management by Walking Around) to check that standards are being maintained through effective performance monitoring.
- Identify ways to motivate staff in the workplace
- Understand the importance of constructive feedback in maintaining performance standards.

Course Outline

Module 1: Introduction What Great Managers Do

Session One: Introduction to Management

- Four Fundamental Questions Employees Need to Answer
- The Four Management Fundamentals
- Kevin Burns' video "How managers must engage their staff"
- Good Practice
- Assignment

Session Two: Manager and Employee Dynamics

- The perfect manager
- The Perfect Employee
- Assignment

Module 2: Setting Direction

Session One: Styles of Leadership

- The Management Cycle
- Leadership Styles: "Situational Leadership"
- Assignment

Session Two: Managing Directions

- Goals and Direction Setting aligned with Vision and Strategy
- SMART goals and making the intangible tangible
- Assignment

Module 3: Monitoring Performance

Session One: Performance Monitoring and Management Techniques

- Monitoring performance against quantifiable objectives
- Monitoring performance against behavioral objectives
- Is It a Training Problem?
- Management by walking around – MBWA
- Assignment

Module 4: Keeping Staff Motivated

Session One: Motivational Theories

- What motivates us?
- Maslow's hierarchy of needs
- Frederick Herzberg's motivational model
- Assignment

Session Two: Motivational Essentials

- Additional examples of motivators and hygiene Factors
- Motivating Others Checklist
- Skill vs Will Matrix
- Assignment

Module 5: Giving Feedback

Session One: Delivering Effective Feedback

- Positive and negative feedback
- BEF formula for constructive
- Assignment

Managing People

Leadership Development

263-P26-VE

Virtual

14 hours

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100"

Upon Successful Completion of this Course, participants will obtain:

1.2 CEUs

Course Language:

English

Prerequisites:

None

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Contemporary Management - Leading in the Modern Business Era

Leadership Development

9181

In-Class

24 hours

Course Description:

This program empowers current and aspiring managers to lead effectively and boost organizational performance using modern frameworks in strategy, change, innovation, and digital transformation.

Target Audience:

- Current & Aspiring Managers
- Department Heads
- Team Leaders
- Professionals are transitioning into leadership roles in banks, corporations, and service organizations.

Course objectives:

- Understand the core functions and evolving role of management in the digital and global economy
- Apply modern tools & approaches in planning, organizing, leading, and controlling (POLC framework)
- Develop skills in decision-making, performance management, and agile leadership

Course Outline:

Module 1: Foundations of Contemporary Management

- Evolution of Management Thinking
- The POLC Framework in a Contemporary Context
- Strategic Thinking & Managerial Decision Making
- Managerial Roles in Modern Organizations

Module 2: People, Performance & Change Management

- Managing and Leading People
- Building High-Performance Teams
- Change Management in Practice
- Managing Performance & Accountability

Module 3: Innovation, Digitalization & Managerial Effectiveness

- Innovation & Creativity in Management
- Digital Transformation and Technology Trends
- Time, Communication & Self-Management

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

AI-Enhanced Leadership & Decision-Making in Banking

Leadership Development

9184

In-Class

12 hours

Course Description:
A highly interactive workshop combining leadership best practices with hands-on use of AI-assisted decision-making simulations. Participants will learn how to integrate human judgment with AI analytics for better outcomes in operational, strategic, and crisis situations.

Target Audience:
Senior and middle managers, branch and department heads, project leaders in banking operations and services.

Course objectives:
- Apply strategic decision-making frameworks in banking contexts.
- Leverage AI tools for scenario analysis and forecasting.

Course Outline:

Module One: Leadership in the AI Era
- The changing role of leadership in banking
- Decision-making frameworks (OODA loop, Cynefin, etc.)
- Introduction to AI decision-support tools
- Activity: AI-driven market scenario simulation

Module Two: Application & Ethical Integration
- Crisis decision-making simulation
- Balancing human intuition and AI recommendations
- Designing ethical AI policies for leadership decisions
- Activity: Team exercise on AI risk assessment in a high-stakes deal

Assessment Strategy:
Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:
N/A

Program language:
- English Material
- Bilingual Delivery

Prerequisites:
None

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Green Human Resource Management

Human Resources

9169

In-Class

16 hours

Course Description:

A Green HRM (Human Resource Management) course emphasizes the integration of environmental factors into HR processes in order to improve organizational sustainability. The course seeks to help participants understand how HR can help create a greener workplace by implementing eco-friendly policies, procedures, and practices. This encompasses recruiting, training, performance management, and employee engagement, all with an emphasis on environmental responsibility.

Target Audience:

This course is intended for HR Professionals Focused on Sustainability.

Course objectives:

By the end of the course, participants will be able to:

- Understand the concept and importance of Green HRM.
- Identify and apply Green HRM practices in various HR functions.
- Analyze and evaluate the effectiveness of Green HRM strategies.
- Recognize the global context and future trends of Green HRM.

Course Outline:

Module 1: Introduction to Green HRM:

- Definition and Concepts: Understanding what Green HRM is, its core principles, and its role in achieving organizational sustainability.
- Importance and Benefits: Exploring the advantages of Green HRM for the environment, the organization, and employees.
- Historical Context: Examining the evolution of Green HRM and its connection to broader sustainability movements.
- Green HRM vs. Traditional HRM: Differentiating between traditional HR practices and those that are specifically designed for a green workplace.

Module 2: Green HRM Practices:

- Green Recruitment and Selection: Exploring how to attract and hire environmentally conscious employees, and assess their green awareness and commitment.
- Green Training and Development: Designing and delivering training programs that promote environmental awareness and sustainable practices among employees.
- Green Performance Management: Developing performance evaluation systems that incorporate environmental performance indicators and reward green behaviors.
- Green Compensation and Benefits: Implementing compensation and benefits packages that encourage and incentivize environmentally responsible actions.
- Green Employee Engagement: Creating a culture of environmental awareness and participation through initiatives like employee resource groups, green challenges, and sustainability committees.
- Green Workplace: Focusing on resource conservation, waste reduction, and promoting a healthy and eco-friendly work environment.
- Green Communication: Utilizing communication strategies to inform and educate employees about the company's green initiatives and encourage their participation.

Module 3: Green HRM in Action:

- Case Studies: Analyzing examples of successful Green HRM implementation in different organizations.
- Best Practices: Identifying and sharing effective strategies and approaches for implementing Green HRM.
- Challenges and Solutions: Addressing the potential obstacles and developing solutions for successful Green HRM implementation.

Module 4: The Future of Green HRM:

- Emerging Trends: Exploring the latest developments and future directions in Green HRM.
- Technological Innovations: Examining how technology can be leveraged to support and enhance Green HRM practices.

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

* EBI's discount policy is not applicable to this program.

Competency-Based Interview - CBI

Human Resources

9284

In-Class

17 hours

Course Description:

The Egyptian Banking Institute (EBI) aims to develop a program for "Competency Based Interview" with the purpose of offering the Egyptian market a competitive local program with international flavor to elevate the skills of HR and experienced professionals on conducting CBIs.

Target Audience:

HR professionals & Managers (mid-level).

Course Objectives:

By the end of the course, participants will be able to:

- Define the foundations of Interview
- Discuss Competency Ordination
- Illustrate the Competency-Based Interview

Course Outlines

Module One: Foundations of Interview

- Competency-Based Versus Traditional Interviewing
- Core Principals
- Benefits and principles of CBI

Module Two: Competency Ordination

- What are competencies?
- Competency alignment with the business and Job requirements

Module Three: Competency-Based Interview

- Interview Process
- Situational Questions
- STAR Method
- Notes Taking
- Evidence Versus Notes
- Probing techniques

Course Duration

- 3 Days - 24 hours
- 09:00 AM – 5:00 PM

Assessment Strategy

- Participation
- Participants will role-play conducting a CBI with an actor and will be observed by a certified assessor. They will also score the role-player & write evidence on their scoring. Later in the day, participants will receive comprehensive feedback on their interviewing skills as well as their scoring & report-writing skills.

Course Language

- Material: English
- Instruction and Explanation: Bilingual (EN/AR)

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

HR Transformative Journey to People & Culture

Human Resources

9173

In-Class

16 hours

Course Description:

The shift to 'People and Culture' is a semantic change that reflects a fundamental shift in philosophy. It is about recognizing that organizations are not merely entities comprised of resources and processes, but intricate ecosystems of individuals with unique needs, talents, and aspirations. 'People and Culture' places emphasis on the human element, acknowledging that the success of any organization hinges on the collective experiences, well-being, and engagement of its workforce.

Target Audience:

This course is intended for HR Directors and Heads of People & Culture.

Course objectives:

By the end of the course, participants will be able to:

- Understand the transformation of HR from HRD to P&C
- Trace the new roles and initiatives under the P&C strategy
- Identify the pillars of change in this transformation

Course Outline:

Module 1: The Awakening – shifting from HRD to P&C

- The P&C Mandates – the Why and How
- Linking culture metrics to revenue/cost
- Culture Diagnosis- R We Ready

Module 2: Building the core P&C Capabilities

- New roles – new competencies
- Culture by Design – engaging people in building the right culture

Module 3: The Transformation – Building Organization Culture

- Future of Work cultures – Gen Z and hybrid collaborations
- Business integration with P&C new strategies
- Building your P&C blueprint

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

Future-Ready Growth: Agility, Purpose & AI Fluency

Skills for Success

9197

In-Class

8 hours

Course Description:

This course prepares banking professionals to thrive in a fast-changing environment by combining technological fluency with a growth-oriented mindset. Participants will understand how AI and digital tools reshaping banking are while developing resilience, agility, and purpose-driven approaches to their professional journey. Through interactive scenarios and reflective practices, they will gain the skills to embrace change, overcome challenges, and lead with confidence and meaning.

Target Audience:

- Mid- to senior-level bankers, emerging leaders, and professionals navigating industry transformation who seek a more balanced, impactful, and fulfilling career path.

Course objectives:

- Explain how AI and emerging digital tools are shaping the future of banking and influencing professional growth.
- Summarize how adopting a growth mindset and resilience strategies can foster agility and purpose in navigating professional challenges.

Course Outline:

Module one – Growth, Agility & Purpose (I + S)

- Tech-Enhanced Banking & AI Fluency (Intellectual Wellbeing).
- Demystifying AI, digital tools, and future banking trends.
- Developing a proactive, learning-centered mindset.

Module2: Growth Mindset & Resilience (Intellectual + Spiritual Wellbeing)

- Embracing challenges, learning from failure.
- Finding purpose and meaning in professional evolution.
- Growth challenge scenarios + inner compass reflection.

Assessment Strategy:

Participants will be informally assessed based on their class participation and/or group exercises

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

English

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

إدارة الوقت

تطوير المهارات الشخصية

304-P26-CA

بقاعات التدريب

٨ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لجميع أعضاء المنظمة الذين يسعون لإدارة الوقت بفعالية من خلال استخدام أدوات وتقنيات واستراتيجيات تحديد الأهداف متنوعة. سيكتسب المشاركون القدرة على التحكم في جداولهم وتفاعلاتهم، مما يعزز الإنتاجية في مكان العمل.

إلى من يوجه البرنامج:

تم تصميم هذا البرنامج لجميع موظفي المنظمة، وخاصة الموظفين من المستوى المبتدئ الذين يسعون لتعزيز مهارات إدارة الوقت وتحسين الكفاءة والفعالية العامة في العمل والحياة.

أهداف البرنامج:

- تطبيق تقنيات إدارة الوقت بفعالية
- استخدام طرق متنوعة لإدارة الوقت في العمل
- تطبيق التفويض والرفض الحازم وإدارة الضغط بثقة

محتويات البرنامج:

الجزء الأول: إدارة حياتك

- تحديد الأهداف
- وضع أهداف وفقًا لمعايير صياغة الأهداف (SMART)
- التخطيط والجدولة
- تقييم الأولويات
- تحليل خريطتك الزمنية
- ما هو التسويف؟

الجزء الثاني: إدارة بيئة عملك

- تحديد لصوص الوقت
- التعامل مع البريد الإلكتروني
- إدارة الاجتماعات بفعالية
- التنظيم والترتيب
- التعامل مع الأعمال الورقية

الجزء الثالث: إدارة علاقاتك

- مهارة التفويض
- مهارة الرفض
- إدارة التوتر بفعالية

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠٫٦ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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Business Etiquette

Skills for Success

290-P26-CE

In-Class

8 hours

Course Description:

This course is tailored for employees with one to three years of experience and newcomers. Participants will identify effective meeting practices, seating tips, and telephone etiquette fundamentals. Additionally, they will choose appropriate workplace attire and apply various tips and tricks in managing formal dining situations. This will influence their professional and business conduct positively.

Target Audience:

This course is designed for employees with 1 to 3 years of experience, as well as newcomers seeking to excel in business etiquette and master professional conduct.

Course Objectives:

- Identify effective meeting and seating practices.
- Apply telephone skills to create positive impressions effectively.
- Choose appropriate workplace attire.
- Demonstrate proficiency in observing proper etiquette, protocol, and manners during formal business dining events.

Course Outline

Module 1: Business Meetings Etiquette

- Meetings and Their Importance
  - Are meetings a waste of time?
  - General business meetings etiquette guidelines
  - Arriving early and arriving late
- Seating etiquette considerations

Module 2: Telephone Etiquette

- Adequate preparations before making a call
- Telephone etiquette and protocol considerations within a business setting
- Basic telephone etiquette

Module 3: Business Attire

- The importance of proper business attire
- Proper business attire for women
- Proper business attire for men
- What is "Business Casual?"

Module 4: Business Dining Etiquette

- Business meal pre-planning arrangements
- The seating dilemma
- The ordering dilemma
- Handling formal dining mishaps

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English.

Prerequisites:

None

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Integrated Marketing Communication – Crafting Unified Brand Messages

Sales, Marketing, and Customer Care

9192

In-Class

16 hours

Course Description:

This program enables marketing and communication professionals to develop integrated marketing communication strategies, design creative messages, and plan multi-channel campaigns through practical frameworks, digital and traditional tools, and a hands-on group workshop, ensuring effective brand communication and measurable impact.

Target Audience:

Marketing and communication managers, brand managers, product officers, digital marketers, PR professionals, and anyone involved in customer communication strategy.

Course objectives:

By the end of the course, participants will be able to:

- Understand the strategic role of integrated marketing communication (IMC).
- Develop, execute, and evaluate IMC campaigns aligned with brand strategy.

Course Outline:

Module 1: Foundations and Tools of IMC

- Introduction to IMC – Strategy and Purpose
- IMC Planning Framework
- The Communication Mix – Traditional Tools
- Digital Communication Tools in IMC

Module 2: Designing, Executing, and Evaluating IMC Campaigns

- Message Strategy & Creative Development
- Channel Integration & Media Planning
- Measuring IMC Effectiveness
- Final Group Workshop – IMC Campaign Development

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

English

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

Certified SME Practitioner – Level 1

Small and Medium Enterprises

9718-P26-CE

Blended
(In-Class / E-learning)

221 hours

Course Description:

This certificate is designed to provide a practitioner training to banking experts catering to the financial needs of small and medium enterprises. This certificate enables bankers to get acquainted with the learning process by empowering participants to think broadly, manage globally and compete strategically. This certificate focuses on all aspects of Banking Credit whether short-term, medium-term or long-term, it also enables them to understand lending techniques for effective credit decisions.

Target Audience:

Entry-level staff who are currently in or potentially suited for SME responsibilities in banks, financial institutions, and companies.

Course Objectives:

- Understand the main principles of accounting.
- Understand the SME finance sector in Egypt.
- Understand the breadth and width of financial products that can be proposed to SMEs.
- Explain how to conduct financial and non-financial assessments of SMEs, analyze risks, and employ strategies to mitigate them.
- Understand the principles of financial statements analysis prepare balance sheets, income statements and cash flow projections, and be fully capable to analyze them, including with the use of a range of financial ratios.
- Understand how to analyze cash flow statement.
- Understand the SME facility structure and it's main components.
- Understand the Loan Portfolio Management & Monitoring and Non-Performing Loans.
- Create an appropriate credit report to the credit committee, which include facilities structure and recommendation.
- Justify the essential principles of trade finance.
- Understand and be aware of the legal aspects of credit and credit facilities
- Understand how AI is used in banking and how to engage effectively.
- Explain Sustainability.

Course Outline:

Module 0: Accountancy (In-class)

- Introduction and the needs for Financial Statements.
- The Income Statement – Profit and Loss.
- The Balance Sheets.
- The layout of a balance sheet.
- Depreciation and it's methods.
- Double Entry Book-keeping.

Module 1: Macro context of SME Lending (In-class)

- Key functions of a modern banking system.
- Money definition and function.
- Money Supply.
- Role and function of commercial banks.
- Main features of the banking system in Egypt.
- Definition of SMEs.
- SMEs as customers of financial institutions.

Module 2: Responding to SME Customer Needs (In-class)

- Products and services to SMEs.
- Relationship banking.
- SME customers.
- Risks of the cash conversion cycle.
- Cash-flow lending for SMEs.
- Lending rationales for SMEs.
- Structure of facilities.
- Eighteen credit principles.
- Matching products to the client's needs.
- Segmentation.
- Non-credit products.
- Types of bank products for financing SME clients.
- Relationship skills.
- Sales cycle.
- Listening skills.
- Cross sales techniques.

Certified SME Practitioner – Level 1

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Small and Medium Enterprises

9718-P26-CE

Blended
(In-Class / E-learning)

221 hours

Module 3: SME Client Assessment (In-class)

- Specifics of SMEs.
- Client needs.
- Business cycle.
- Sector / product lifecycle.
- SME business risks.
- The main SME risks.
- Useful lending acronyms.
- Non-financial analysis.
- Management skills – SME businesses.
- Business sector risks.
- Products and markets strategies.
- Verification of clients' information.
- Know your customer (KYC).

Module 4: SME Credit Analysis: Understanding Financial Statements (In-class)

- Analysis and assessment of financial statements.
- Ratio analysis with applications.
- The cash conversion cycle, CCC.
- Break-even point, BEP analysis, with applications.
- Verifying financial information model.
- Sales and inventory cross-check.
- Spreading financial statements.

Module 5: SME Credit Analysis: Cash-flow Analysis (In-class)

- Preparing and analyzing cash-flow statements.
- Preparing financial forecasts.
- Assessing financial forecasts.
- Assessing investment projects.
- SME credit products.

Module 6: SME Facility Structure (In-class)

- Various types of credit facilities (direct / indirect).
- The main components of facility structure.
- The 3W's model and the expected loss equation.
- Internal triggers & early warning signals.

Module 7: Post disbursement of loans (In-class)

- Loan portfolio management and monitoring.
- Analyzing warning signs.
- Non-performing loans, NPL.
- Insolvency and bankruptcy proceedings.
- Credit portfolio management with application.

Module 8: Credit Report (In-class)

- Main principles of effective report writing.
- Structuring the credit report.

Module 9: Trade Finance (In-class)

- Shipping documents.
- Documentary collections.
- Documentary credits.
- Classification of documentary credits.

Module 10: Legal (In-class)

- Introduction on the general legal principles.
- Legal aspects of credit, financing and credit facilities.
- Bank Guarantees and collaterals.
- Types of companies.

Module 11: AI in Banking (E-learning)

What is AI?

- AI Definition
- Types of AI
- Real-life examples

Why AI in Banking

- Reasons to adopt AI in the banking sector

AI Use Cases in Banking

- AI Use Cases in Banking

AI's Capabilities and Limitations

What AI Can Do

What AI Cannot Do

Certified SME Practitioner – Level 1

Small and Medium Enterprises

9718-P26-CE

Blended
(In-Class / E-learning)

221 hours

Challenges and Risks
- Challenges and Risks
- How to handle these challenges

How to Get Ready for AI in Banking
- Steps to Get Ready for AI in Banking

Conclusion

Module 12: Sustainability & Sustainable Finance (E-learning)
- Sustainability
- ESG
- Environmental
- Social
- Governance
- Highlight Physical risks:
  - On the environmental level:
  - On the social level
  - On the governance level
- The current efforts
- The national efforts on ESG
- The role of the banking sector in ESG
- Personal tips that support Sustainability

Trial Desk.

Final Desk.

Final Exam.

Assessment Strategy:

Participants will be assessed based on the following:
- Participants must achieve 60% in the Accounting module exam, to continue attending the certificate.
- 60% cut-off score to attain a certificate of completion.
- 60% cut-off score in the Final exam (Frankfurt School Exam).
- 70% cut-off score in Final desk.
- 60% average cut-off score in the Post Exams.

Weights in the certificate:
- Final Exam – 60%.
- Final Desk – 25%.
- Post Exams – 10%.
- participation – 5%.

Final Desk: (Real Case Studies): Each participant will be assigned to analyze a real case study. A desk taker will discuss participant's findings and will be graded based on the participant's analytical and presentation skills.

Post Exams: Distributed on 5 exams during the certificate.

Upon Successful Completion of this Course, participants will obtain:
This course entitles participants to obtain 18 CEUs.

Course Language:
English.

Prerequisites:
NA.

This program entitles you to attend: Certified SME Professional - Level 2.

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شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

ACCREDITED BY ACCET A Partnership for Quality®

البنك المركزي المصري المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج (تعلم عن بعد / تعلم الكتروني)

٢٢١ ساعة

وصف البرنامج:

تم تصميم هذه الشهادة لتوفير تدريب عملي للمصرفيين الذين يتعاملون مع الاحتياجات المالية للمشروعات الصغيرة والمتوسطة. حيث تمكنهم هذه الشهادة من التفكير على نطاق واسع والتعرف على الإدارة العالمية والمنافسة بشكل استراتيجي. وتركز هذه الشهادة على جميع جوانب الائتمان المصرفي سواء كانت قصيرة الأجل أو متوسطة الأجل أو طويلة الأجل، كما أنها تمكنهم من فهم تقنيات الإقراض لاتخاذ قرارات ائتمانية فعالة.

إلى من يوجه البرنامج:

توجه هذه الشهادة إلى المصرفيون الجدد العاملين او الذين يرغبون في العمل في قطاع المشروعات الصغيرة والمتوسطة بالبنوك والمؤسسات المالية والشركات.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- فهم المبادئ الأساسية للمحاسبة.
- فهم قطاع تمويل المشروعات الصغيرة والمتوسطة في مصر.
- فهم اتساع وعرض المنتجات المالية التي يمكن اقتراحها على المشروعات الصغيرة والمتوسطة.
- شرح كيفية إجراء التقييمات المالية وغير المالية المشروعات الصغيرة والمتوسطة، وتحليل المخاطر، واستخدام استراتيجيات للتخفيف منها.
- فهم مبادئ تحليل البيانات المالية إعداد الميزانيات العمومية وبيانات الدخل وتوقعات التدفق النقدي، وتكون قادرة تماما على تحليلها، بما في ذلك باستخدام مجموعة من النسب المالية.
- فهم كيفية تحليل بيان التدفق النقدي.
- فهم هيكل التسهيلات الائتمانية للشركات الصغيرة والمتوسطة ومكوناته الاساسية.
- فهم إدارة محفظة القروض ومراقبتها والقروض المتعثرة.
- إنشاء تقرير ائتماني مناسب للجنة الائتمان، والذي يتضمن هيكل التسهيلات والتوصية.
- شرح المبادئ الأساسية لتمويل التجارة.
- فهم وإدراك الجوانب القانونية للتسهيلات الائتمانية والتمويل.
- تعزيز فهم مبادئ الاستدامة وتطبيقاتها في القطاع المالي.

محتويات البرنامج:

الجزء صفر: المحاسبة (تعلم عن بعد)

المحاضرة الأولى: البيانات المالية

- التعريفات المحاسبية.
- الدورة المحاسبية.
- المعادلة المحاسبية الأساسية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: تحليل بيان الدخل

- خصائص بيان الدخل.
- محتويات بيان الدخل.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: تحليل بيان الميزانية العمومية

- معلومات بخصوص الميزانية العمومية.
- هيكل الميزانية العمومية.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: مصطلحات الميزانية العمومية

- هيكل الميزانية العمومية.
- تدريبات.
- مصطلحات المحاسبة الرئيسية.
- تكليف خارجي.

المحاضرة الخامسة: الاهلاك الجزء الأول

- الاستهلاك.
- طرق الاستهلاك.
- تدريبات.
- طريقة القسط الثابت والرصيد المتناقص.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

ACCREDITED BY ACCET A Partnership for Quality®

المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج (تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

المحاضرة السادسة: الاهلاك الجزء الثاني
- طرق الاستهلاك.
- تدريبات.
- طريقة القسط الثابت والرصيد المتناقص.
- التدفقات النقدية.
- تدريبات.
- تأثير التدفقات النقدية على الميزانية العمومية.
- بيان التدفقات النقدية.
- مصطلحات المحاسبة الرئيسية.
- تدريبات.

المحاضرة السابعة: المخزون الجزء الأول
- تقييم المخزون.
- تدريبات.
- تكليف خارجي.

المحاضرة الثامنة: المخزون الجزء الثاني
- تقييم الاصول.
- تقييم المخزون.
- الارباح والخسائر.
- السيولة.
- الدورة المحاسبية.
- تحليل المعاملات.
- مسك الدفاتر ذات القيد المزدوج.
- تدريبات.
- تكليف خارجي.

الجزء الأول: السياق الكلي لإقراض المشروعات الصغيرة والمتوسطة (تعلم عن بعد)

المحاضرة الأولى: المهام الرئيسية للنظام المصرفي الحديث
- النظام المصرفي الحديث.
- تعريف النقود ووظائفها.
- المعروض النقدي.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: دور البنوك ووظيفتها
- دور البنوك التجارية ووظيفتها.
- الدور الرئيسي للبنوك ووظائفها في مصر.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: تعريف المشروعات الصغيرة والمتوسطة
- تعريف الشركات الصغيرة والمتوسطة.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: الشركات الصغيرة والمتوسطة كعملاء للمؤسسات المالية.
- أهمية المشروعات الصغيرة والمتوسطة للاقتصاد الوطني.
- التحديات التي تواجهها المشروعات الصغيرة والمتوسطة في مصر.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: دورة حياة الشركات الصغيرة والمتوسطة
- دورة حياة المشروعات الصغيرة والمتوسطة.
- تدريبات.
- تكليف خارجي.

الجزء الثاني: تلبية باحتياجات المشروعات الصغيرة والمتوسطة (تعلم عن بعد)

المحاضرة الأولى: أنواع المنتجات لعملاء الشركات الصغيرة والمتوسطة
- منتجات وخدمات المشروعات الصغيرة والمتوسطة.
- العلاقات المصرفية.
- عملاء المشروعات الصغيرة والمتوسطة.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: أسباب الإقراض (الجزء الأول).
- مخاطر دورة التحويل النقدي.
- المشروعات الصغيرة والمتوسطة كعملاء للمؤسسات المالية.
- المبادئ الثمانية عشر للائتمان.
- تدريبات.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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البنك المركزي المصري
المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج
(تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

المحاضرة الثالثة: أسباب الإقراض (الجزء الثاني).
- المبادئ الثمانية عشر للائتمان.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: اساليب التمويل
- تصميم المنتجات التي تلبى احتياجات العميل.
- تقسيم قطاعات عملاء.
- المنتجات غير الائتمانية.
- المنتجات والخدمات المصرفية الموجهة إلى المشروعات الصغيرة والمتوسطة.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: مهارات العلاقات لموظفي الشركات الصغيرة والمتوسطة
- مهارات العلاقات.
- دورة المبيعات.
- مهارات الاستماع.
- تقنيات البيع المتقاطع.
- تدريبات.
- تكليف خارجي.

المحاضرة السادسة: البيع المتقاطع

تقنيات البيع المتقاطع.

تدريبات.

تكليف خارجي.

الجزء الثالث: تقييم العملاء من المشروعات الصغيرة والمتوسطة (تعلم عن بعد)

المحاضرة الاولى: خصائص المؤسسات الصغيرة والمتوسطة.
- تدريبات.
- احتياجات العميل.
- دورة الأعمال.
- دورة حياة الصناعة أو المنتج.
- تدريبات.

المحاضرة الثانية: فهم مخاطر الأعمال المشروعات الصغيرة والمتوسطة (الجزء الأول)
- مخاطر الأعمال المشروعات الصغيرة والمتوسطة.
- تدريبات.
- المخاطر الرئيسية للمشروعات الصغيرة والمتوسطة.
- تكليف خارجي.

المحاضرة الثالثة: فهم مخاطر الأعمال المشروعات الصغيرة والمتوسطة (الجزء الثاني)
- تدريبات.
- اختصارات الإقراض الناجحة.
- التحليلات غير المالية.
- تكليف خارجي.

المحاضرة الرابعة: فهم مخاطر الأعمال المشروعات الصغيرة والمتوسطة (الجزء الثالث)
- التحليلات غير المالية.
- مهارات الإدارة – المشروعات الصغيرة والمتوسطة.
- مخاطر قطاع الأعمال.
- استراتيجيات المنتجات والأسواق.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: أفضل ممارسات لتقييم مخاطر المشروعات الصغيرة والمتوسطة
- أفضل ١٠ ممارسات لتقييم مخاطر المشروعات الصغيرة والمتوسطة.
- تدريبات.
- تكليف خارجي.

المحاضرة السادس: (KYC) وكيفية التحقق من صحة معلومات العميل
- اعرف عميلك (KYC).
- التحقق من صحة معلومات العميل.
- تدريبات.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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البنك المركزي المصري
المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج
(تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

الجزء الرابع: تحليل المنتجات الائتمانية للمشروعات الصغيرة والمتوسطة–
دراسة القوائم المالية (تعلم عن بعد)

المحاضرة الأولى: الميزانيات العمومية – الجزء الأول
- تمرين.
- فهم الميزانية العمومية.
- تكليف خارجي.

المحاضرة الثانية: الميزانيات العمومية – الجزء الثاني
- فهم الميزانية العمومية.
- تمرين.
- تكليف خارجي.

المحاضرة الثالثة النسب المالية (الجزء الأول)
- المعدلات المالية وتقديراتها.
- دورت الاعمال.
- السيولة ورأس المال العامل.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: النسب المالية (الجزء الثاني)
- رأس المال العامل.
- معدلات الأرباح.
- معدلات العائد.
- معدلات الرافعة البنكية والملاءة المالية.
- تدريب.
- توقيت وشروط الاعتراف بالإيرادات.

المحاضرة الخامسة: إدارة رأس المال العامل
- إدارة رأس المال العامل.
- الجدول الزمني – دورة رأس المال العامل.
- متطلبات احتساب رأس المال العامل.
- تدريبات.
- تكليف خارجي.

المحاضرة السادسة: صافي رأس المال العامل
- متطلبات الزيادة في صافي رأس المال العامل.
- ملامح بند التدفقات النقدية.
- قوائم التدفقات النقدية.
- مثال على أثر نمو المبيعات على رأس المال العامل.
- تدريبات.
- تكليف خارجي.

المحاضرة السابعة: تحليل نقطة التعادل– الجزء الاول
- استخدامات تحليل نقطة التعادل.
- تدريبات.
- تكليف خارجي.

المحاضرة الثامنة: تحليل نقطة التعادل– الجزء الثاني
- استخدامات تحليل نقطة التعادل.
- هوامش السلامة.
- تدريبات.
- تكليف خارجي.

المحاضرة التاسعة: التحقق من المعلومات المالية (الجزء الأول)
- موثوقية القوائم المالية.
- تدريبات.
- التدقيق المزدوج.
- تدريبات.
- تكليف خارجي.

المحاضرة العاشرة: التحقق من المعلومات المالية (الجزء الثاني)
- التدقيق المزدوج.
- المبيعات والحسابات المدينة.
- التدقيق المزدوج لحقوق الملكية.
- تدريبات.
- تكليف خارجي.

المحاضرة الحادي عشر: توزيع القوائم المالية
- تعريف توزيع القوائم المالية.
- أنواع تقارير المراجعة.
- خطوات التحليل المالي.
- جانب الأصول.
- جانب الخصوم.
- تدريبات.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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البنك المركزي المصري
المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج
(تعلم عن بعد /
تعلم الكترونى)

٢٢١ ساعة

المحاضرة الثانية عشر: حالة عملية
- حالة عملية.

الجزء الخامس: تحليل المنتجات الائتمانية للمشروعات الصغيرة والمتوسطة– تحليل التدفقات النقدية (تعلم عن بعد)

المحاضرة الأولى: تحليل قائمة الدخل
- إدارة النقد.
- اعداد توقعات التدفقات النقدية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: إعداد التوقعات المالية (الميزانيات)
- تعريف التوقعات.
- مثال لإعداد للتوقعات المالية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: إعداد التوقعات المالية (تطبيق)
- بيان التدفقات النقدية.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: إعداد وتحليل قوائم التدفق النقدي (مقدمة)
- التغيرات في النقد.
- التحركات في النقد.
- التدفقات النقدية للأنشطة.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: إعداد وتحليل قوائم التدفق النقدي (مقاييس التدفق النقدي)
- التدفقات النقدية للأنشطة التشغيلية.
- النقد المعادل.
- تدريبات.
- تكليف خارجي.

المحاضرة السادسة: تقييم التوقعات المالية (اختبار الافتراضات)
- توقعات التدفقات النقدية.
- اختبار الافتراضات.
- تدريبات.
- تكليف خارجي.

المحاضرة السابعة: تقييم التوقعات المالية (تحليل انحراف الميزانية)
- اختبار الافتراضات.
- تدريبات.
- تكليف خارجي.

المحاضرة الثامنة: تقييم التوقعات المالية (تطبيق)
- تقييم المشروع.
- تصنيف المخاطر.
- تدريبات.
- تكليف خارجي.

المحاضرة التاسعة: مشاريع الاستثمار (تقييم المشاريع)
- مخاطر التشغيل.
- الأسباب الرئيسية لإخفاق المشروعات.
- تمويل المشروع.
- طرق التقييم المالي.
- تدريبات.
- تكليف خارجي.

المحاضرة العاشرة: مشاريع الاستثمار (فترة الاسترداد)
- تدريب.
- صافي القيمة الحالية.

المحاضرة الحادية عشر: منتجات المشروعات الصغيرة والمتوسطة
- مفهوم عملية التخصيم.
- خطاب الائتمان.
- تمويل سلسلة القيمة.
- تدريبات.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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المشروعات الصغيرة والمتوسطة

9721-P26-VA

تعلم مدمج (تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

الجزء السادس: التسهيلات الائتمانية للمشروعات الصغيرة والمتوسطة (تعلم عن بعد)

المحاضرة الأولى: أنواع التسهيلات الائتمانية – الجزء الاول
- المعايير الخمسة لمنح الائتمان (5C).
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: أنواع التسهيلات الائتمانية – الجزء الثاني
- الخصائص الخاصة بخط الائتمان المتجدد.
- القروض لأجل.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: تعريفات هامه
- تعريف صحيفة الشروط.
- تعريف نوع التسهيلات.
- تعريف مدة التسهيلات.
- تعريف آلية السداد.
- التسعير.
- دعم التسهيلات أو مصدر عملية السداد.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: التعهدات التسهيلات الائتمانية
- التعهدات المالية.
- التعهدات غير المالية.
- التعهدات الإيجابية.
- التعهدات السلبية.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: نموذج تسهيلات الائتمان والمحفزات
- النموذج الثلاثي (3W).
- هيكل المعاملة.
- المحفزات الداخلية.
- تدريبات.
- تكليف خارجي.

الجزء السابع: مرحلة ما بعد صرف القروض (تعلم عن بعد)

المحاضرة الأولى: إدارة ومراقبة محفظة القروض
- إدارة ومتابعة محفظة القروض.
- مراحل للإدارة الناجحة لمخاطر الائتمان.
- القروض المتعثرة.
- اعداد التقارير ونظم معلومات الإدارة.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: الإنذار المبكر
- أسباب فشل الشركات.
- الإشارات التحذيرية من خلال تحليل التدفقات النقدية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: القروض المتعثرة
- تحول مسار الشركة.
- روافع الأرباح.
- روافع التدفقات النقدية.
- خريطة مراحل القروض المتعثرة.
- حالات التعثر والإفلاس.
- تدريبات.
- تكليف خارجي.

المحاضرة الرابعة: إجراءات الإفلاس والتعثر
- أنواع التصفية.
- مراحل الإفلاس.
- اجراءات الإفلاس.
- محفظة الائتمان.
- تدريبات.
- تكليف خارجي.

المحاضرة الخامسة: إدارة محفظة القروض
- مصادر رئيسية لمخاطر المحفظة.
- مصفوفة تحليل تأثير المخاطر.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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تعلم مدمج (تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

- أنظمة التصنيف.
- إدارة المحفظة.
- خريطة الإجراءات الخاصة بالقروض المتعثرة.
- تدريبات.
- تكليف خارجي.

الجزء الثامن: التقارير الائتمانية (تعلم عن بعد)

المحاضرة الأولى: مبادئ الكتابة الواضحة.

- المبادئ الرئيسية لإعداد التقارير المالية الفعالة.
- مكونات التقارير الائتمانية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثانية: نموذج تقرير الائتمان (الجزء الأول)

- تقارير الائتمان (ا): –
- مقدمة – تفاصيل الشركة.
- هيكل المرافق.
- تحليل هيكل الإدارة.
- تحليل الربحية.
- تدريبات.
- تكليف خارجي.

المحاضرة الثالثة: نموذج تقرير الائتمان (الجزء الثاني)

- تقارير الائتمان (ا): –
- تحليل القوائم المالية.
- تحليل التدفق النقدي.
- التوقعات.
- تحليل الوضع الاقتصادي.
- تحليل القطاع.
- تحليل المخاطر.
- تدريبات.
- تكليف خارجي.

الجزء التاسع: تمويل المعاملات التجارية (تعلم عن بعد)

المحاضرة الاولى: مستندات الشحن

- تمرين.
- الفاتورة التجارية.
- قائمة التعبئة/الوزن.
- مستند الشحن.
- مستند التأمين.
- شهادة المنشأ.
- شهادات الفحص.
- الشهادات الصحية.
- مستندات أخرى.
- الكمبيالة.
- تكليف خارجي.

المحاضرة الثانية: أدوات الدفع الدولية

- تمرين.
- الدفعة المقدمة.
- الحساب المفتوح.

المحاضرة الثالثة: أدوات الدفع الدولية

- الاعتمادات المستندية.
- دورة حياة الاعتماد المستندي.
- تدريبات.
- تكليف خارجي.

الجزء العاشر: التطبيقات القانونية (تعلم عن بعد)

المحاضرة الاولى: الجوانب القانونية للائتمان والتمويل والتسهيلات الائتمانية – الجزء الأول

- الجوانب القانونية للائتمان.
- مفهوم الائتمان فى أحكام القضاء.
- خصائص القرار الائتماني.
- تدريبات.
- تكليف خارجي.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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تعلم مدمج (تعلم عن بعد / تعلم الكترونى)

٢٢١ ساعة

المحاضرة الثانية: الجوانب القانونية للائتمان والتمويل والتسهيلات الائتمانية – الجزء الثاني

- ضوابط منح التسهيلات الائتمانية والقروض.
- السياسة الائتمانية.
- تدريبات.

المحاضرة الثالثة: الضمانات وأنواع الشركات

- الضمانات المصرفية.
- تدريبات.
- أنواع الشركات.
- تكليف خارجي.

الجزء الحادي عشر: الاستدامة (تعلم الالكتروني)

الاستدامة والتنمية المستدامة

- تعريف التنمية المستدامة
- أهداف التنمية المستدامة٢٠٣٠
- الاستدامة و المسئولية المجتمعية
- تعريف التمويل المستدام
- محركات التمويل المستدام

الصيرفة الخضراء: المفهوم والأهداف والأهمية والمنتجات

- سرد معايير البيئة والمجتمع والحوكمة ((ESG
- العلاقة بين SDGs, ESG, والتمويل المستدام
- مبادرة التقارير العالمية GRI

التمويل المستدام

- مبادئ الصيرفة المسئولة
- الصيرفة الخضراء والرقمية
- أهداف الصيرف الخضراء
- الخدمات المصرفية المستدامة
- مفهوم التمويل الأخضر
- المجالات صديقة البيئة

المبادرات العالمية وجهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة

- جهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة في القطاع المصرفي

حالة عملية تجريبيه.

حالة عملية نهائية.

اختبار نهائى.

استراتيجية التقييم:

سيتم تقييم المشاركين بناءً على ما يلي:

- يجب على المشاركين الحصول على نسبة ٦٠٪ في امتحان المحاسبة لمواصلة حضور الشهادة.
- يجب أن يجتاز المتدربين نسبة النجاح وهي ٦٠٪ للحصول على شهادة اجتياز.
- ٦٠٪ نسبة النجاح في الامتحان النهائي (اختبار مدرسة فرانكفورت).
- ٧٠٪ نسبة النجاح في الحالة النهائية.
- ٦٠٪ نسبة النجاح في الاختبارات خلال الشهادة.

الوزن النسبي للدراجات بالشهادة:

- الاختبار النهائي – ٦٠٪.
- الحالة العملية النهائية – ٢٥٪.
- الاختبارات خلال الشهادة – ١٠٪.
- تكليفات خارجيه ٥ ٪.

الحالة النهائية: (دراسات حالة حقيقية): سيتم تكليف كل مشارك بتحليل حالة عملية حقيقية. والتي سيتم تقديمها وعرضها على خبير مصرفي في المشروعات الصغيرة والمتوسطة وسيتم تقيمهم بناءً على مهارات المشارك في التحليل والعرض التقديمي.

الامتحانات بين الاجزاء: توزع على ٥ اختبارات خلال الشهادة.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ٢٠ وحدات تعليم مستمر (تمنح على حسب الساعات الفعلية للمحاضرات التفاعلية).

اللغة المستخدمة:

العربية.

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إدارة الديون غير المنتظمة لعملاء المشروعات الصغيرة والمتوسطة

المشروعات الصغيرة والمتوسطة

786-P26-BA

تعلم مدمج

١٦,٢٠ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج للعاملين في مجال ائتمان المشروعات الصغيرة والمتوسطة وخاصة في مجال معالجة الديون غير المنتظمة وإعادة هيكلته ليتعرفوا على مفاهيم التعثر واسبابه، وكيفية إدارة ملفات العملاء وعمليات التفاوض مع العملاء الغير المنتظمين بشكل فعال واحترافي للحفاظ على العلاقات وتحصيل الديون المستحقة، بالإضافة إلى تحديد أدوات معالجة الديون وكيفية اختيار البدائل الأنسب في كل حالة عن طريق تفاعل المتدربين ومشاركتهم في التدريبات الجماعية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج للعاملين في مجال ائتمان المشروعات الصغيرة والمتوسطة وخاصة في مجال معالجة الديون غير المنتظمة وإعادة هيكلتها.

أهداف البرنامج:

- التعرف على مفاهيم التعثر (أسبابه ومؤشراته) وأسس تصنيف الديون والاحتساب.
- التعرف على إدارة الديون غير المنتظمة لعملاء المشروعات الصغيرة والمتوسطة وكيفية إدارة ملف العميل غير المنتظم وإدارة عملية التفاوض مع العملاء غير المنتظمين ودور مدير العلاقة.
- تحديد أدوات معالجة الديون غير المنتظمة (البدائل والتحديات).

محتويات البرنامج:

الجزء الأول: التعرف على مفاهيم التعثر (أسبابه ومؤشراته) وأسس تصنيف الديون والاحتساب (تعلم إلكتروني)

- مفهوم التعثر.
- مفهوم الديون غير المنتظمة.
- الفرق بين التعثر والتهميش.
- أسس تصنيف الجدارة الائتمانية وفقا والبنك المركزي المصري.
- مفهوم خسائر الاضمحلال.
- أسس احتساب مخصص خسائر الاضمحلال.
- أسباب تعثر المشروعات الصغيرة والمتوسطة.
- مقدمات وعلامات التعثر الكمية والنوعية.
- امثلة لمؤشرات الإنذار المبكر للتعثر.

الجزء الثاني: التعرف على إدارة الديون غير المنتظمة لعملاء المشروعات الصغيرة والمتوسطة وكيفية إدارة ملف العميل غير المنتظم وإدارة عملية التفاوض مع العملاء غير المنتظمين :

- أهمية إدارة الديون غير المنتظمة.
- نطاق عمل واختصاص إدارة الديون غير المنتظمة.
- المهام الرئيسية لإدارة الديون غير المنتظمة.
- أهمية توقيت استلام ملف العميل فور التهميش.
- المستندات الرئيسية المطلوبة في ملف العميل غير المنتظم.
- أهم خطوات فحص ملف الائتماني لعميل غير منتظم.
- مراحل إدارة ملف عميل غير منتظم.
- أهمية عملية إعادة التفاوض.
- مفهوم التفاوض ومفهوم المساومة.
- مكونات ومراحل إعادة التفاوض.
- المهارات الشخصية المطلوبة للمفاوض.
- محددات النجاح في عملية التفاوض.
- أهمية إدارة العلاقة مع العملاء غير المنتظمين.
- الهدف من إدارة العلاقة.
- أهم مهارات مدير العلاقة الجيد.

الجزء الثالث: أدوات معالجة الديون غير المنتظمة (البدائل والتحديات)

- أساليب معالجة الديون غير المنتظمة.
- الأدوات التقليدية والغير التقليدية الرئيسية لمعالجة الديون غير المنتظمة.
- آلية اختيار البديل الأنسب لمعالجة المديونية.
- مفهوم الضمانة.
- معايير جودة الضمانات.
- أنواع الضمانات.
- أنواع الرهون.
- آلية اختيار الضمانة المناسبة.
- إدارة العلاقة مع شركات الضمان والتحصيلات والإدارة القانونية وغيرها.
- توجيهات البنك المركزي بشأن العملاء المتعثرين والتحديات المفروضة امام البنوك

786-P26-BA

تعلم مدمج

١٦,٢٠ ساعة

المصرية.

استراتيجية التقييم:

- يجب على كل مشارك الحصول على درجة نجاح بنسبة ٦٠٪.
- الجزء الأول: التعلم الالكتروني: حصول المشارك على درجة ٥٠٪ من الاختبار القصير بنهاية الجزء وعدد محاولات الإعادة ٣ مرات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ١,٤ وحدات تعليم مستمر

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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البنك المركزي المصري
المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9722-P26-CA

تعلم مدمج
(بقاعات التدريب / تعلم الكترونى)

٢٢١ ساعة

وصف البرنامج:

تم تصميم هذه الشهادة لتوفير تدريب عملي للمصرفيين الذين يتعاملون مع الاحتياجات المالية للمشروعات الصغيرة والمتوسطة. حيث تمكنهم هذه الشهادة من التفكير على نطاق واسع والتعرف على الإدارة العالمية والمنافسة بشكل استراتيجي. وتركز هذه الشهادة على جميع جوانب الائتمان المصرفي سواء كانت قصيرة الأجل أو متوسطة الأجل أو طويلة الأجل، كما أنها تمكنهم من فهم تقنيات الإقراض لاتخاذ قرارات ائتمانية فعالة.

إلى من يوجه البرنامج:

توجه هذه الشهادة إلى المصرفيون الجدد العاملين او الذين يرغبون في العمل في قطاع المشروعات الصغيرة والمتوسطة بالبنوك والمؤسسات المالية والشركات.

أهداف البرنامج:

- فهم المبادئ الأساسية للمحاسبة.
- فهم قطاع تمويل المشروعات الصغيرة والمتوسطة في مصر.
- فهم اتساع وعرض المنتجات المالية التي يمكن اقتراحها على المشروعات الصغيرة والمتوسطة.
- شرح كيفية إجراء التقييمات المالية وغير المالية المشروعات الصغيرة والمتوسطة، وتحليل المخاطر، واستخدام استراتيجيات للتخفيف منها.
- فهم مبادئ تحليل البيانات المالية إعداد الميزانيات العمومية وبيانات الدخل وتوقعات التدفق النقدي، وتكون قادرة تماما على تحليلها، بما في ذلك باستخدام مجموعة من النسب المالية.
- فهم كيفية تحليل بيان التدفق النقدي.
- فهم هيكل التسهيلات الائتمانية للشركات الصغيرة والمتوسطة ومكوناته الاساسية.
- فهم إدارة محفظة القروض ومراقبتها والقروض المتعثرة.
- إنشاء تقرير ائتماني مناسب للجنة الائتمان، والذي يتضمن هيكل التسهيلات والتوصية.
- شرح المبادئ الأساسية لتمويل التجارة.
- فهم وإدراك الجوانب القانونية للتسهيلات الائتمانية والتمويل.
- تعزيز فهم مبادئ الاستدامة وتطبيقاتها في القطاع المالي.

محتويات البرنامج:

الجزء صفر: المحاسبة (داخل القاعة)

- مقدمة واحتياجات البيانات المالية.
- قائمة الدخل – الربح والخسارة.
- الميزانيات العمومية.
- تخطيط الميزانية العمومية.
- الإهلاك وأساليبه.
- تسجيل الدفاتر والقيود المزدوجة.

الجزء الأول: السياق الكلي لإقراض المشروعات الصغيرة والمتوسطة (داخل القاعة)

- المهام الرئيسية للنظام المصرفي الحديث.
- تعريف النقود ووظائفها.
- المعروض النقدي.
- دور البنوك التجارية ووظيفتها.
- السمات الرئيسية للنظام المصرفي في مصر.
- تعريف المشروعات الصغيرة والمتوسطة.
- المشروعات الصغيرة والمتوسطة كعملاء للمؤسسات المالية.

الجزء الثاني: تلبية باحتياجات المشروعات الصغيرة والمتوسطة (داخل القاعة)

- المنتجات والخدمات المصرفية الموجهة إلى المشروعات الصغيرة والمتوسطة.
- العلاقات المصرفية المتكاملة.
- عملاء المشروعات الصغيرة والمتوسطة.
- مخاطر دورة تحويل النقد.
- التمويل المعتمد على التدفقات النقدية للمشروعات الصغيرة والمتوسطة.
- أساليب إقراض المشروعات الصغيرة والمتوسطة.
- هيكل التسهيلات الائتمانية.
- مبادئ الائتمان الـ ١٨.
- تصميم المنتجات التي تفي باحتياجات العميل.
- أنواع المنتجات المصرفية لتمويل عملاء المشروعات الصغيرة والمتوسطة.
- تقسيم قطاع العملاء.
- المنتجات غير الائتمانية.
- مهارات العلاقات المصرفية.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

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البنك المركزي المصري
المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

9722-P26-CA

تعلم مدمج
(بقاعات التدريب / تعلم الكترونى)

٢٢١ ساعة

- دورة البيع.
- مهارات الإنصات.
- أساليب البيع العرضي.

الجزء الثالث: تقييم العملاء من المشروعات الصغيرة والمتوسطة (داخل القاعة)

- خصائص المشروعات الصغيرة والمتوسطة.
- احتياجات العملاء.
- دورة الأعمال.
- دورة حياة القطاع / المنتج.
- مخاطر أعمال المشروعات الصغيرة والمتوسطة.
- المخاطر الرئيسية للمشروعات الصغيرة والمتوسطة.
- اختصارات الإقراض الناجحة.
- التحليلات غير المالية.
- مهارات الإدارة – أعمال المشروعات الصغيرة والمتوسطة.
- مخاطر قطاع الأعمال.
- استراتيجيات المنتجات والأسواق.
- اعرف عميلك (KYC).
- التحقق من صحة معلومات العملاء.

الجزء الرابع: تحليل المنتجات الائتمانية للمشروعات الصغيرة والمتوسطة– دراسة القوائم المالية (داخل القاعة)

- تحليل وتقييم الميزانية العمومية.
- النسب المالية وتطبيقاتها.
- دورة التحويل النقدي للأعمال المختلفة (التجارة والتصنيع والخدمة).
- نقطة التعادل وتطبيقاتها.
- التحقق من المعلومات المالية للمشروعات الصغيرة والمتوسطة.
- عملية فحص المبيعات والمخزون.
- تبويب البيانات المالية.

الجزء الخامس: تحليل المنتجات الائتمانية للمشروعات الصغيرة والمتوسطة– تحليل التدفقات النقدية (داخل القاعة)

- إعداد وتحليل قائمة التدفقات النقدية.
- إعداد التوقعات المالية.
- تقييم التوقعات المالية.
- تقييم المشاريع الاستثمارية.
- منتجات المشروعات الصغيرة والمتوسطة.

الجزء السادس: التسهيلات الائتمانية للمشروعات الصغيرة والمتوسطة (داخل القاعة)

- مختلف أنواع التسهيلات الائتمانية (المباشرة / غير المباشرة).
- المكونات الأساسية للتسهيلات الائتماني.
- النموذج الثلاثي (3W) والخسائر المتوقعة (EL).
- المحفزات الداخلية وإشارات الإنذار المبكر.

الجزء السابع: مرحلة ما بعد صرف القروض (داخل القاعة)

- إدارة ومتابعة محفظة القروض.
- تحليل مؤشرات الإنذار.
- القروض المتعثرة.
- الإجراءات المتبعة في حالات التعثر والإفلاس.
- إدارة محفظة الائتمان والتطبيقات ذات الصلة.

الجزء الثامن: التقارير الائتمانية (داخل القاعة)

- المبادئ الرئيسية لإعداد التقارير المالية الفعالة.
- هيكل ومكونات التقارير الائتمانية.

الجزء التاسع: تمويل المعاملات التجارية (داخل القاعة)

- مستندات الشحن.
- التحصيلات المستندية.
- الاعتمادات المستندية.
- تصنيف الاعتمادات المستندية.

الجزء العاشر: التطبيقات القانونية (داخل القاعة)

- مقدمة على المبادئ القانونية العامة ذات الصلة.
- الجوانب القانونية للائتمان والتمويل والتسهيلات الائتمانية.
- الضمانات والكفالات البنكية.
- أنواع الشركات.

شهادة الإخصائي المعتمد في تمويل المشروعات الصغيرة والمتوسطة – المستوى الأول

9722-P26-CA

تعلم مدمج (بقاعات التدريب / تعلم الكترونى)

٢٢١ ساعة

الجزء الحادي عشر: الاستدامة (تعلم الألكتروني)

- الاستدامة والتنمية المستدامة
- تعريف التنمية المستدامة
- أهداف التنمية المستدامة٢٠٣٠
- الاستدامة و المسئولية المجتمعية
- تعريف التمويل المستدام
- محركات التمويل المستدام

الصيرفة الخضراء: المفهوم والأهداف والأهمية والمنتجات

- سرد معايير البيئة والمجتمع والحوكمة (ESG)
- العلاقة بين SDGs, ESG, والتمويل المستدام
- مبادرة التقارير العالمية GRI

التمويل المستدام

- مبادئ الصيرفة المسئولة
- الصيرفة الخضراء والرقمية
- أهداف الصيرف الخضراء
- الخدمات المصرفية المستدامة
- مفهوم التمويل الأخضر
- المجالات صديقة البيئة

المبادرات العالمية وجهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة

- جهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة في القطاع المصرفي

حالة عملية تجريبه.
حالة عملية نهائية.
اختبار نهائى.

استراتيجية التقييم:

سيتم تقييم المشاركين بناءً على ما يلي:

- يجب على المشاركين الحصول على نسبة ٦٠٪ في امتحان المحاسبة لمواصلة حضور الشهادة.
- يجب أن يجتاز المتدربين نسبة النجاح وهي ٦٠٪ للحصول على شهادة اجتياز.
- ٦٠٪ نسبة النجاح في الامتحان النهائي (اختبار مدرسة فرانكفورت).
- ٧٠٪ نسبة النجاح في الحالة النهائية.
- ٦٠٪ نسبة النجاح في الاختبارات خلال الشهادة.

الوزن النسبي للدراجات بالشهادة:

- الاختبار النهائي – ٦٠٪.
- الحالة العملية النهائية – ٢٥٪.
- الاختبارات خلال الشهادة – ١٠٪.
- المشاركة – ٥٪.

الحالة النهائية: (دراسات حالة حقيقية): سيتم تكليف كل مشارك بتحليل حالة عملية حقيقية. والتي سيتم تقديمها وعرضها على خبير مصرفي في المشروعات الصغيرة والمتوسطة وسيتم تقيمهم بناءً على مهارات المشارك في التحليل والعرض التقديمي.

الامتحانات بين الاجزاء: توزع على ٥ اختبارات خلال الشهادة.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ١٨ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

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Certified SME Practitioner – Level 1

Small and Medium Enterprises

9719-P26-VE

Blended
(Virtual / E-learning)

221 hours

Course Description:

This certificate is designed to provide a Practitioner training to banking experts catering to the financial needs of small and medium enterprises. This Certificate enables bankers to get acquainted with the learning process by empowering participants to think broadly, manage globally and compete strategically. This certificate focuses on all aspects of Banking Credit whether short-term, medium-term or long-term, it also enables them to understand lending techniques for effective credit decisions.

Target Audience:

Entry-level staff who are currently in or potentially suited for SME responsibilities in banks, financial institutions, and companies.

Course Objectives:

- Understand the main principles of accounting.
- Understand the SME finance sector in Egypt.
- Understand the breadth and width of financial products that can be proposed to SMEs.
- Explain how to conduct financial and non-financial assessments of SMEs, analyze risks, and employ strategies to mitigate them.
- Understand the principles of financial statements analysis prepare balance sheets, income statements and cash flow projections, and be fully capable to analyze them, including with the use of a range of financial ratios.
- Understand how to analyze cash flow statement.
- Understand the SME facility structure and its main components.
- Understand the Loan Portfolio Management & Monitoring and Non-Performing Loans.
- Create an appropriate credit report to the credit committee, which includes facilities structure and recommendation.
- Justify the essential principles of trade finance.
- Understand and be aware of the legal aspects of credit and credit facilities.
- Understand how AI is used in banking and how to engage effectively.
- Explain Sustainability.

Course Outline:

Module 0: Accountancy (Virtual)

Session One: Financial Statements

- Accountancy definitions.
- Accountancy Cycle.
- Basic Accounting Equation.
- Exercise.
- Assignment.

Session Two: Income Statement Analysis

- The income statement characteristics.
- The income statement main components.
- Exercise.
- Assignment.

Session Three: Balance Sheet Statement Analysis

- Information on the balance sheet.
- Balance sheet structure.
- Exercise.
- Assignment.

Session Four: Balance Sheet Terminology

- Balance sheet structure.
- Exercise.
- Accounting terms.
- Assignment.

Session Five: Depreciation part 1

- Depreciation.
- Methods of depreciation.
- Exercise.
- Difference between straight-line & reducing balance.
- Assignment.

Session Six: Depreciation part 2

- Methods of depreciation.
- Exercise.

Certified SME Practitioner – Level 1

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- Difference between straight-line and reducing balance.
- Cash flow.
- Exercise.
- Cash flow effects on the balance sheet.
- Statement of cash flows.
- Accounting terms.
- Assignment.

Session Seven: Inventory Part 1

- Inventory valuation.
- Exercise.
- Assignment.

Session Eight: Inventory Part 2

- Inventory valuation.
- Asset valuation.
- Profit & losses.
- Liquidity.
- Accounting cycle.
- Analyzing transactions.
- Double-entry book-keeping.
- Exercise.
- Assignment.

Module 1: Macro context of SME Lending (Virtual)

Session One: Key functions of a modern banking system.

- Modern banking system.
- Money definition and function.
- Money supply.
- Exercise.
- Assignment.

Session Two: Functions of Banks

- Role and function of commercial banks.
- Main features of the banking system in Egypt.
- Exercise.
- Assignment.

Session Three: Definition of SMEs

- Definition of SMEs.
- Exercise.
- Assignment.

Session Four: SMEs as Customers of Financial Institutions

- The importance of SMEs for the economy.
- Challenges Egypt's SMEs are facing.
- Exercise.
- Assignment.

Session Five: SMEs Life Cycle

- SME life cycle.
- Exercise.
- Assignment.

Module 2: Responding to SME Customer Needs (Virtual)

Session One: Types of products for SME Customers

- Products and services to SMEs.
- Relationship banking.
- SME customers.
- Exercise.
- Assignment.

Session Two: Lending Rationales (part 1)

- Risks of the cash conversion cycle.
- Cash-flow lending for SMEs.
- Eighteen credit principles.
- Exercise.
- Assignment.

Session Three: Lending Rationales (part 2)

- Eighteen credit principles.
- Exercise.
- Assignment.

Certified SME Practitioner – Level 1

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221 hours

Session Four: Types of Finance
- Matching products to the client's needs.
- Segmentation.
- Non-Credit Products.
- Types of bank products for financing SME clients.
- Exercise.
- Assignment.

Session Five: Relationship skills for SME staff
- Relationship skills.
- Sales cycle.
- Listening skills.
- Cross sales techniques.
- Exercise.
- Assignment.

Session Six: Cross sales
- Cross sales techniques.
- Exercise.
- Assignment.

Module 3: SME Client Assessment (Virtual)

Session One: Specifics of SMEs
- Exercise.
- Client Needs.
- Business Cycle.
- Sector / Product Lifecycle.
- Assignment.

Session Two: Understanding SME Business Risks (part 1)
- SME business risks.
- Exercise.
- The main SME risks.
- Assignment.
- Session Three: Understanding SME Business Risks (part 2)
- Exercise.
- Useful lending acronyms.
- Non-financial analysis.
- Assignment.

Session Four: Understanding SME Business Risks (part 3)
- Non-financial analysis.
- Management skills – SME businesses.
- Business sector risks.
- Products and markets strategies.
- Exercise.
- Assignment.

Session Five: SME Risk Assessment Best Practices
- 10 Best Practices SME Risk Assessment.
- Exercise.
- Assignment.
- Session Six: KYC & Verification of Clients' Information
- Verification of clients' information.
- Know your customer (KYC).
- Exercise.
- Assignment.

Module 4: SME Credit Analysis – Understanding Financial Statements (Virtual)

Session One: Balance Sheets – Part 1
- Exercise.
- Understanding balance sheets.
- Assignment.

Session Two: Balance Sheets – Part 2
- Understanding balance sheets.
- Exercise.
- Assignment.

Session Three: Financial Ratios (part 1)
- Financial ratios categories.
- The business cycle.
- Liquidity and working capital.
- Exercise.
- Assignment.

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221 hours

Session Four: Financial Ratios (part 2)
- Management of working capital.
- Earnings ratios.
- Return ratios.
- Gearing and solvency ratios.
- Exercise.
- Timing & conditions for revenue recognition.

Session Five: Managing Working Capital
- Management of working capital.
- TIMELINE - working capital cycle.
- Working capital requirement.
- Exercise.
- Assignment.

Session Six: Net Working Asset
- Net working capital requirement.
- Cash flow implications.
- Cash flow statements.
- Example on growth in sales on working capital.
- Exercise.
- Assignment.

Session Seven: Break-Even Analysis – Part 1
- Using break-even analysis.
- Exercise.
- Assignment.

Session Eight: Break-Even Analysis – Part 2
- Using break-even analysis.
- Margins of safety.
- Exercise.
- Assignment.

Session Nine: Verifying Financial Information (part 1)
- Reliability of financial statements.
- Exercise.
- Cross checking.
- Exercise.
- Assignment.

Session Ten: Verifying Financial Information (part 2)
- Cross checking.
- Sales and accounts receivable.
- Equity cross check.
- Exercise.
- Assignment.

Session Eleven: Spreading Financial Statements
- Defined spreading financial statements.
- Types of audit reports.
- Spreading of financial statements steps.
- Assets side.
- Liabilities side.
- Exercise.
- Assignment.

Session Twelve: Exercise Spreadsheet Form
- Case study.

Module 5: SME Credit Analysis: Cash-flow Analysis (Virtual)

Session One: Income Statement Analysis
- Management of cash.
- Preparing and analyzing cash-flow statements.
- Exercise.
- Assignment.

Session Two: Preparing Financial Forecasts (Budgets)
- Define Forecasts.
- Example preparing financial forecasts.
- Exercise.
- Assignment.

Session Three: Preparing Financial Forecasts (Application)
- Cash flow statements.
- Exercise.
- Assignment.

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(Virtual / E-learning)

221 hours

Session Four: Preparing and analyzing cash-flow statements (intro.)
- Changes in cash.
- Cash movements.
- Cash flow activities.
- Exercise.
- Assignment.

Session Five: Preparing and analyzing cash-flow statements (Measures of Cash Flow)
- Cash flow activities.
- Cash equivalents.
- Exercise.
- Assignment.

Session Six: Assessing Financial Forecasts (Testing assumptions)
- Cash flow forecasts.
- Testing forecasts (Assumptions).
- Exercise.
- Assignment.

Session Seven: Assessing Financial Forecasts (Budget Deviation Analysis (BDA)
- Scenario testing.
- Exercise.
- Assignment.

Session Eight: Assessing Financial Forecasts (Application)
- Project Evaluation.
- Risk classification.
- Exercise.
- Assignment.

Session Nine: Investment Projects (Project Evaluation)
- Operation risk.
- Causes of project failure.
- Project finance.
- Financial appraisal methods.
- Exercise.
- Assignment.

Session Ten: Investment Projects (Payback Period)
- Exercise.
- Net present value (NPV).

Session Eleven: SME Credit Products
- The concept of factoring.
- Letter of credit.
- Value chain finance.
- Exercise.
- Assignment.

Module 6: SME Facility Structure (Virtual)
- Session One: Types of Credit Facilities – part 1
- 5 C's Model.
- Exercise.
- Assignment.

Session Two: Types of Credit Facilities – part 2.
- Revolving line of credit characteristics.
- Term Loans.
- Exercise.
- Assignment.

Session Three: Important Definitions
- Term sheet definition.
- Facility type definition.
- Facility tenor definition.
- Repayment mechanism definition.
- Pricing.
- Facility support or source of repayment.
- Exercise.
- Assignment.

Session Four: Credit Facilities Covenants
- Financial covenants.
- Non-financial covenants.
- Positive covenants.
- Negative covenants.
- Exercise.
- Assignment.

Certified SME Practitioner – Level 1

Small and Medium Enterprises

9719-P26-VE

Blended
(Virtual / E-learning)

221 hours

Session Five: Credit Facilities Model and Triggers
- 3 W's model.
- Facility structure.
- Internal triggers.
- Exercise.
- Assignment.

Module 7: Post Disbursement of Loans (Virtual)

Session One: Loan Portfolio Management and Monitoring
- Monitoring and portfolio management.
- Credit risk management cycle.
- Problem loan cycle.
- Reporting and MIS.
- Exercise.
- Assignment.

Session Two: Warning Signs
- Reasons for business failure.
- Warning signs using cash flow.
- Exercise.
- Assignment.

Session Three: Non-Performing Loans
- Turnaround situation.
- Profit levers.
- Cash flow levers.
- Problem loan process map.
- Stages of Insolvency.
- Exercise.
- Assignment.

Session Four: Insolvency and Bankruptcy Proceedings
- Types of Liquidation.
- Insolvency Stages.
- Bankruptcy Proceedings.
- Credit Portfolio.
- Exercise.
- Assignment.

Session Five: Loan Portfolio Management
- Sources of portfolio risk factors.
- Risk impact analysis matrix.
- Rating systems.
- Portfolio management.
- Problem loan process map.
- Exercise.
- Assignment.

Module 8: Credit Report (Virtual)

Session One: The Principles of Clear Writing
- The main principles of effective report writing.
- The credit report components.
- Exercise.
- Assignment.

Session Two: Credit Report Template (part 1)
- Credit reports (1)
- Introduction – company details.
- Facilities structure.
- Management structure analysis.
- Profitability analysis.
- Exercise.
- Assignment.

Session Three: Credit Report Template (part 2)
- Credit reports (2)
- Financial statements analysis.
- Cash flow analysis.
- Projection.
- Economic situation analysis.
- Industry analysis.
- Risk analysis.
- Exercise.
- Assignment.

Certified SME Practitioner – Level 1

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Blended
(Virtual / E-learning)

221 hours

Module 9: Trade Finance (Virtual)

Session One: Shipping Documents

- Exercise.
- Commercial invoice.
- Packing/Weight list.
- Transport document.
- Insurance document.
- Certificate of origin.
- Inspection certificates.
- Health certificates.
- Other documents.
- Bill of exchange.
- Assignment.

Session Two: International Payment Tools

- Exercise.
- Advance payment.
- Open account.

Session Two: Documentary collections and Documentary Credits

- Documentary credits.
- Documentary credit life cycle.
- Exercise
- Assignment.

Module 10: Legal (Virtual)

Session One: Legal aspects of credit, financing and credit facilities – part 1

- Legal aspects of credit.
- Legal definition of credit.
- Properties of credit decision.
- Exercise.
- Assignment.

Session Two: Legal aspects of credit, financing and credit facilities – part 2

- Regulations of granting credit facilities and loans.
- Credit policy.
- Exercise.

Session Three: Guarantees and Types of Companies

- Bank guarantees.
- Exercise.
- Types of companies.
- Assignment.

Module 11: AI in Banking (E-learning)

What is AI?

- AI Definition
- Types of AI
- Real-life examples

Why AI in Banking

- Reasons to adopt AI in the banking sector

AI Use Cases in Banking

- AI Use Cases in Banking

AI's Capabilities and Limitations

- What AI Can Do
- What AI Cannot Do

Challenges and Risks

- Challenges and Risks
- How to handle these challenges

How to Get Ready for AI in Banking

- Steps to Get Ready for AI in Banking

Conclusion

- Conclusion

Module 12: Sustainability & Sustainable Finance (E-learning)

- Sustainability
- ESG
- Environmental
- Social

Certified SME Practitioner – Level 1

Small and Medium Enterprises

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Blended (Virtual / E-learning)

221 hours

- Governance
- Highlight Physical risks:
  - On the environmental level:
  - On the social level
  - On the governance level
- The current efforts
- The national efforts on ESG
- The role of the banking sector in ESG
- Personal tips that support Sustainability

Trial Desk.

Exam Frankfurt.

Final Desk.

Assessment Strategy:

Participants will be assessed based on the following: -

- Participants must achieve 60% in the Accounting module exam, to continue attending the certificate.
- 60% cut-off score to attain a certificate of completion.
- 60% cut-off score in the Final exam (Frankfurt School Exam).
- 70% cut-off score in Final desk.
- 60% average cut-off score in the Post Exams.

Weights in the certificate:

- Final Exam – 60%.
- Final Desk – 25%.
- Post Exams – 10%.
- Assignments – 5%.

Final Desk: (Real Case Studies): Each participant will be assigned to analyze a real case study. A desk taker will discuss participant's findings and will be graded based on the participant's analytical and presentation skills.

Post Exams: Distributed on 5 exams during the certificate.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 20 CEUs (Granted according to the actual hours of the sessions).

Course Language:

English.

Prerequisites:

NA.

This program entitles you to attend:

Certified SME Professional - Level 2

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الإقراض متناهي الصغر لمؤسسات التمويل الأصغر

الإقراض متناهي الصغر

18-P26-CA

بقاعات التدريب

٤٠ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لمساعدة العاملين بوحدات التمويل متناهي الصغر بالقطاع الغير مصرفي وبشكل خاص السادة مسئولي ومديري الإقراض متناهي الصغر للتعرف على الخدمات المصرفية للمشروعات متناهية الصغر بشكل احترافي يتوافق مع الممارسات المصرفية المقبولة، بمشاركتهم واجتيازهم على التقييم النهائي سيتم المساعدة على تكوين كوادر بشرية فاعلة في قطاع التمويل متناهي الصغر.

إلى من يوجه البرنامج:

- كل العاملين بوحدات التمويل متناهي الصغر بالقطاع الغير مصرفي أو ممن يسند إليهم – او سيسند إليهم – مهام ومسؤوليات تتعلق بتمويل المشروعات متناهية الصغر، وبشكل خاص السادة مسئولي ومديري الإقراض متناهي الصغر في مؤسسات التمويل الأصغر.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- شرح قواعد ممارسة نشاط التمويل متناهي الصغر في القطاع غير المصرفي.
- تطبيق مهارات التحليل المالي للقوائم المالية والتقييم الائتماني السليم لاحتياجات مؤسسات التمويل متناهي الصغر.
- تطبيق مهارات تقييم الجدارة الائتمانية لمؤسسات التمويل متناهي الصغر.
- استخدام منهجيات تمويل مؤسسات التمويل متناهي الصغر.

محتويات البرنامج:

الجزء الأول: طبيعة وتحليل سوق نشاط التمويل متناهي الصغر غير المصرفي

- ماهية وطبيعة صناعة التمويل متناهي الصغر غير المصرفي.
- الشمول المالي والمبادئ العامة لصناعة التمويل متناهي الصغر غير المصرفي.
- مناهج إقراض عملاء التمويل متناهي الصغر غير المصرفي.
- القواعد والضوابط الحاكمة للتمويل متناهي الصغر غير المصرفي في مصر.
- السياسة الائتمانية لمؤسسات التمويل متناهي الصغر وضوابطها.
- تحليل سوق نشاط التمويل متناهي الصغر غير المصرفي في مصر وإحصاءاته.
- نماذج عمل مؤسسات التمويل متناهي الصغر في السوق المصري.

الجزء الثاني: التحليل المالي للقوائم المالية وتقييم أداء المشروعات متناهية الصغر

- التقييم المالي للمشروع متناهي الصغر وأهميته.
- تطوير القوائم المالية التاريخية للمشروع .
- تطبيقات عملية
  - حالة عملية: إعداد القوائم المالية بدلالة العمليات التجارية.
  - حالة عملية: إعداد قائمة التغير في حقوق الملكية.
- تحليل مؤشرات / معايير / نسب السلامة المالية الرئيسية لتقييم المشروعات متناهية الصغر.
- تطبيق عملي لتقييم أداء المشروعات متناهية الصغر من خلال حساب نسب السلامة المالية الرئيسية ومدلول كل منها.
- قياس معايير الملاءة المالية لمؤسسات التمويل الأصغر.
- مؤشر صافي حقوق الملكية.
- القاعدة الرأسمالية.
- نسبة الالتزامات على الشركة.

الجزء الثالث: أسس منح الائتمان وإجراء التقييم الائتماني السليم لاحتياجات مؤسسات التمويل الأصغر

- تطبيق أسس منح الائتمان عند التعامل مع المشروعات متناهية الصغر.
- أهمية الاستعلام في منح الائتمان والطرق المختلفة لإجرائه وصيغة تقرير الاستعلام.
- تحليل الاستعلام الائتماني I-Score للمشروعات متناهية الصغر.
- إجراء الاستعلام الميداني للمشروعات متناهية الصغر بطريقة احترافية.
  - حالة عملية: زيارة استعلام ميداني قبل المنح.
  - حالة عملية: زيارة متابعة عدم انتظام.
- تطبيق أسس تقييم الجدارة الائتمانية للمشروعات متناهية الصغر.
  - حالة عملية: تحليل الجدارة الائتمانية للعميل.

الجزء الرابع: مناهج الإقراض متناهي الصغر لمؤسسات التمويل الأصغر

- مقدمة في مناهج الإقراض.
- منهجية دورة تحول الأصول.
- التمويل الموسمي.
- آلية الاستثمار العامل.
- هيكلة التمويل قصير الأجل.

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بقاعات التدريب

٤٠ ساعة

- هيكلة التمويل متوسط الأجل.
- تطبيق عملي على الاحتياج التمويلي قصير الأجل.
- تطبيق عملي على الاحتياج التمويلي متوسط الأجل.
- التنبؤ بالموقف المالي للمشروع .
- قائمة التدفقات النقدية المتوقعة Projection Cash Flow .
- إرشادات استخدام قائمة التدفقات النقدية المتوقعة.
  - حالة عملية: قائمة التدفقات النقدية المتوقعة Projection Cash Flow.
- تحديد هيكل التمويل الأنسب وفقاً لكل منهجية.
  - مناقشة تطبيقات متنوعة على مناهج الإقراض.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج ومشاركتهم في التدريبات الجماعية ودرجات الاختبار الرسمي:

- ٢٠٪ على مشاركة.
- ٨٠٪ على درجات للامتحان النهائي، يجب على المشاركين تحقيق ٦٠٪ في الامتحان.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٣,٣ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

- يتطلب هذا البرنامج خبرة لا تقل عن سنه بالمشروعات متناهية الصغر.

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Microsoft Word - Level I

Information Technology

101-P26-CE

In-Class

16 hours

Course Description:

This training course is designed for participants who are unfamiliar with Microsoft Word. Through a structured training course at Level I, participants will learn to create, edit, and enhance standard business documents using Microsoft Word. By the end of the course, participants will achieve basic proficiency in creating, managing, and finalizing Word documents, as well as navigating and customizing the interface.

Target Audience:

This course is intended for participants with little or no familiarity with Microsoft Word.

Course Objectives:

- Create a Microsoft Word document.
- Identify the components of the Ribbon.
- Recognize the Backstage View in Microsoft Word.
- Execute Efficiency with the Quick Access Toolbar.
- Format text in a Microsoft Word document.
- Apply Edits on Word Documents.
- Apply the page layout settings in a document.
- Use advanced formatting techniques in Microsoft Word.
- Organize and present data effectively by formatting tables.
- Execute images on a Microsoft Word document.
- Demonstrate a document by adding headers and footers.

Course Outline:

Module 1: Creating a Microsoft Word Document.

- Starting Microsoft Word.
- Creating a Document.
- Saving a Document.
- Importing a File.
- The Status Bar.
- Closing a Document.

Module 2: The Ribbon.

- The Ribbon.
- Tabs.
- Groups.
- Commands.

Module 3: Backstage View.

- Introduction to the Backstage View.
- Opening a Document.
- New Documents and Word Templates.
- Configuring Documents to Print.
- Adding Your Name to Microsoft Word.

Module 4: The Quick Access Toolbar.

- Adding Common Commands.
- Adding Additional Commands with the Customize Dialog Box.
- Adding Ribbon Commands or Groups.
- Placement.

Module 5: Formatting Microsoft Word Documents.

- Selecting Text.
- Selecting Fonts.
- Working with Lists.
- Inserting a Hyperlink in a Document.
- Using Styles.
- Using Themes.

Module 6: Editing Documents.

- Find.
- Find and Replace.
- Find and Replace Tips.
- Appending Text to a Document.
- Using the Clipboard.

Module 7: Page Layout.

- Orientation and Paper Size.
- Using Live Layout and Alignment Guides.

Microsoft Word - Level I

Information Technology

101-P26-CE

In-Class

16 hours

- Working with Columns.
- Advanced Formatting.
- Working with Fields.

Module 8: Advanced Formatting

- Shading and Borders
- Setting Line and Paragraph Spacing
- Changing Styles
- Paragraph Marks and Other Formatting Symbols
- Editing PDF Documents in Microsoft Word

Module 9: Working with Tables

- Inserting a Table
- Table Styles
- Formatting a Table

Module 10: Working with Images.

- Inserting Images.
- Placing and Sizing Images.
- Wrapping Text around an Image.
- Adjusting Images.
- Borders and Effects.

Module 11: Finalizing Microsoft Word Documents.

- Adding Page Numbers.
- Headers and Footers.
- Checking Spelling and Grammar.

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Good knowledge of Microsoft Windows

This program entitles you to attend:

Microsoft Word – Level II

Back to Package

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Microsoft Excel® - Level II

Information Technology

107-P26-CE

In-Class

16 hours

Course Description:

This Intermediate Microsoft Excel participants will advance their skill set by learning to work with advanced formulas, lists, and illustrations, as well as working with charts and advanced formatting including styles to a proficient level.

Target Audience:

This course is intended for intermediate users, professionals, students, and small business owners who want to enhance their existing Excel skills for tasks like data analysis and reporting.

Course Objectives:

- Apply advanced formulas to solve complex problems.
- Organize data efficiently using list management tools.
- Create visually engaging content using illustrations.
- Design data visualizations to interpret information.
- Format tables to enhance data presentation and usability.
- Implement advanced formatting to improve readability and clarity.

Course Outline:

Module 1: Advanced Formulas

- Using Named Ranges in Formulas
- Using Formulas That Span Multiple Worksheets
- Using the IF Function
- Using the PMT Function
- Using the LOOKUP Function
- Using the VLOOKUP Function
- Using the HLOOKUP Function
- Using the CONCAT Function
- Using the TRANSPOSE Function
- Using the PROPER, UPPER, and LOWER Functions
- Using the LEFT, RIGHT, and MID Functions
- Using Date Functions
- Creating Scenarios

Module 2: Working with Lists

- Converting a List to a Table
- Removing Duplicates from a List
- Sorting Data in a List
- Filtering Data in a List
- Adding Subtotals to a List

Module 3: Working with Illustrations

- Working with Clip Art
- Using Shapes
- Working with Icons
- Working with SmartArt
- Using Office Ink

Module 4: Visualizing Your Data

- New Charts
- Inserting Charts
- Using the Chart Recommendation Feature
- Editing Charts
- Using Chart Tools
- Using the Quick Analysis Tool
- Add and Format Objects
- Create a Custom Chart Template

Module 5: Working with Tables

- Format Data as a Table
- Move between Tables and Ranges
- Modify Tables
- Define Titles

Module 6: Advanced Formatting

- Applying Conditional Formatting
- Working with Styles
- Creating and Modifying Templates

Microsoft Excel® - Level II

Information Technology

107-P26-CE

In-Class

16 hours

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:

1. 3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Satisfactory completion of Microsoft Excel Level I.

This program entitles you to attend:

Microsoft Excel® – Level III

Back to Package

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Microsoft PowerPoint®

Information Technology

115-P26-CE

In-Class

16 hours

Course Description:

This comprehensive Microsoft PowerPoint training class is designed for participants who have basic skills with Microsoft PowerPoint and want to advance their skills to learn how to apply and customize themes and backgrounds, utilize Slide Masters and layouts, implement special effects and animations, effectively use SmartArt, incorporate and manage multimedia elements, set up and customize slide shows, export presentations, handle multiple presentations simultaneously, and share and secure presentations, given access to Microsoft PowerPoint software, with a high level of proficiency and confidence.

Target Audience:

Participants who want to know basic skills with Microsoft PowerPoint passing to learn advanced-level skills or participants who want to learn the topics covered in this course in the interface

Course Objectives:

- Create a PowerPoint presentation from start to finish.
- Use the Ribbon effectively for various PowerPoint features.
- Customize the Quick Access Toolbar.
- Use the Backstage View to manage presentation files and settings.
- Apply formatting techniques.
- Integrate images within PowerPoint slides.
- Create tables and charts.
- Finalize PowerPoint presentations for delivery.
- Apply themes, backgrounds, and other design elements for a cohesive look.
- Manage Slide Masters for consistency across a PowerPoint presentation.
- Implement special effects, such as animations and transitions.
- Use SmartArt graphics to visually represent information.
- Use multimedia elements, such as photos, audio, and video.
- Configure slide show settings for an effective and professional presentation.
- Manage outlines and slides to support various presentation formats and needs.
- Integrate multiple presentations for a cohesive final product.
- Share presentations for accessibility and protection of content.
- Use cloud services to store, access, and collaborate on PowerPoint presentations.

Course Outline:

Module 1: Creating a PowerPoint Presentation

- Starting Microsoft PowerPoint
- Normal View
- Creating a Presentation
- Saving a Document
- Importing a File
- The Status Bar
- Closing a Presentation

Module 2: The Ribbon

- The Ribbon
- Tabs
- Groups
- Commands
- The Tell Me Tab

Module 3: The Quick Access Toolbar

- Adding Common Commands
- Adding More Commands with the Customize Dialog Box
- Adding Ribbon Commands or Groups
- Placement

Module 4: The Backstage View (The File Menu)

- Introduction to the Backstage View
- Opening a Presentation
- New Presentations and Presentation Templates
- Presentation Properties
- Adding Your Name to Microsoft PowerPoint

Microsoft PowerPoint®

Information Technology

115-P26-CE

In-Class

16 hours

Module 5: Formatting Microsoft PowerPoint Presentations
- Selecting a Slide Layout
- Adding Text
- Adding Text from a Text File or Word Outline
- Editing Text
- Formatting Text
- Formatting Text as WordArt
- Creating Bulleted and Numbered Lists
- Ink Equation
- Formatting Text Placeholders
- Adding Slides to a presentation
- Arranging Slides

Module 6: Working with Images
- Adding Images to a Slide
- Inserting a Picture
- Inserting Icons
- Inserting Clip Art
- Capturing and Inserting a Screenshot
- Editing an Image
- Formatting Images
- Creating
- Applying a Style and Cropping an Image
- Grouping and Ungrouping Images
- Arranging Images
- Adding Shapes
- Using Digital Ink

Module 7: Working with Tables and Charts
- Inserting a Table
- Formatting Tables
- Importing Tables from External Sources
- Inserting a Chart
- Formatting a Chart
- Importing Charts from External Sources

Module 8: Customizing Presentations
- Applying a Theme
- Applying a Background Style
- Adding a Footer
- Arranging and Printing Sections

Module 9: Presentation Masters
- Working with the Slide Master
- Slide Layouts
- Formatting Slide Masters and Layouts
- Adding a Watermark to Your Presentation
- Adding Slide Numbers Using the Slide Master
- Inserting a New Slide Master
- Preserving a Slide Master
- Modifying the Notes Master
- Modifying the Handout Master
- Adding a Header and Footer to Notes and Handouts

Module 10: Working with Special Effects
- Animating Text and Objects
- Motion Paths
- Working with the Animation Painter
- Setting Animation Timing
- Animating a Chart

Module 11: Using SmartArt
- Inserting SmartArt Graphics
- Modifying SmartArt Graphics
- Resizing/Repositioning a SmartArt Object
- Inserting Text into a SmartArt Object
- Formatting Text in a SmartArt Object
- Adding Shapes to a SmartArt Object
- Ungrouping SmartArt Objects

Module 12: Multimedia
- Creating a Photo Album
- Adding Captions

Microsoft PowerPoint®

Information Technology

115-P26-CE

In-Class

16 hours

- Applying a Theme to Your Album
- Customizing an Album
- Inserting Sounds and Video
- Editing Media Clips

Module 13: Setting up the Slide Show

- Setting up a Custom Show
- Creating a Hyperlink
- Adding an Action Button
- Jumping to Another Presentation
- Using Rehearse Timing
- Navigating within a Slide Show
- Annotating a Presentation
- Recording a Slide Show
- Setting Up a Slide Show to Repeat Automatically

Module 14: Outlines and Slides

- Exporting Notes and Handouts to Word
- Exporting an Outline to Word
- Saving a Presentation as an Outline
- Saving a Slide as a Graphic

Module 15: Managing Multiple Presentations

- Merging Multiple Presentations
- Reusing Slides from Other Presentations
- Viewing Multiple Presentations
- Tracking Changes in PowerPoint

Module 16: Sharing and Securing a Presentation

- Sharing a Presentation with a Remote Audience
- Embedding the Fonts in a Presentation
- Inspecting the Presentation
- Using Comments
- Packaging a Presentation for CD
- Using the PowerPoint Viewer
- Encrypting a Presentation
- Adding a Digital Signature
- Compressing Pictures
- Sending a Presentation in PDF Format

Module 17: Finalizing Microsoft PowerPoint Presentations

- Checking Spelling
- Accessing Different Views of a Presentation
- Organizing a Presentation in Sections
- Adding Transitions to Slides
- Adding Speaker Notes
- Running a Slide Show
- Printing a Presentation

Module 18: Cloud

- Using the Cloud

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Good knowledge of Microsoft Windows

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Microsoft Excel® - Level I

Information Technology

105-P26-CE

In-Class

16 hours

Course Description:

This course is designed to provide participants with fundamental skills and knowledge of using Excel effectively for data management, analysis, and reporting. This course is suitable for beginners and those with limited experience in using Excel.

Target Audience:

This course is intended for participants who have little or no familiarity with Microsoft Excel or more experienced Excel users who want to learn the topics covered in this course in the interface.

Course Objectives:

- Create a Microsoft Excel Workbook.
- Identify key elements of the ribbon.
- Explain the functions of the Backstage View for managing workbooks.
- Customize the Quick Access Toolbar by adding and arranging commands.
- Enter Data efficiently in Microsoft Excel Worksheets.
- Format worksheets to enhance their visual structure.
- Use formulas and functions to perform calculations.
- Modify rows and columns to worksheet content.
- Use tools like Find, Replace, and Comments to edit worksheet content.
- Demonstrate worksheets for printing by setting layout and print options.

Course Outline:

Module 1: Creating a Microsoft Excel Workbook

- Starting Microsoft Excel
- Creating a Workbook
- Saving a Workbook
- The Status Bar
- Adding and Deleting Worksheets
- Copying and Moving Worksheets
- Changing the Order of Worksheets
- Splitting the Worksheet Window
- Closing a Workbook

Module 2: The Ribbon

- Tabs
- Groups
- Commands

Module 3: The Backstage View (The File Menu)

- Introduction to the Backstage View
- Opening a Workbook
- New Workbooks and Excel Templates
- Printing Worksheets
- Adding Your Name to Microsoft Excel
- Adding a Theme to Microsoft Excel

Module 4: The Quick Access Toolbar

- Adding Common Commands
- Adding Additional Commands with the Customize Dialog Box
- Adding Ribbon Commands or Groups
- Placement

Module 5: Entering Data in Microsoft Excel Worksheets

- Entering Text.
- Adding and Deleting Cells
- Adding a Hyperlink
- Add WordArt to a Worksheet
- Using AutoComplete
- Entering Numbers and Dates
- Using the Fill Handle

Module 6: Formatting Microsoft Excel Worksheets

- Selecting Ranges of Cells
- Hiding Worksheets
- Adding Color to Worksheet Tabs
- Adding Themes to Workbooks
- Adding a Watermark
- The Font Group
- The Alignment Group
- The Number Group

Microsoft Excel® - Level I

Information Technology

105-P26-CE

In-Class

16 hours

Module 7: Using Formulas in Microsoft Excel
- Math Operators and the Order of Operations
- Entering Formulas
- AutoSum (and Other Common Auto-Formulas)
- Copying Formulas and Functions
- Relative, Absolute, and Mixed Cell References

Module 8: Working with Rows and Columns
- Inserting Rows and Columns
- Deleting Rows and Columns
- Transposing Rows and Columns
- Setting Row Height and Column Width
- Hiding and Unhiding Rows and Columns
- Freezing Panes

Module 9: Editing Worksheets
- Find
- Find and Replace
- Using the Clipboard
- Managing Comments

Module10: Finalizing Microsoft Excel Worksheets
- Setting Margins
- Setting Page Orientation
- Setting the Print Area
- Print Scaling (Fit Sheet on One Page)
- Printing Headings on Each Page/Repeating Headers and Footers

Assessment and Attendance Strategy:
- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:
1.3 CEUs

Course Language:
- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:
Good knowledge of Windows

This program entitles you to attend:
Microsoft Excel® – Level II

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Professional Presentation Essentials

Information Technology

7130

In-Class

16 hours

Course Description:

Master PowerPoint essentials: work with slides, add diverse content, format effectively, utilize text boxes, tables, and design principles. Canva complements with advanced design features, ensuring visually stunning presentations.

Target Audience:

Both courses are designed to cater to a broad audience, including beginners looking to build foundational skills and more advanced users seeking to enhance their proficiency in presentation design. The courses cover a range of topics to accommodate diverse professional and educational needs.

Course Objectives:

- Understand how to manage and customize slides in a presentation.
- Learn how to enrich your presentation with various types of content.
- Master formatting options and slide organization techniques.
- Use text boxes effectively to enhance slide content
- Create and format tables to display data clearly.
- Apply design principles to improve slide aesthetics.
- Utilize images and shapes to visually enhance presentations.

Course Outline:

Work with slides

- Add, remove, and rearrange slides
- Change the slide layout
- Change the slide color or background
- Add your own text boxes
- UseDesigner to create professional layouts

Add content to slides

- Insert Excel data in PowerPoint
- Insert a video from YouTube
- Add an audio or video clip to slides
- Insert PDF content onto a slide

Format and organize slides

- Change the text color on slide
- Add a picture as a slide background
- Delete, organize, and group slides
- Change the page orientation of a PowerPoint presentation
- Insert or change the page numbers on slide
- Add a watermark to slides
- Embed fonts into a presentation

Adding text boxes

- Placeholders vs. text boxes
- Inserting a text box and adding text
- Formatting a text box

Tables

- Create a table on a new slide
- Format the table

Design essential

- Ways to use color
- How to choose colors

Images and shapes

- Add images
- Work with shapes
- Format and add effects to objects
- Align objects using the Arrange tool
- Understand object layering
- Group objects and use Format Painter
- Group shapes together

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Satisfactory completion of Microsoft PowerPoint.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Blockchain Fundamentals for Bankers

Information Technology

8533

In-Class

8 hours

Course Description:

This one-day intensive course, Blockchain Fundamentals for Bankers, is designed to demystify blockchain technology and its transformative impact on the banking industry. Participants will gain a clear understanding of how blockchain works, its key features, and its practical applications in banking and finance. The course covers blockchain use cases such as payments, trade finance, anti-money laundering (AML), and asset tokenization, alongside addressing the risks, challenges, and future trends. Through interactive demonstrations and real-world examples, this course equips bankers with the knowledge to navigate the opportunities and challenges presented by blockchain technology.

Target Audience:

- **Banking Professionals:** Relationship managers, financial analysts, operations managers, and treasury staff looking to understand blockchain's impact on banking operations.
- **Senior Management:** Executives and decision-makers exploring blockchain for strategic implementation in banking.
- **Technology Teams in Banking:** IT leaders, project managers, and fintech specialists involved in integrating blockchain into banking systems.
- **Compliance Officers and Risk Managers:** Professionals assessing blockchain's implications for regulatory compliance and fraud prevention.
- **Finance Enthusiasts and Consultants:** Individuals seeking to understand blockchain's role in transforming financial services.

Course Objectives:

Understand Blockchain Fundamentals:

- Comprehend the core principles of blockchain technology, including decentralization, cryptography, and distributed ledger systems.

Explore Blockchain Architecture:

- Gain insights into blockchain components such as nodes, consensus mechanisms (e.g., Proof of Work, Proof of Stake), and smart contracts.

Develop Technical Proficiency:

- Learn to set up and interact with blockchain networks, including private and public blockchains like Ethereum, Hyperledger, or Bitcoin.

Build and Deploy Smart Contracts:

- Design, code, and deploy smart contracts using programming languages like Solidity.

Analyze Real-World Applications:

- Explore blockchain use cases across industries such as finance, supply chain, healthcare, and identity management.

Address Security and Scalability:

- Understand key challenges in blockchain, including scalability, interoperability, and security risks, and evaluate potential solutions.

Navigate Regulatory and Ethical Considerations:

- Gain awareness of legal, ethical, and compliance issues surrounding blockchain implementation.

Hands-On Project Development:

- Develop and present a blockchain-based project to apply learned concepts to real-world scenarios.

Course Outline:

Session 1: Introduction to Blockchain

- What is Blockchain?
  - Definition and key concepts
  - History and evolution of blockchain technology
- Why Does Blockchain Matter for Banking?
  - Differences from traditional banking systems
  - Opportunities and challenges
- Key Features
  - Decentralization
  - Transparency
  - Immutability

Session 2: How Blockchain Works

- Blockchain Structure
  - Blocks, transactions, and ledgers
  - Hash functions and cryptography

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Blockchain Fundamentals for Bankers

Information Technology

8533

In-Class

8 hours

- Consensus Mechanisms
  - Proof of Work (PoW)
  - Proof of Stake (PoS)
  - Other methods (e.g., Delegated PoS, Byzantine Fault Tolerance)
- Smart Contracts Overview
  - Definition and use cases

Session 3: Blockchain Use Cases in Banking

- Payments and Settlements
  - Faster cross-border payments
  - Reducing settlement times
- Trade Finance
  - Streamlining trade documentation
  - Reducing fraud
- Lending and Credit Scoring
  - Decentralized credit checks
- Anti-Money Laundering (AML) and Fraud Detection
  - Enhanced compliance through transparent ledgers
- Tokenization of Assets
  - Digital securities and asset-backed tokens

Session 4: Blockchain Ecosystem and Platforms

- Public vs Private Blockchains
  - Key differences and applications
- Overview of Major Platforms
  - Bitcoin
  - Ethereum
  - Hyperledger
  - Ripple (for banking applications)
- Regulatory Considerations
  - Legal and compliance challenges in banking

Session 5: Hands-On Demonstration

- Live Demo of Blockchain in Action
  - Viewing transactions on a blockchain explorer
  - Smart contract examples
- Interactive Activity
  - Simulating a simple blockchain transaction in groups

Session 6: Risks and Challenges

- Scalability and Performance Issues
- Energy Consumption Concerns
- Security Risks
  - 51% attacks
  - Privacy and data protection
- Resistance to Adoption
  - Integration with legacy systems
  - Cost considerations

Session 7: The Future of Blockchain in Banking

- Emerging Trends
  - Decentralized Finance (DeFi)
  - Central Bank Digital Currencies (CBDCs)
- Roadmap for Adoption
  - Building internal capacity
  - Partnering with fintechs

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this workshop.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Project Finance

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A Partnership for Quality®

Credit and Finance

9246

In-Class

4 hours

Course Description:

This course is a refresher on the fundamentals of project finance and appraisal. Participants will revisit key concepts and structures of project finance, understand the objectives and importance of project appraisal, and explore the role of risk assessment in determining project viability and sustainability. The session also covers how to identify project funding requirements, providing participants with practical insights to evaluate and support successful project outcomes.

Target Audience:

Finance and treasury professionals, project managers, analysts, and banking staff seeking a practical refresher on project finance, appraisal, risks, and funding requirements.

Course Objectives

- Identify a refresher on the fundamentals of project finance, highlighting key concepts and structures.
- Identify the objectives and importance of project appraisal in evaluating investments.
- Identify project risks and assess their impact on viability, long-term sustainability, and overall success.
- Identify project funding requirements.

Course Outline

Module One: Project Finance Refresher

- Definitions & basic principles.
- Suitable Lending policies.
- Suitable projects.
- Syndication.
- Participation.
- Risk/reward.
- Extra-Curricular benefits.
- Strategic/policy implications.

Module Two: The Objectives of Project Appraisal

- Key issues - budget, timing, and sustainability issues.
- Suitability.
- The importance of independent scrutiny.
- What are they expected to achieve?
- What impact do they make on the project?
- How much detail?
- Skills needed to complete appraisals.
- The "gateway" process.

Module Three: Risks

- What are the most common risks?
- Conducting risk workshops.
- Risk assessment during development.
- Risk measurement.
- Risk registers.
- Dealing with risks not measured or disregarded by the project.
- Development risks – delays & cost overruns.
- Risk protection.
- Risk transfer.

Module Four: Funding

- Cashflow before, during, and after completion.
- Equity or quasi-equity investment.
- Debt versus equity.
- Co-funding & contingent agreements.
- Covering funding shortfalls.
- Appropriate debt structure and terms.
- Managing exposure and maximizing security.
- Dealing with problems.
- When to cut losses and foreclose.

* EBI's discount policy is not applicable to this program.

Introduction to Project Finance

Credit and Finance

9246

In-Class

4 hours

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.3 CEUs.

Course Language:

English.

Prerequisites:

None.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Comprehensive Credit Certificate – Sprint

Credit & Finance

3850-3

Blended - Virtual - E-learning

120 hours

Certificate Description:

Participants who are already involved or desire to be involved in the credit process will be able to apply lending techniques for effective credit decisions like financial statement analysis, spreading, and cashflow projection.

Target Audience:

To whom this course is designed for (Junior / Intermediate level): All Banking & Non-Banking Institutes aiming to enhance their credit knowledge and upgrade their financial assessment skills.

- Retail Professionals.
- Relationship Officers / Managers.
- Branch Managers.
- Operation Managers.
- Audit & Compliance Professionals.
- Risk Professionals.
- Treasury Professionals.

About the Certificate

The Comprehensive Credit Certificate is a bespoke Certificate designed to provide bankers with a deep understanding of credit and lending fundamentals through comprehensive analysis of financial statements and industry dynamics. The certificate will equip participants with the necessary knowledge to address their clients' needs by designing efficient credit limits. It covers a range of topics, including the basics of accounting, an introduction to economics and industry analysis, financial statement analysis, cash flow analysis, and more.
This certificate aims to provide a clear and broad understanding of major lending techniques and rationales, as well as the types and classification of different credit facilities, enabling sound credit decisions based on acquired knowledge.
The Comprehensive Credit Certificate aims to provide practical tools and strategies that enhance credit decision-making to benefit both financial institutions and their corporate clients.
By the end of the certificate, participants will be equipped with the knowledge and skills they need to identify and evaluate the performance of their corporate customers, and to reach accurate judgment on the merits of their corporate clients.

Why Join?

Comprehend

Gain a solid foundation in corporate Banking arena and apply it to your Work or Business. Understand the fundamentals and practical applications.

Analyze

Compare trends, analyze figures and numbers, review industry dynamics.

Discover

Uncover financial statements and understand implications of the different figures. Dive into the ratio analysis, as well as the potential benefits and challenges facing your corporate client.

Apply

Leverage the opportunities presented in the lending rationales and apply the knowledge and skills acquired throughout the certificate journey to the real world of corporate lending.

What is it for you?

- **Enhance your Skills:** The certificate allows you to enhance your skills and knowledge in the corporate banking area, making you more competent and confident in your abilities.
- **Cost-Effective:** The Certificate is a cost-effective way to gain new skills and knowledge, as it is less expensive than traditional degree programs.
- **Time-Efficient:** The Certificate can be completed in a shorter tenure than a normal professional certificate program, allowing you to gain new skills and knowledge without committing to a long-term educational program.
- **Improve Career Prospects:** The certificate can improve your career prospects by demonstrating your expertise and competence in a specific area and making you more attractive to employers.
- **Personal Growth:** Pursuing a certificate can be a way to challenge yourself and learn new knowledge and skills, leading to personal growth and development.

Why Corporate Banking?

Sprint into the world of corporate banking. The financial industry is undergoing various challenges due to geopolitical and economic conditions. The performance of the diverse

Comprehensive Credit Certificate – Sprint

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120 hours

types of corporations is deeply affected by these conditions year on year.
The rise of customer centricity has taken center stage in the financial industry today. Financial institutions are focusing on understanding and meeting the unique needs of their corporate customers, without negatively affecting the quality of their credit by providing tailored financial products and services.
Now is the ideal time to immerse yourself in corporate lending and leverage your knowledge to expand your career opportunities.

Certificate Format

This 4-month certificate consists of virtual instructor-led sessions, self-paced online modules, case studies and group project-based workshops throughout the certificate Journey to be discussed and assessed as a group desk at the end of the Certificate Duration.
The modules cover a range of topics, including basics of accounting, Introduction to economics and Industry analysis, industry risks, financial statement analysis, cash flow analysis, lending techniques, and much more. Participants will have the opportunity to engage in the live sessions with subject matter experts, fostering meaningful discussions and enhancing their learning experience.

Certificate Objectives:

By the end of the program, participants will be able to:

- Define the basics of accounting.
- Take a credit decision through industry analysis.
- Analyze data from financial statements.
- Describe how to take a credit decision through cash flow statement analysis and projections.
- Classify types of credit facilities.
- Define banking operation activities (Awareness session)
- Demonstrate report writing (Awareness session)
- Review the content and develop role-based learning.
- Discuss how to prepare a trial desk case aimed at each group's findings and give recommendations for the final desk case.

Certificate Structure

Part 1: Basics of Accounting.

Part 2: Core Credit

- Module 1: Introduction to Economics and Industry Analysis.
- Module 2: Financial Statement Analysis.
- Module 3: Cash Flow Analysis & Projection.
- Module 4: Facility Structure (Case Study).

Part 3: Self Study

- Module 1- Banking Awareness.
- Module 2- Report Writing.

Part 4: Trial Desk

Certificate Outline:

Part 1: Accounting Concepts

- Introduction and accounting concepts.
- The Accounting cycle.
- Adjusting the accounts.
- Plant assets and depreciation Methods.
- Accounting for receivables.
- Corporation and capital stock transactions.
- Long Term Liabilities.
- Statement of Cash Flow.

Part 2: Core Credit

Module 1: Economics and Industry Analysis

- Definition of economics Macroeconomics VS. Microeconomics.
- Business Cycle The causes of Inflation.
- The threat of substitutes.
- Industry Risk Characteristics.

Module 2: Financial Statement Analysis

- Definition of Financial Statements Analysis and Overview on Spreading.
- Types of auditor's reports Fact Sheet.
- Liquidity ratios.
- Solvency ratios.
- Asset Conversion Cycle (ACC)Working Investment.
- Asset utilization ratios.
- Profitability ratios.
- Limitations of Ratio Analysis Using Ratios Effectively.

*** EBI's discount policy is not applicable to this program.**

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Credit & Finance

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Blended - Virtual - E-learning

120 hours

Module 3: Financial Statement Analysis

- Type of financial analysis.
- Profitability Analysis.
- Efficiency Analysis (1- Current Assets (ACC, CCC, WI): 2- Fixed Assets).
- Liquidity Analysis (including Appropriate capital structure).
- Solvency analysis.
- Limitation of Financial Ratios.
- Spreading.

Module 4: Cash Flow Analysis & Projection

- Introduction to Cash Flow Analysis Requirements, Concepts.
- Deriving Cash flow statement (Sources & Uses Concept).
- Cash Flow Statement Indirect Method Derivation.
- EBITDA as a proxy for Cash Flow from Operation.
- Cash Flow from Investment Derivation, CAPEX, Assets Newness & Replacement.
- Cash Flow from Finance Derivation.
- Sources & Uses Analysis, evaluating cash flow performance and Cash Waterfall and priorities of cash flow.
- Cash Flow Projection.

Module 5: Facility Structure (Case Study)

- Lending rationales.
- Types and classification of credit facilities.
- Financing needs under asset conversion cycle.
- Structuring term sheets.

Part 3: Self Study:

E-learning Modules

Part 4: Trial Desk

- Application of acquired knowledge on a real-life case and presentation.

Assessment Strategy:

Part 1: Accounting Module "Weight 20 %" (1 exam).

- Total grade (100 points) as follows:
- 10 Points for Participation during the sessions.
- 15 points for Assignment.
- 75 points for the module test.
- Cut-off score: 70% of the total grade

Part Two: Core Credit Module Accumulative: "Weight 45 %" (4 exams)

- Total grade (100 points) as follows:
- 10 Points for Participation during the sessions.
- 15 points for Assignment.
- 75 points for the module test.
- **Cut-off score:** 70% of the total grade.

Part Final Desk Case Discussion: "Weight 35 %"

- Real Case Study to be discussed as a group by A Desk Taker.
- Pass**ing Grade:** 70%.

Certificate Language:

English.

Delivery Language:

Bilingual.

Prerequisites:

Intermediate level of English.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 9.9 CEUs

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Corporate Finance Credit Professional Certificate

Credit & Finance

7593-1

In-Class

309 hours

Course Description:

This Intensive Certificate is the outcome of a collaboration between EBI "the Egyptian Banking Institute, And NYIF "New York Institute of Finance". It is presented as A Co-Branded Certificate under the Name Of "Corporate Finance Credit Professional Certificate" The Certificate (309 Hours) Aims at Creating a Solid Understanding of Financial Accounting, Credit Risk Analysis, Cash Flow, Projections, Industry Analysis, and Debt Structuring. Participants Will Also Understand the Corporate Finance & Valuation Methods and Gain Comprehensive Knowledge About Corporate Funding Alternatives and Financing Strategies. By the End of The Program, Participants Are Expected to Be Able to Analyze Financial Statements of Different Types of Corporations and Evaluate Their Eligibility to pursue a Finance career. Moreover, throughout the Program, the Participants Will Learn About Trade Finance, Non- Non-Performing Loans, Credit Administration, Basel I & II, in Addition to Legal Aspects That Govern the Scope of Credit Activities. Finally, Participants Will Practice Two Trial Desks Where They Will Be Able to Utilize the Different Tools Learnt During the Program and Apply Them in Real Cases.

Target Audience:

- This Certificate is ideal for anyone interested in working or transitioning to Corporate, Banking, and Credit Risk.
- A minimum of two years of banking experience and a bachelor's degree in business or a related field, such as Political Science, is required.

Course Objectives:

By the end of this course, participants will be able to:

- Understand the Basics of Accounting.
- Describe Macro, Microeconomics & Industry Analysis.
- Describe the Credit Risk Analysis.
- Use, Analyze, and Observe Financial Ratios.
- Describe How to Take a Credit Decision Through Lending Rationales, Cash Flow Statement Analysis, and Projections.
- Describe Credit Risk Analysis Structuring.
- Describe the fundamentals of Financial Mathematics & Capital Budgeting.
- Describe Cost of Capital.
- Describe Discounted Cash Flow & Other Valuation Methodologies.
- Identify Option Pricing, Application in Capital Budgeting & Corporate Finance.
- Identify Corporate Funding Alternatives & Financing Strategies.
- Identify the International Trade Services, Documentary Credits, and Letters of Guarantee.
- Define Various Types of Credit Instruments, Collateral, and The Concept of Banking Information.
- Explain Credit Risk Ratings and Discuss How to Manage Credit Risk.
- List the Legal Aspects and Regulations of Credit and Finance.
- Detect Non-Performing Loans and Discuss How the Bank Manages Them.
- Explain the Advantages and Limitations of The Implementation of Basel II and III.
- Explain How to Prepare a Credit Report.

Course Outline:

Part 1: Financial Accounting:

Module 1: Accounting Concepts:

- Chapter 1: Accounting Concepts.
- Chapter 2: Measuring Income.
- Chapter 3: Recording Transactions.
- Chapter 4: Accrual Accounting & Financial Statement Formats.
- Chapter 5: Accounting for Revenue.
- Chapter 6: Cash Flows.
- Chapter 7: Inventories and Asset Depreciation.
- Chapter 8: Long-Lived Assets & Depreciation.
- Chapter 9: Liabilities and Interest.
- Chapter 10: Equity.
- Chapter 11: Free Cash Flow.
- Chapter 12: Accounting for Investments.

Part 2: Core Credit

Module 1: Macro, Microeconomics & Industry Analysis:

- The Difference Between Macroeconomics & Microeconomics and How to Measure Economic Activity.

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Corporate Finance Credit Professional Certificate

Credit & Finance

7593-1

In-Class

309 hours

- Basic Macroeconomic Concepts Like (Exchange Rate, Inflation Rate, Interest Rate & Monetary and Fiscal Policies).
- Industry Analysis and Different Types of Industries.
- The Concept of Market and Market Equilibrium.
- The Different Industry Risk Characteristics.

Module 2: Credit Risk Analysis:

- Chapter 1: Risk Management & Credit Principles.
- Chapter 2: Credit Market, Loan Defaults, Expected Loss.
- Chapter 3: Business Risk, Industry Risk, Company Risk.
- Chapter 4: Rating Agencies & Financial Disclosure.
- Chapter 5: Cases & Examples.

Module 3: Financial Analysis Ratios:

- Chapter 1: Financial Ratios, Metrics & Analysis.
- Chapter 2: Off-Balance Sheet Risks.
- Chapter 3: Organization Structure.
- Chapter 4: Management.
  - Definition of Equity-Debt-Gray Area.
  - Risk of ACC.
  - Additional Ratios Analysis.
  - Spreading Sheet.

Module 4: Cash Flow:

- Chapter 1: Cash Flow Analysis I.
- Chapter 2: Cash Flow Analysis II.
- Chapter 3: Project Finance.
- Chapter 4: Financial Hedges.

Module 5: Projection:

- Chapter 1: Financial Warning Signs.
- Chapter 2: Forecasting & Projection.
- Chapter 3: Capital Structure and Debt Capacity.
- Chapter 4: Sensitization.
- Chapter 5: Financing Recommendation.
  - Cash Flow Proxies – Three Blocks & Six Blocks Methods.
  - Applications for Cash Flow Projections.
  - Spreading Sheet.

Module 6: Structuring & Portfolio Management:

- Chapter 1: Structuring New Debt, New Exposures, and New Facilities.
- Chapter 2: Project Finance Structuring.
- Chapter 3: Loan Portfolio Management.
- Chapter 4: Cases, Structures, and Risk Decisions.

Part 3: Corporate Finance & Valuation Methods:

Module 1: Fundamentals of Financial Mathematics & Capital Budgeting:

- Chapter 1: Determinants of Value.
- Chapter 2: Foundation of Financial Mathematics (Time Value of Money).
- Chapter 3: Capital Budgeting (Investment Project Selection Methodologies).

Module 2: Cost of Capital:

- Chapter 1: Factors Influencing the Cost of Capital.
- Chapter 2: Cost of Debt Capital.
- Chapter 3: Cost of Convertible Debt.
- Chapter 4: Cost of Equity.
- Chapter 5: Implications of Cost for Corporate Funding Decisions.

Module 3: Discounted Cash Flow & Other Valuation Methodologies:

- Chapter 1: Overview of Discounted Cash Flow Methodologies.
- Chapter 2: Elements of Cash Flow Projections.
- Chapter 3: Discounted Cash Flow Analysis.
- Chapter 4: Alternate Valuation Methodologies, Economic Profit & Economic Value Added.
- Chapter 5: Relative Valuation Techniques.

Module 4: Option Pricing, Applications in Capital Budgeting & Corporate Finance:

- Chapter 1: Introduction to Option Contracts and Option Pricing.
- Chapter 2: Real Options.
- Chapter 3: Integrating Real Option with Net Present Value Analysis.
- Chapter 4: Options-Based Deconstruction of Corporate Securities.

Module 5: Corporate Funding Alternatives & Financing Strategies:

- Chapter 1: Financing Privately Held Companies.
- Chapter 2: Raising Capital in Public Markets.
- Chapter 3: Other Transactions.
- Chapter 4: Comprehensive Valuation – Case Activity.

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Corporate Finance Credit Professional Certificate

Credit & Finance

7593-1

In-Class

309 hours

Part 4: Supplementary Modules:

Module 1: Trade Finance:

- International Trade History.
- International Chamber of Commerce History.
- Shipping Documents.
- International Payment Tools.
- Documentary Credits.
- International Commercial Terms (Incoterms).
- Letters of Guarantee.

Module 2: Credit Administration and Banking Investigation:

- Concept of Follow-Up Administration.
- Types of Credit Facilities.
- Fully Secured Credit Facilities.
- Types of Collateral.
- Concept of Banking Information.

Module 3: Risk Rating (Obligor Risk Rating):

- Conceptual Framework.
- Credit Risk Ratings and Loan Provisioning.
- Credit Risk Management.

Module 4: Legal Aspects:

- The Legal Aspects of Credit and Finance.
- The Credit Facilities and Loan Regulations.
- The Rights and Duties of The Bank and Bank Staff.
- Electronic Credit and Finance.

Module 5: Non-Performing Loans:

- Introduction to Non-Performing Loans.
- The Indicators of Non-Performing Loans.
- The Banking Treatment of Non-Performing Loans.
- The Banking Treatment of Non-Performing Investment Projects.
- Monitoring Rescheduled Non-Performing Loans.
- Managing Non-Performing Loans.
- The Principles of Borrower Credit Ratings and Provisioning.
- Legal Aspects of Working with Non-Performing Loans.
- Lessons Learned from Classified Loans.

Module 6: Basel II and III:

- Basel II (Credit, Operations, and Market Risk).
- The First Pillar – Minimum Capital Requirements.
- The Second Pillar – Supervisory Review.
- The Third Pillar – Market Discipline.
- Basel III (New Capital Definition, Liquidity Risk, Leverage Ratio).

Module 7: Report Writing:

- Co. General Information.
- Industry Assessment and Financial Analysis.

Part 5: Trial Desk:

- A Desk Taker Will Discuss Each Group's Findings and Give Recommendations

Assessment Strategy:

In Each Module, Grades Will Be Segmented as Below:

Part 1: Financial Accounting:

- Passing Grade: 70% of the Total Grade 100%

Part 2: Core Credit:

- Passing Grade: 70% of the Total Grade

Part 3: Corporate Finance & Valuation Methods:

- Passing Grade: 70% of the Total Grade

Part 4: Supplementary Modules:

- Passing Grade: 60% of the Total Grade

Final Desk Case Discussion:

- Real Case Study to Be Discussed by A Desk Taker
- Passing Grade: 60%

Certificate Parts Weights:

- Part 1: Financial Accounting – 15% (10% Exam + 5% Participation)
- Part 2: Core Credit – 15% (10% Exam + 5% Participation)
- Part 3: Corporate Finance & Valuation Methods–15% (10% Exam + 5% Participation)
- Part 4: Supplementary Modules – 10%
- Final Desk Weight – 45%

*** EBI's discount policy is not applicable to this program.**

Corporate Finance Credit Professional Certificate

Credit & Finance

7593-1

In-Class

309 hours

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 25.5 CEUs.

Course Language:

English

Prerequisites:

- Candidates should be employed in a Financial Institution, preferably with around 2 years' experience.
- Good Command of the English Language.

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* EBI's discount policy is not applicable to this program.

Credit Analysis Certificate

Credit and Finance

6851-2

Blended/
E-Learn-Virtual

250 Hours

Course Description:

This Credit Analysis Certificate is designed for bank employees aiming to join the credit department, as well as junior credit officers, relationship officers, and managers. The certificate comprises five technical parts: accounting concepts, core credit, lending rationales and facility structure, corporate finance and valuation, and supplementary aspects. It also covers how to use supportive information in credit decision-making. Additionally, the program includes an eLearning component and culminates in a practical module that guides participants through the preparation of a trial desk case. This aims to consolidate group findings and provide recommendations for a final desk case.
By the end of the program, learners will have a solid understanding of credit analysis, enabling them to make informed and strategic credit decisions in their professional roles.

Target Audience:

- Bank employees interested in joining the Credit Department
- Junior Credit Officers (0–1 year of experience)
- Risk professionals
- Audit professionals

Course Objectives:

By the end of this course, participants will be able to:

- Determine and recognize key accounting principles and procedures for accurately recording, reporting, and analyzing financial information.
- Recognize the main pillars of taking the correct credit decision
- Understand corporate finance and capital budgeting structure optimization that empowers professionals to make informed credit decisions
- Understand the complementary aspects of the credit decision-making process
- Identify the supportive information toward a credit decision
- Discuss the principles for the development of robust negotiation and presentation skills.
- Discuss how to prepare a trial desk case, aiming at each group's findings, and give recommendations for the final desk case

Course Outline

Technical Part:

Part 1: Accounting Concepts

Part 2: Core Credit

- Module 1: Economics and Industry Analysis
- Module 2: Financial Statement Analysis
- Module 3: Cash Flow Statement Mechanics and Projection
- Module 4: Lending Rationales & Facility Structure

Part 3: Corporate Finance and Valuation

Part 4: Supplementary Aspects

- Module 1: Trade Finance Essentials
- Module 2: Credit Administration and Banking Investigation
- Module 3: Non-Performing Loans
- Module 4: Report Writing

(E learning/Virtual) It is mandatory to complete the E-learning part before attending the VRT session for the participant's benefit

Part 5: E-Learning (Self-Study)

- Module 1: ORR
- Module 2: Legal Aspects (in Arabic)
- Module 3: Basel II & III

Interpersonal Skills:

- Module 1: Presenting with Impact – Introduction
- Module 2: Negotiating for Results – Introduction

Trial Desk Section:

A desk taker will present two cases for discussion. Participants are expected to analyze and present their findings and recommendations.

Final Desk Section:

Each participant will discuss and analyze a final case individually.

Credit Analysis Certificate

Credit and Finance

6851-2

Blended/
E-Learn-Virtual

250 Hours

Assessment Strategy:

Part 1: Accounting - Module Weight (10%)
- Cut off Score (70%) of the total grade (100%).

Part 2: Core Credit - Module Weight (30%)
- Cut-off score: The participant should pass the 4 modules' exams
- A cut-off score for each exam is 50 %, but participants should pass with a cumulative of 70% in the total part.

Part 3: Corporate Finance & Valuation - Module Weight (10%)
- Cut off Score: 70% of the total grade, 100%

Part 4: Supplementary Aspects - Module Weight (10%)
- Cut-off score: 60% of the total grade

Final Desk Discussion - Module Weight (40%)
- Cut off Score: 60% of the total grade, 100%

Upon Successful Completion of this Course, participants will obtain:

20 CEUs

Course Language:

- Material & Exams: English
- Delivery: Bilingual.

Course Modality:

- Blended.
- Virtual - E-learning

Prerequisites:

- Good command of the English language
- Passing the following pre-certificate exams:
  - Accounting
  - English (Reading and Listening)
  - IQ (Shapes and Numeric Problems)
  - MS Excel

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أساليب التمويل المصرفي: دورة تحول / حماية الأصول والتدفق النقدي

الائتمان والتمويل

321-P26-CA

بقاعات التدريب

٤٢ ساعة

وصف البرنامج:

سيتعرف المشاركين في هذا البرنامج على التحليل المالي للقوائم المالية وتحديد وتحليل مراحل دورة تحول الأصول، وصف الإقراض بحماية الأصول، وضع توقعات التدفقات النقدية المستقبلية وقوائم التدفقات النقدية التاريخية وشرح العناصر الأساسية لاتفاقيات القروض.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين في إدارات الائتمان ومتابعة الائتمان والمخاطر في البنوك وكذلك العاملين في إدارات الاستثمار والإدارات الاقتصادية في المؤسسات المالية والاقتصادية الأخرى.

أهداف البرنامج:

- تحديد القوائم المالية بمختلف أنواعها.
- شرح دورة تحول الأصول.
- شرح الإقراض بحماية الأصول.
- تحديد التدفقات النقدية التاريخية والمستقبلية.
- وصف شروط ومتطلبات الضمانات في اتفاقيات القروض .

محتويات البرنامج:

الجزء الأول: القوائم المالية

- القوائم المالية بمختلف أنواعها.
- التحليل المالي للقوائم المالية.
- تحليل الميزانية وقوائم الدخل.

الجزء الثاني: راس المال العامل ودورة تحول الأصول

- أساسيات الإقراض.
- تقييم قدرة الشركة لإتمام دورة تحول الأصول.
- المخاطر المصاحبة لدورة تحول الأصول.
- كيفية استنباط دورة تحول الأصول من القوائم المالية.
- حالة عملية.

الجزء الثالث: الإقراض بحماية الأصول

- مفهوم الإقراض بحماية الأصول.
- الإقراض بحماية الأصول.
- الحالات المناسبة للإقراض بحماية الأصول.
- الاختلاف بين الإقراض المستند للتدفقات النقدية والإقراض بحماية الأصول.
- أمثلة.
- حالة عملية.

الجزء الرابع: التدفقات النقدية

- توقعات التدفقات النقدية.
  - الافتراضات الخاصة بالتدفقات النقدية.
  - التدفقات النقدية المتوقعة.
  - التدفقات النقدية وقرار منح القروض.
- التدفقات النقدية التاريخية.
  - تحليل التدفقات النقدية – الأساليب المباشرة وغير المباشرة.
  - كيفية إعداد توقعات التدفقات النقدية لتقييم الاحتياجات التمويلية للمشروعات والهيكل التمويلي الملائم.
- حالة عملية.

الجزء الخامس: عقود الإقراض

- الشروط والمتطلبات والضمانات المطلوبة لعقود الإقراض.
- استخدام عوائد القروض.
- مصادر سداد القروض.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج و من خلال اختبار يعقد بنهاية البرنامج التدريبي.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٣,٤ وحدات تعليم مستمر.

أساليب التمويل المصرفي: دورة تحول / حماية الأصول والتدفق النقدي

321-P26-CA

بقاعات التدريب

٤٢ ساعة

اللغة المستخدمة:

العربية.

متطلبات الحضور:

اجتياز برنامج أسس الائتمان المصرفي.
خبرة لا تقل عن سنة بإدارة الائتمان.

هذا البرنامج يؤهلك لحضور:

تمويل المشروعات الاستثمارية – تحليل التدفقات النقدية.
إدارة وتحليل مخاطر الائتمان – حالات عملية .

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Mastering Financial Statement Analysis

Credit and Finance

343-P26-VE

Virtual

24 hours

Course Description:

This course is designed to provide banking professionals with a clear understanding of how and why bankers and other financial professionals analyze financial statements.

Target Audience:

This program targets employees at the credit, credit monitoring, risk, investment departments and employees at the portfolio management, finance departments and cost and accounting departments in other financial institutions.

Course Objectives

- Identify what is financial statement analysis and 'Ratios for Everybody'.
- Discuss the calculations of ratios for Egyptian Cotton Inc.
- Explain cash flow statements.
- Explain credit analysis.
- Recognize credit models.
- Identify equity analysis.
- Explain what is business valuation.
- Identify risks in analysis.

Course Outline

Module One: Introduction and 'Ratios for Everybody

Session One: Introduction and 'Ratios for Everybody

- Financial statement analysis.
- Other comprehensive income statement (OCI).
- Fundamental accounting concepts.
- Materiality.
- Ratios for everybody.
- The cash cycle.
- GAAP and IFRS.
- Exceptional items.
- Assignment.

Module Two: Egyptian Cotton Inc

Session One: Egyptian Cotton Inc

- ECI.
- Review ECI – Key Questions.
- Fall in Gross Margins.
- Assignment.

Module Three: Cash Flow Statements

Session One: Cash Flow Statements

- Identify cash flow statements.
- Illustrate Apple Cash Flow Statement – Year to September 2018.
- Explain the direct method.
- Explain the UCA (Uniform Credit Analysis).
- Assignment.

Module Four: Credit Analysis

Session One: Credit Analysis

- Credit analysis.
- Key factors in Moody's Risk Advisor Model.
- 'Aides Memoire' Used by Banks.
- Credit scoring for small businesses.
- Bank covenants.
- Business risks.
- Business Risk Factors.
- Assignment.

Module Five: Credit Models

Session one: Credit Models

- Credit models.
- Composite ratio analysis.
- Altman Z-Score.
- Z-Score for Private Companies.
- Geographic Differences – Z-Scores.
- Assignment.

Mastering Financial Statement Analysis

Credit and Finance

343-P26-VE

Virtual

24 hours

Module Six: Equity Analysis

Session One: Equity Analysis

- Equity analysis.
- EPS.
- EBITDA.
- P/E Ratios.
- EBIT and EBITDA Multiples.
- EV and Equity Value.
- Return on invested capital.
- How to calculate NOPAT.
- Equity investor.
- Assignment.

Module Seven: Valuation

Session One: Valuation

- Equity valuation.
- Assets basis.
- Price to book (PTB) Ratios Selected UK Banks.
- Comparable (Market-based Methods).
- Price to sales.
- Discounted cash flow.
- Dividend discount model.
- DCF Predictions.
- Assignment.

Module Eight: Risks in Analysis

Session One: Risks in Analysis

- Risks in analysis.
- Creative accounting.
- Performance measures and creative accounting.
- R&D.
- Deferred tax in analysis.
- Revaluation of fixed assets.
- Leased assets.
- IFRS 9.
- How to calculate expected credit loss.
- Effective auditors.
- Audit process.
- Assignment.

Assessment Strategy:

- 80 % assignments between sessions.
- 20% participation.
- Cut off score is 60% of total grade which is "100".

Upon Successful Completion of this Course, participants will obtain:

2.2 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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Cards Operations and Settlement – Introductory

Banking Operations

388-P26-VE

Virtual

16 hours

Course Description:

This course is designed to provide knowledge and skills to staff working in customer service and card centers, enabling them to understand the complexities of payment card systems, analyze industry players and their roles, manage credit effectively, assess risks, and ensure compliance with regulations. Through a combination of theoretical learning, case studies, and practical exercises, participants will gain a deep understanding of various aspects of payment systems and develop the competencies required to excel in their roles.

Target Audience:

All staff working in customer service and card center.

Course Objectives

- Identify and categorize different types of payment cards.
- Analyze key players in the credit card industry and their roles.
- Evaluate credit card management techniques, including debt management and limit expansion.
- Assess risks and efficiency in retail payment systems.
- Analyze case studies related to retail payment systems, such as "The Adventures of Contactless Charlie".
- Explain arrangements for cross-border payments, including correspondent banking and SWIFT messages.
- Discuss factors influencing infrastructure arrangements in payment systems.
- Evaluate compliance measures and regulations governing payment methods, including anti-money laundering, operational risks, and fraud detection.

Course Outline

Module One: Organization of Clearing and Settlement

Session One: Organization of Clearing and Settlement

- Typology of cards.
- Main Payment Methods.
- General principles.
- Credit Card Types.
- Assignment.

Module Two: Credit Cards Eligibility

Session One: Credit Cards Eligibility

- The Bank Cards.
- Minimum Terms of Acceptance for VISA & MasterCard.
- Income Requirements.
- Documents Required.
- Excess days.
- Negative list.
- Legal Action.
- Bank Policy Regarding Granting of Credit Facilities to Delinquent Customers in Light of CBE New Regulations.
- Allocation of Initial Credit Limit.
- Assignment.

Module Three: Credit Card Mastery (Managing Debt & Expanding Limits)

Session One: Credit Card Mastery (Managing Debt & Expanding Limits)

- Debt Burden (DBR).
- Supplementary Credit Cards.
- Secured Credit Cards.
- Limit Increase.
- Card Manufacturing.
- Assignment.

Module Four: Risks and Efficiency in Retail Payment Systems

Session One: Risks and Efficiency in Retail Payment Systems

- Risk in retail payments.
- Finance Charges.
- Risk management in retail payment systems.
- Efficiency.
- Assignment.

Cards Operations and Settlement – Introductory

Banking Operations

388-P26-VE

Virtual

16 hours

Module Five: Case Study

Session One: Case Study

- Case Study: The Adventures of Contactless Charlie.
- Assignment.

Module Six: Arrangements for Cards usage settlement

Session One: Arrangements for Cards usage settlement

- Correspondent Banking.
- SWIFT message example: MT 103 payment configuration.
- SWIFT Net solution examples.
- Assignment.

Module Seven: Factors Influencing Infrastructure Arrangements

Session One: Factors Influencing Infrastructure Arrangements

- Discrepancies in Existing Payment Card Networks.
- How Domestic Payment Card Networks Can Be Successful?
- Assignment.

Module Eight: Compliance

Session One: Compliance

- Risks related to the activity payment methods and their regulation.
- Anti-money laundering and anti-terrorist financing.
- The operation risks Basel II (The three pillars).
- Diversity of possible frauds.
- Detection methods for identity frauds.
- Proof of residence verifications.
- Operational Risks.
- Assignment.

Assessment Strategy

- 70 % Assignments.
- 30% participation.
- 60% Cutoff score.

Upon Successful Completion of this Course, participants will obtain:

- 1.5 CEUs.

Course Language:

English.

Prerequisites:

None.

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Certificate in Supply Chain Finance (CSCF)

In cooperation with the London Institute of Banking & Finance

Banking Operations

2258-2

In-Class

75 Hours

Course Description:

Supply Chain Finance (SCF) is a term that has been around for some time in the banking and finance market, but historically, definitions have varied considerably, and there has been little consistency across the range of solutions and products available. In fact, the term 'SCF' is often used to describe a Payable Finance solution (a.k.a. Supplier Finance or Reverse Factoring) when in reality this is just one technique amongst a very broad range of solutions. The SCF family of techniques includes both receivables-purchase-based and loan-based solutions, as well as traditional documentary trade finance. The certificate will introduce students to all these valid vehicles for financing supply chains. The defining characteristic of SCF is that the various techniques are driven by events in the physical supply chain, and as such, the analysis of the client's underlying trade cycle and the accurate identification of financing, risk mitigation (including foreign exchange management), and settlement needs are central to the approach.

Target Audience:

- The Certificate in Supply Chain Finance (CSCF) is relevant if you work or are aspiring to work within an area dealing with SCF.
- Relevant departments such as: Trade Finance, Corporate Banking, and SMEs.

Course Objectives

To provide the knowledge and skills required to be an effective international supply chain finance professional. Course Outline

Assessment Strategy

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English.

Key Content Areas:

- The supply chain finance environment.
- The role of traditional trade finance products.
- The key components of trade cycle analysis.
- The application and implementation of supply chain finance techniques and associated legal, technological, cost, and risk implications.
- The importance of innovation and strategy.

Qualification learning outcomes:

On completing this qualification, you will:

Prerequisites:

- It is recommended that candidates have a minimum of three years of documentary credit and international trade finance experience, or
- Satisfactory completion of the "Examination of Documents Presented under Documentary Letters of Credit - Case Studies" (preferably), and
- Good command of English.

LO	Detail
LO1	**Understand the need for and use of Supply Chain Finance.**
LO2	**Understand and be able to apply Trade Cycle Analysis.**
LO3	**Understand and be able to structure Supply Chain Finance solutions.**
LO4	**Understand the practicalities of the implementation of Supply Chain Finance.**
LO5	**Understand alternative financing and innovation in Supply Chain Finance.**

Key skills developed:

The qualification will encourage you to:

Develop your ability to undertake trade cycle analysis.
Develop your ability to structure supply chain finance solutions.
Increase your ability to work and study independently, and to utilize resources effectively.

Entry requirements:

There are no specified entry requirements. However, a working knowledge of the basics of trade finance would be an advantage, and you need to be satisfied with your ability to study in English.

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certificate in Supply Chain Finance (CSCF)

In cooperation with the London Institute of Banking & Finance

Banking Operations

2258-2

In-Class

75 Hours

Learning Resources:

You are provided with the following learning resources:

- Online access to the core text through MyLIBF- www.myLIBF.com.
- Access to Knowledge Bank (e-library) through MyLIBF.
- Online study course.
- Unit syllabus.
- Study planner.
- Specimen examination paper.
- Student handbook.
- student-led forum.

What to do before the assessment

Examinations are taken electronically at any one of the Pearson VUE test centers worldwide. You must be registered to sit an examination at a center of your choosing (subject to demand/availability); this is managed by you. It is recommended that you book your exam three weeks in advance of your preferred examination date. However, subject to availability, an examination can be booked as little as 2 working days in advance. Examinations can be booked via the Pearson VUE website or by phone.

To prepare for the assessment, you should make use of all learning resources.

Assessment:

CSCF is mandatory and assessed by way of a single examination lasting two and a half hours. The examination paper is split into two sections:

- 60 marks are available for Section A: 60 multiple-choice questions (MCQs), students will select one answer from four provided, one mark available for each correct answer (total of 60 marks available).
- 40 marks are available for Section B: I. five MCQs, students will select one answer from four provided, one mark available for each correct answer (total of 5 marks available); Page 7 of 15 II. five multiple-response questions, students will select three answers from six provided, one mark available for each correct answer (total of 5 marks available); and
- 3 case studies comprising a combination of questions requiring students to evaluate the scenario, including questions requiring students to pair statements from a selection of options, 10 marks will be available for each case study (total of 30 marks available).

A total of 100 marks are available overall. The pass mark for the examination is 70% of the available marks; however, you must also achieve 60% of the marks available in section B to pass the qualification.

The structure of the assessment ensures that all course content is subject to assessment.

Qualification grading:

The overall qualification will be graded pass/distinction. To achieve a pass, you must achieve at least 70% overall (minimum of 60% for Section B).

Grade	Pass Mark (%)
Pass	70-94
Distinction	95-100

Feedback is provided via analysis sheets (available on www.MyLIBF.com) in order for you to see the relative strength of assessment performance.

Registration Period:

CSCF has a twelve-month registration period.

Re-sit attempts:

There are no restrictions on the number of times you can resit the unit, although each resit will require a new registration and payment of the appropriate fee.

Course Outline:

Module 1: Introduction to Trade Finance Instruments

- Understanding traditional trade finance instruments.
- Trade finance history.
- ICC publications and their relation to Trade Finance instruments.
- Documentary Credits, Letters of Guarantees, and Collection types and characteristics.
- Shipping documents (commonly used) characteristics.

Module 2: Preliminary principles of "Supply Chain"

- Supply chain importance and history.
- Interaction and comparison between Supply Chain Finance and Traditional trade finance tools.
- Identification and understanding of "Physical Supply Chain Finance".
- Understanding of the Financial Supply Chain and its consequences.

*** EBI's discount policy is not applicable to this program.**

Certificate in Supply Chain Finance (CSCF)

In cooperation with the London Institute of Banking & Finance

Banking Operations

2258-2

In-Class

75 Hours

- Identify and understand the client drivers, risk mitigation, and trade flows.
- International and Domestic trade key factors.
- Impact of "Digitization" on Supply Chain Finance and Traditional trade Finance instruments.
- Working Capital Cycles and contractual commercial relations.

Module 3: Analyzing and preparing for a successful "Supply Chain Finance"

Structure

- Identifying and quantifying the client's needs.
- Identifying risks and setting risk mitigation factors/plan.
- Overall Risk Management under Supply Chain Finance.
- Assess the proper trade finance instruments.
- Assess the proper Supply chain finance instruments.
- Identify the operational cycles/processes under Supply Chain Finance.
- Set the initial Supply chain structure.

Module 4: Supply Chain Finance Pre-Fact and Post-Fact controls

- Understand and apply the benefits of supply chain finance solutions.
- Understand and apply the supply chain finance framework.
- Understand the legal framework underpinning supply chain finance.
- Understand and analyze the competitive environment.
- Pricing and working capital requirements of supply chain finance solutions.
- Understand and apply onboarding and the implications for supply chain finance.
- Compliance and Sanctions considerations.
- Understanding of innovation and development within the supply chain finance sector.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English

Prerequisites:

There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

Instructor Bio:

Khaled Khedr Haggag

Khaled Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance.

In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

Current Position:

Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

Education:

Bachelor of Commerce, Cairo University (1986-1990).

Certifications:

Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

Years of Experience at EBI:

20 Years

Courses/Topics delivered

- Trade Finance Tools Products.
- Banking Operations.

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Foundation Program

ACCREDITED BY ACCET
A Partnership for Quality®

Banking Operations

3596-5

Blended - Virtual - E-learning

64 hours

Course Description:

The foundation program provides the basis for preparing new hires to work in the banking and financial sector. The knowledge provided by this program is a recommended milestone towards preparing our emerging and future leaders to sustain the production of efficient calibers in the banking sector. Moreover, it serves as the first step towards maintaining Continuous Professional Development (CPD) Programs, helping individuals stay competent with up-to-date knowledge and skills, and committed to lifelong learning. In addition, banks may consider hiring participants after completing this program.
In addition, the curriculum is designed in collaboration with Pearson/Edexcel and the Chartered Banking Institute in Scotland, based on employer and market needs. It consists of multiple modules emphasizing the preparation of young and high-potential candidates to successfully enter the banking and finance sector.

Target Audience:

The course is intended for Junior bankers across various banking functions.

Course Objectives:

- Explain the Basic Concepts of Micro and Macro Economics.
- Explain the main functions of the banking system and types of regulations.
- Categorizing main Banking Accounts, Products, and Services.
- Distinguishing Retail Banking Operations.
- Classify Foreign Trade Operations.
- Differentiate between the Legal aspects of Banking Transactions.
- Classify the main accounting principles and the contents of published financial accounts.
- Discuss Credit Concepts and Operating Methods of Financial Analysis.
- Explain how Foreign Exchange Markets Operate.
- Define the best practices in corporate governance and compliance.
- Test Basic Risk Measurement Calculations.
- Differentiate between E-banking channels and identify their importance.
- Explain definitions and concepts of general etiquette and business etiquette.
- Develop business writing skills and explain the difference between various business documents.
- Define the basics of service standards and explain how to maintain customer loyalty.
- Develop selling skills by identifying customer profiles, needs, wants, and life cycle.
- Explain the nature of SMEs, characteristics of funding options, and identify reasons for banks to enter into SME banking.

Course Outline:

Part One: Banking and Finance

Module One: Introduction to Economics

Session One: The Basic Economic Problem

- Economic scarcity.
- Assignment.

Session Two: Various Economic Systems

- Centrally planned economy.
- Mixed economy.
- Quiz.

Session Three: The Difference Between Microeconomics and Macroeconomics and The Circular Flow

- Microeconomics.
- Macroeconomics.
- Circular flow.
- Assignment.

Session Four: Basic Concepts of Microeconomics

- Market Forces of Supply and Demand.
- Market Structure.
- Anti-Competitive Practices.
- Organizational Responses.
- Multi/transnational Corporations.
- Joint Ventures.
- Outsourcing.
- Assignment.

Session Five: Basic Concepts of Macroeconomics

- GDP.
- Economic Growth.

*** EBI's discount policy is not applicable to this program.**

Foundation Program

Banking Operations

3596-5

Blended - Virtual - E-learning

64 hours

- Balance of Payments.
- Public Borrowing.
- Employment Analysis.
- Inflation.
- Foreign Exchange Rates.
- International Trade.
- Financial Crisis.
- Quiz.

Module Two: Introduction to Banking System and Regulations (eLearning)

- The history of the banking system.
- The main functions of a bank and the importance of confidence in banking.
- International key principles of bank liquidity and funding.
- The main rationale and types of regulation (e.g. BASEL).
- Specific Egyptian regulations and best practice.

Module Three: Banking Operations, Products and Services

Session One: Main Bank Accounts

- Current accounts and how they operate.
- Savings accounts and how they operate.
- Quiz.

Session Two: Bank Rates & Swift System and Bancassurance products

- How interest rates are decided and calculated.
- How the clearing cycle operates in the payment system.
- The main types of insurance and assurance products offered by retail banks.
- Assignment.

Module Four: Retail Banking Operations

Session One: The Retail Banking Liability Product.

- The Importance of Retail Banking.
- The main types of retail banking products/services.
- The nature of electronic payments and cards.
- Assignment.

Session Two: The Assets, Products, and Card Services and Cross-Selling Technique

- Bank fees and commissions, and the cross-selling technique.
- Differentiate between different collection strategies.
- Assignment.

Module Five: Foreign Trade Operations

Session One: Trade Finance and Its General Principles

- Terms of payment in foreign trade.
- The various foreign trade instruments.
- Different types of L/G's.
- Assignment.

Session Two: The Trade Transaction's Documents and Correspondent Banks Accounts

- Shipping documents and their importance.
- Nostro and Vostro accounts.
- Assignment.

الجزء السادس: الجوانب القانونية للمعاملات المصرفية eLearning

- مفهوم المصرف (البنك) ودوره في المنظومة التجارية والاقتصاديه.
- حقوق وواجبات كل من البنك وعميله، وطبيعة العلاقة بينهما.
- البنك المركزي المصري من حيث: الشكل القانوني، الهدف من انشائه.
- المتطلبات الرئيسية للبنك المركزي المصري لتأسيس بنك، وتفعيل الخدمات البنكية.
- المبادئ الأساسية للجوانب القانونية للأعمال وللمعاملات المصرفيه.

Module Seven: Financial Statement and Accounting Concepts for Banking Operations (eLearning)

- The Purpose of Accounting.
- Accounting Equation.
- Key Accounting Principles.
- Users of Accounting Information.
- The main contents of the published Accounts.
- Reporting Regulations and Principles.
- Financial vs. Management Accounting.
- Applications and case studies.

Module Eight: Credit Concepts and Methods of Financial Analysis

Session One: The Financial Statement and Lending Rationale

- Financial statements definition.
- Types of financial statements.

*** EBI's discount policy is not applicable to this program.**

3596-5

Blended - Virtual - E-learning

64 hours

- Balance Sheet.
- Income Statement.
- Cash flow.
- Lending rationale.
- Lending Basics.
- Asset Conversation cycle.
- Assignment.

Session Two: The Financial Statement Analysis

- Credit definition.
- Introduction to FSA.
- Types of financial analysis.
- Vertical analysis.
- Horizontal analysis.
- Ratio analysis.
- Liquidity Ratio.
- Solvency Ratio.
- Profitability Ratio.
- Asset Management Ratio.
- Quiz.

Module Nine: Bank Treasury and Investment Operations

Session One: Foreign Exchange and The Main Working of Foreign Exchange Markets

- Treasury definition.
- Foreign Exchange Markets.
- Participants.
- Factors Affecting Foreign Exchange Rates.
- Theory and Practice of How Exchange Rates Are Applied to Arrive at Exchange Conversions.
- Foreign Exchange Risks.
- Forward and how forward is calculated.
- Money Market and Central Banks role.
- Monetary VS Fiscal policy.
- Quiz.

Session Two: Types of Risks

- Liquidity Risk.
- Asset Liabilities matching.
- IR risk & Market Risk.
- Assignment.

Module Ten: Compliance and Corporate Governance (eLearning)

- Money laundering and Compliance Risk.
- Best practice of the compliance function.
- Stakeholders Management.
- Relationship with internal players.
- What is Corporate Governance?
- Other Corporate Governance Best Practices.
- Board of directors best practice.

Module Eleven: Risk Management

Session One: Introductory overview to Risk Management and the risk theory

- The concept of risk.
- Risk Management Framework (RMF).
- Importance of Risk Management.
- Risk Management Process.
- Sound Risk Management.
- Assignment.

Session Two: The different risk types & how to manage and deal with them

- The key risks currently facing financial institutions.
- International Best Practices.
- Assignment.

Module Twelve: Digital Banking

Session One: Banks' Evolution and Banks and Technology

- Overview of Traditional Banking Model.
- Definition of E-banking.
- The path towards E-banking / Digital Banking.
- Call Center Overview.
- Telephone Banking Services.
- Internet Banking Services.

Foundation Program

Banking Operations

3596-5

Blended - Virtual - E-learning

64 hours

- ATMs (Automated Teller Machines).
- Informational and Transactional Websites.
- Mobile Banking and M-Payments.
- Assignment.

Session Two: The Future of Banks and E-Banking Regulations

- Why E-Banking?
- The Future of Branch Banking: Where is technology taking us?
- Egypt's Digital Profile.
- Real-life case studies (Video content for discussions).
- CBE internet Banking regulations were issued in November 2014.
- Assignment.

Part Two: Performance Management

Module One: Business Etiquette (eLearning)

- Definitions and concepts of etiquette.
- Importance of etiquette in business.
- The role of good manners in business.
- Factors of success.
- Components of greeting people.
- Greeting components.
- Effective communication.
- 3Vs applying etiquette.
- First impression.
- Perception.
- Business Style and Professional Image.
- Don'ts for ladies and men.
- Proper business attire:
  - For women.
  - For men.

Module Two: Business Writing (eLearning)

- Characteristics of effective writing.
- Principles of Good Writing.
- Applying the 4 C's of Writing.
- Writing correspondence (letters, memorandums, and e-mails).

Module Three: Customer Care Mindset (eLearning)

- The fundamentals of service standards.
- Different ways of monitoring service standards.
- Management and service standards.
- Complains to opportunities.
- Communicate effectively and build an effective conversation.
- Telephone etiquette.
- Customer identification.
- Customer loyalty.
- The influence of employee loyalty.
- Memorable service and solving customer problems.

Module Four: Sales Journey (eLearning)

- Customer Needs and Wants.
- Different Product Requirements for Different Ages.
- Important values of customer lifetime value.
- The objectives as an answer to customer needs.
- Policies regarding customer service, sales, and cross-selling.
- Collecting Data Using Marketing.
- Purchase Decision Making.
- Loyalty and Retention.
- Meaning of Win Back.
- Benefits of upselling and cross-selling at the organization.
- Major mistakes made during the selling process.
- Right Time for Upselling and Cross-Selling.
- Important Techniques in Cross-Selling.
- Important Techniques in Upselling.

Part Three: Financing SME (eLearning)

الجزء الأول: مقدمة في تمويل المشروعات الصغيرة والمتوسطة

- اهمية المشروعات الصغيرة والمتوسطة.
- المؤشرات الاقتصادية الداعمة لأهمية دور المشروعات الصغيرة والمتوسطة .
- معايير تصنيف المشروعات الصغيرة والمتوسطة.
- تعريف البنك المركزي المصري الموحد للمشروعات الصغيرة والمتوسطة.

*** EBI's discount policy is not applicable to this program.**

3596-5

Blended - Virtual - E-learning

64 hours

- سمات المشروعات الصغيرة والمتوسطة، وملامح الاختلاف بينها وبين المشروعات الكبيرة.
- جاذبية سوق المشروعات الصغيرة والمتوسطة للبنوك.
- التنوع في الخدمات المصرفية للمشروعات الصغيرة والمتوسطة ومدي ربحية البنوك.
- مفهوم الائتمان المصرفي وخصائصه.
- القواعد العامة لتمويل المشروعات الصغيرة والمتوسطة.
- أركان الدراسة الائتمانية.
- أدوات التمويل البنكية.
- أدوات التمويل غير البنكية.

Assessment Strategy:

Assessment is performed both informally and formally. Participants will be assessed based on class participation, assignments, and a final test.

Upon Successful Completion of this Course, participants will obtain:

5.4 CEUs.

Course Language:

Arabic / English

Prerequisites:

None

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Banking Systems and Operations Framework

Banking Operations

359-P26-CE

In-Class

36 hours

Course Description:

This course is designed for banking professionals, compliance officers, and individuals seeking to deepen their understanding of banking systems and operations. By the end of the course, participants will be able to explain the structure and functions of central banks, including the Central Bank of Egypt, and apply knowledge of core banking operations such as account types, foreign exchange, commercial papers, and SWIFT messaging. They will also analyze retail banking products, credit management, and trade finance tools like Letters of Credit and Guarantees, as well as implement techniques to combat money laundering and terrorism financing. Through real-world case studies, interactive discussions, and hands-on exercises, participants will demonstrate a comprehensive understanding and practical application of key banking concepts.

Target Audience:

- New bank employees in retail banking, operations, trade finance, or credit management roles.
- New hires or junior staff seeking foundational knowledge of banking systems.

Course Objectives

After completing this course, the participants will be able to:

- Explain the structure and functions of the banking system and its role in economic development.
- Apply knowledge of banking operations to solve practical problems in the banking industry.
- Use retail banking products and services to design strategies for improving customer satisfaction.
- Demonstrate the use of trade finance tools, such as Letters of Credit and Guarantees, in practical trade scenarios.
- Explain the principles of money laundering prevention and demonstrate how banks can combat financial crimes.

Course Outline

Module 1: Introduction to the Banking System

- The banking system.
- Central Bank of Egypt.
- The relationship between the government and the CBE.
- Types of banks.

Module 2: Banking Operations

- Typical Bank Structure:
  - Front Office & Back Office.
  - Banking Operations.
  - Delivery Channels.
- Essential Competencies of a banker.
- Types of Common accounts (a product perspective):
  - Current/Checking account.
  - Saving account.
  - Time/Term Deposit.
  - Certificate Deposits.
  - Call account.
  - Mutual Funds Accounts.
- Other Types of Accounts (ownership & activity Perspectives).
- Documents required for account opening.
- Account Closure.
- Cash Operations.
- Foreign Exchange.
- Commercial Papers:
  - Bills.
  - Promissory Notes.
  - Cheques.
- SWIFT.
- Credit department.
- Treasury and capital market.
- Dealing Room.
- Financial Institutions Department.
- Correspondents Relationships.
- Summary of support sectors.
- Case Study.

359-P26-CE

In-Class

36 hours

Module 3: Retail Banking Operations

- What is Retail Banking?
- Common Retail Banking Products.
- Retail Credit Management.
- Electronic/Digital Banking Channels.
- Rethinking Retail Banking.

Module 4: Trade Finance

- Foreign/International Trade.
- Letter of Credit (L/C) and Letter of Guarantee (L/G):
  - Definition.
  - Types.
- Other Trade Tools.
- Case Study: ABC Company in a Government Tender.

Module 5: Combating Money Laundering

- Explanation of money laundering.
- Terrorism Financing.
- International Anti-money Laundering influential bodies.
- Alarming Activities that could be associated with Money Laundry/ Terrorism Finance.
- Banking Measures to Identify ML Transactions.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises, and formally through an end-of-training course test.

Upon Successful Completion of this Course, participants will obtain:

2.9 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English Language.

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فحص المستندات المقدمة على قوة الاعتمادات المستندية – حالات عملية

العمليات المصرفية

363-P26-CA

بقاعات التدريب

٢٥ ساعة

وصف البرنامج:

تم تصميم هذه الدورة الي العاملين في القطاع المصرفي والشركات والهيئات للمتخصصين في ادارات التجارة الخارجية وتمويل التجارة وخاصة ادارات الاعتمادات المستندية لتلبية حاجة السوق التي تمت ملاحظتها مؤخرًا لتطوير المهارات الأساسية للعاملين في مجالات تمويل التجارة. يجب أن تدعم الدورة احتياجاتهم للحصول على المعرفة المطلوبة لقواعد واعراف غرفة التجارة الدولية المنشورة لتحديد مدى مطابقة المستندات المقدمة على قوة الاعتماد المستندي، مقابل شروطها وأحكامها وكذلك مقابل معايير المستندات المذكورة في القواعد والاعراف المذكورة.

إلى من يوجه البرنامج:

- يوجه هذا البرنامج إلى مديرين الفروع ونوابهم ومديرين إدارات التحويلات.

أهداف البرنامج:

- شرح المحتوي والغرض من اصدار معايير فحص المستندات والفقرات التي تم تحديثها لنشرة المعايير الدولية لفحص المستندات ٨٢١.
- تصنيف فحص المستندات وفقًا للأعراف والقواعد الموحدة للاعتمادات المستندية نشرة رقم ٦٠٠ والمعايير القياسية لفحص المستندات نشرة رقم ٨٢١.
- التعرف على فحص مستندات النقل وفقًا للأعراف والقواعد الموحدة للاعتمادات المستندية نشرة ٦٠٠ والمعايير القياسية للفحص نشرة رقم ٨٢١.
- توضيح كيفية فحص الفاتورة ومستند التأمين وفقا للأعراف والقواعد الموحدة للاعتمادات المستندية والمعايير القياسية (نشرة رقم ٦٠٠ و٨٢١) واستعراض فحص المستندات التجارية والمالية الأخرى.

محتويات البرنامج:

الجزء الأول: فحص المستندات وفقاً للأعراف والقواعد الموحدة للاعتمادات المستندية نشرة رقم ٦٠٠ والمعايير القياسية لفحص المستندات نشرة رقم ٨٢١

- فحص المستندات تحت الأعراف والقواعد الموحدة للاعتمادات المستندية نشرة رقم ٦٠٠.
- المعايير العامة والاعتبارات الأولية وفقا للنشرة ٨٢١.

الجزء الثاني: فحص مستندات النقل وفقاً للأعراف والقواعد الموحدة للاعتمادات المستندية نشرة رقم ٦٠٠ والمعايير القياسية لفحص المستندات نشرة رقم ٨٢١

- المتطلبات الأساسية للكمبيالات/المسودات.
- الأشكال المختلفة للتعبير عن تاريخ الاستحقاق وطريقة احتسابه.
- المعايير القياسية لفحص المستندات فيما يتعلق ببوليصة الشحن متعددة وسائل النقل.
- المعايير القياسية لفحص المستندات فيما يتعلق ببوليصة الشحن البحري.
- المعايير القياسية لفحص المستندات فيما يتعلق ببوليصة الشحن البحري غير القابلة للتداول.
- المعايير القياسية لفحص المستندات فيما يتعلق ببوليصة الشحن المؤاجرة.
- المعايير القياسية لفحص المستندات فيما يتعلق بمستند النقل الجوي.
- المعايير القياسية لفحص المستندات فيما يتعلق بمستند النقل البري، السكك الحديدية، النهري.
- الأعراف والقواعد الموحدة للاعتمادات المستندية فيما يتعلق بالشحن والاستلام عن طريق البريد، أو شهادات البريد.
- مستند النقل النظيف وفقا للأعراف والقواعد الموحدة للاعتمادات المستندية.

الجزء الثالث: فحص الفاتورة ومستند التأمين وفقًا للأعراف والقواعد الموحدة للاعتمادات المستندية والمعايير القياسية (نشرة رقم ٦٠٠ و٨٢١)

- أساسيات إصدار الفاتورة.
- المتطلبات الواجب توافرها بالفاتورة.
- أنواع مستندات التأمين المختلفة.

الجزء الرابع: فحص المستندات الأخرى

- المتطلبات الأساسية لشهادة المنشأ.
- المتطلبات الأساسية لقوائم التعبئة والوزن.
- المتطلبات الأساسية للشهادات بصفة عامة.
- التعامل مع المستندات غير المطابقة.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

فحص المستندات المقدمة على قوة الاعتمادات المستندية – حالات عملية

363-P26-CA

بقاعات التدريب

٢٥ ساعة

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢,١ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

- خبرة ثلاث سنوات على الأقل في مجال الاعتمادات المستندية
- أو اجتياز برنامج الأعراف والقواعد الدولية الموحدة للاعتمادات المستندية (٣٤٨)

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Risk Management Framework in International Trade Finance

Banking Operations

9203

In-Class

25 hours

Course Description:

This course is designed for trade finance staff, relationship managers, and risk management staff. Participants will gain a comprehensive understanding of the international trade lifecycle, explore the various risks associated with cross-border trade and their underlying causes, and examine the structured risk management processes that different parties should adopt. The course emphasizes practical strategies to mitigate and control risks when executing international trade transactions.

Target Audience:

- Trade finance staff.
- Relationship managers.
- Risk management staff.

Course Objectives

- Understand the mechanisms and lifecycle of trade finance instruments.
- Identify different risks related to international trade.
- Understand the Risk Management process.
- Determine the banking tools to mitigate and control Risks.

Course Outline

Module 1: Trade Transaction Lifecycle Understanding

- Sales contract and its terms and conditions.
- Payment terms under trade transactions.
- Shipping documents.
- Incoterms.

Module 2: Types of Risk related to international Trade.

- Understanding risk and uncertainty.
- Factors influencing risk categorization.
- Risks faced by exporters and importers.
- Risks faced by banks.
- The impact of risk on trading parties.

Module 3: Risk Management Process

- Different Risk management process.
- Causes of credit risk.
- Credit assessment and the usage of working capital metrics.
- The Purpose and key elements of credit assessment.

Module 4: Banking mitigation methods

- Risk exposures for banks in trade finance.
- Risk distribution tools and their purpose.
- Mitigating risks through monitoring and control of transactions.
- The different security options available to banks that finance trade transactions.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Course Language:

English.

Prerequisites:

None.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Risk Management Framework in International Trade Finance

Banking Operations

9203

In-Class

25 hours

Instructor Bio:

Mohamed Montaser

Mohamed Montaser has extensive banking experience spanning approximately 10 years in the field of trade finance. Mohamed's training methodology focuses on real-world case studies, risk evaluation projects, and practical trade finance applications. His strategic approach, combined with practical insights, makes his training sessions engaging and highly effective for a diverse audience in trade finance training.

Current Position

Trade Finance Manager.

Education

Bachelor of Commerce and Business Administration, Helwan University (2008-2012).

Certifications

holding international recognized certificates in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate in international trade and finance (CITF).
- Certificate in International Trade Risk (CITR).

As a result of successfully passing the above-mentioned three Certificates, he was awarded the Qualified Trade Finance Specialist diploma (QTFS) by the London Institute of Banking and Finance.

Courses/Topics delivered

- Trade Finance tools products.
- Banking Operations.

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* EBI's discount policy is not applicable to this program.

التعرف على هوية المستفيد الحقيقي للمؤسسات المالية

8637-1

بقاعات التدريب

١٠ ساعة

وصف البرنامج:

- يهدف البرنامج إلى تمكين المشاركين من فهم مفهوم «المستفيد الحقيقي» والتعرف على هويته بالنسبة للأشخاص الطبيعيين، الاعتباريين، والترتيبات القانونية. كما يركز البرنامج على المعايير الدولية لمكافحة غسل الأموال وتمويل الإرهاب المتعلقة بالتعرف على المستفيدين الحقيقيين، بالإضافة إلى الإطار التشريعي المصري المطبق في هذا المجال.
- يتضمن البرنامج شرحاً لأفضل الممارسات المتبعة للتعرف على هوية المستفيد الحقيقي، وآليات ضمان دقة وحداثة المعلومات المقدمة بما يتماشى مع التشريعات المحلية والمعايير الدولية.

إلى من يوجه البرنامج:

- العاملون في المؤسسات المالية والبنوك.
- موظفو الامتثال ومكافحة غسل الأموال.

أهداف البرنامج:

تعريف الهوية المستفيد الحقيقي والمعايير الدولية ذات الصلة ومواجهة التحديات المتعلقة بإخفاء الهوية.

محتويات البرنامج:

- مقدمة حول تعريف مفهوم المستفيد الحقيقي والمعايير الدولية ذات الصلة وأهميته بالنسبة للمؤسسات المالية.
- الإطار التشريعي المصري فيما يتعلق بالتعرف على هوية المستفيد الحقيقي.
- المستفيد الحقيقي من الأشخاص الاعتبارية.
- المستفيد الحقيقي من الترتيبات القانونية.
- آليات التعرف على هوية المستفيد الحقيقي والتأكد من صحة المعلومات والتحقق منها.
- أبرز التحديات التي تواجه المؤسسات المالية في التعرف على هوية المستفيد الحقيقي وأبرز مؤشرات إخفاء هوية المستفيد الحقيقي.
- حالات عملية للتعرف على هوية المستفيد الحقيقي بالنسبة للأشخاص الاعتبارية والترتيبات القانونية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج ومشاركاتهم في التدريبات الجماعية.

اللغة المستخدمة:

اللغة العربية.

متطلبات الحضور:

لا يوجد.

المحاضر:

احمد زكي مسؤولاً بإدارة التعاون الدولي بوحدة مكافحة غسل الأموال وتمويل الإرهاب المصرية منذ ٢٠١٧. وفي هذا السياق، فقد عمل على عدد من المواضيع ذات الصلة بمكافحة غسل الأموال وتمويل الإرهاب على المستويين المحلي والدولي.

وبالإضافة إلى ذلك، فقد شارك كخبير في عملية تقييم نُظم مكافحة غسل الأموال وتمويل الإرهاب المطبقة في أخد الدول التابعة لمجموعة العمل المالي لمنطقة الشرق الأوسط وشمال افريقيا. إضافة إلى ذلك، فهو يشغل منصب خبير في مجموعة مراجعة التعاون الدولي التابعة لمجموعة العمل المالي والتي تضع خطط عمل للدول قيد مراجعة المجموعة ويُتابع مدى استيفاء الدول لمتطلبات خطط العمل.

بالإضافة إلى ذلك، فقد تحصل على شهادة اخصائي مكافحة غسل الأموال ACAMS عام ٢٠٢٢. ويحظى بخبرات عديدة في مختلف المجالات ذات الصلة بمكافحة غسل الأموال وتمويل الإرهاب، ولاسيما التعاون الدولي، والتعرف على هوية المستفيد الحقيقي والتحقيقات والتحريات ذات الصلة بجرائم غسل الأموال وكذا تطبيق العقوبات المالية المستهدفة وغيرها من المواضيع ذات الصلة.

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* EBI's discount policy is not applicable to this program.

الاستثمار في الأوراق المالية

الاستثمار والخزانة

401-P26-VA

تعلم عن بعد

١٥ ساعة

وصف البرنامج:

سيتعرف المشاركون في هذا البرنامج على المبادئ الرئيسية للاستثمار والمتاجرة في الأوراق المالية وصناديق الاستثمار وحفظ الأوراق المالية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين بإدارات الاستثمار في البنوك والمؤسسات المالية.

أهداف البرنامج:

- تحديد أنواع الأوراق المالية في سوق رأس المال.
- تحديد وصياغة الأهداف الاستثمارية.
- التمييز بين أنواع العوائد على الاستثمار وأنماط تنويع الاستثمارات.
- التمييز بين الأنواع المختلفة من صناديق الاستثمار.
- التمييز بين الأنواع المختلفة من مخاطر المحافظ الاستثمارية.

محتويات البرنامج:

الجزء الأول: أنواع الاستثمارات في الأوراق المالية

المحاضرة الأولى - أنواع الاستثمارات في الأوراق المالية

- أنواع الأسهم.
- أنوع السندات.
- أنواع مخاطر السندات.
- التصنيفات الائتمانية للسندات.
- تكليف خارجي.

الجزء الثاني: أهداف الاستثمار في الأوراق المالية

المحاضرة الأولى - أهداف الاستثمار في الأوراق المالية

- الأهداف الاستثمارية.
- عملية اتخاذ القرار الاستثماري.
- الهدف من الاستثمار.
- تحليل الاستثمار في الأسهم والسندات.
- تكليف خارجي.

الجزء الثالث: تحليل العائد على الاستثمار

المحاضرة الأولى - تحليل العائد على الاستثمار

- أنواع العوائد على الاستثمار.
- عائد محفظة الاستثمارات.
- العائد المتوقع على محفظة الاستثمارات.
- أهمية تنويع محفظة الاستثمارات.
- تكليف خارجي.

الجزء الرابع: صناديق الاستثمار

المحاضرة الأولى - صناديق الاستثمار

- أنواع صناديق الاستثمار.
- أهداف الاستثمار في صناديق الاستثمار.
- سياسات الاستثمار في صناديق الاستثمار.
- عوائد صناديق الاستثمار.
- تكليف خارجي.

الجزء الخامس: أنواع مخاطر المحافظ الاستثمارية

المحاضرة الأولى - أنواع مخاطر المحافظ الاستثمارية

- مخاطر الاستثمار في السندات والأسهم.
- أهمية المخاطر المنتظمة والمخاطر غير المنتظمة.
- أنواع مخاطر المحافظ الاستثمارية.
- العلاقة بين العائد المتوقع على الاستثمار ودرجة مخاطر المحفظة.
- بعض المؤشرات والمعايير المالية الهامة اللازمة لعملية اتخاذ القرار الاستثماري.
- تكليف خارجي.

الجزء السادس: محاضرة لمتابعة الأثر التدريبي:

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

401-P26-VA

تعلم عن بعد

١٥ ساعة

استراتيجية التقييم:

- ٨٠٪ تكليفات خارجية.
- ٢٠٪ المشاركة داخل المحاضرات.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٤ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

هذا البرنامج يؤهلك لحضور:

برنامج التحليل الاساسي وتقييم الأسهم.

متطلبات الحصول على الشهادة:

يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي ستُعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وستُحتسب مدتها ضمن إجمالي ساعات البرنامج بالإضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠٪ من مدة الدورة.

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Measuring and Evaluating Banks' Performance

Investment and Treasury

404-P26-CE

In-Class

20 hours

Course Description:

The course targets professionals in the credit and investment sector, correspondent banking, risk management, audit, compliance, and who are managing relationships between local and foreign banks. By the end of the program, participants will be able to analyze and evaluate bank performance by mastering the interpretation of financial statements, identifying key financial indicators affecting performance, assessing financial position, and diagnosing critical internal problems — including the root causes of bank failure. These skills will be developed through an intensive training environment that combines theoretical instruction, hands-on financial analysis, and real-world case studies. Participants are expected to demonstrate a high level of proficiency in financial analysis and decision-making, enabling them to contribute effectively to improving institutional performance and managing financial risks within their organizations.

Target Audience:

This program is intended for employees of the Central Bank, Commercial & Specialized Banks, financial institutions, asset management companies, credit rating and evaluation companies, especially the credit and investment sectors, correspondents, risks, audit, and compliance, as well as those responsible for relations between banks (local and foreign).

Course Objectives

- Define bank objectives and explain sources and uses of bank funds.
- Analyzing the financial statements of the banks in detail performance of the Bank.
- Introduce the CAMEL analysis as a tool of Financial Ratios Analysis.
- Explain the reasons for bank failure..

Course Outline

Module 1: Introduction to Banking and Financial Markets

- What is a Bank?
- Banks' primary role.
- Types of banks.
- Sources and uses of bank funds.
- The internal sections of the bank.
- Services offered by banks.
- Financial Markets.

Module 2: Analysis of Banks' Financial Statements

- Financial statements of banks:
  - Importance of financial statements.
  - Main users of financial statements.
  - Structure of the income statement in banks.
  - Explanation of income statement items.
  - Structure of the balance sheet in banks.
  - Explanation of the balance sheet items.
- Analyze Banks' Financial Statements:
  - The concept of financial analysis.
  - The purpose of the financial analysis.
  - Vertical and Horizontal analysis of financial statements.
- Case Study (1).

Module 3: Financial Ratios Analysis

- Financial analysis using financial ratios.
- CAMEL analysis:
  - Capital Adequacy.
  - Asset Quality.
  - Management.
  - Earnings (Profitability).
  - Liquidity & Funding.
- Liquidity versus Profitability.
- CAMEL Rating.
- Case Study (2).

Measuring and Evaluating Banks' Performance

Investment and Treasury

404-P26-CE

In-Class

20 hours

Module 4: Bank Failures

- Bank failures and bankruptcies.
- Credit rating agencies.
- The main reasons for bank failure.
- Some other signs of the bank lead to failure.
- Common examples of bank failures.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Upon Successful Completion of this Course, participants will obtain:

1.7 CEUs.

Course Language:

English.

Prerequisites:

- Three years of experience in a related field.
- Accounting and financial analysis skills.
- Good command of English.

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الاتجاهات الحديثة في المراجعة الداخلية من منظور المخاطر المصرفية

المحاسبة و المراجعة

413-P26-VA

تعلم عن بعد

٣٢ ساعة

وصف البرنامج:

سيتعرف المستويين الإشرافيين العالي والأوسط في المراجعة الداخلية والرقابة، و الإشرافيين بالإدارات الرقابية الأخرى في هذا البرنامج على الاتجاهات الحديثة في مجال المراجعة والرقابة الداخلية وأيضا على الدور بالغ الأهمية الذي تضطلع به إدارات المراجعة الداخلية في منظومة العمل المصرفي وكيفية إعداد خطة المراجعة الداخلية وتقارير المراجعة وفقا لمنهج تقييم المخاطر.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى المستويين الإشرافيين العالي والأوسط في المراجعة الداخلية والرقابة، كما يناسب الإشرافيين بالإدارات الرقابية الأخرى.

أهداف البرنامج:

- شرح الإطار العام لنظام الرقابة الداخلية (COSO Framework).
- تحديد المعايير الأساسية للمراجعة الداخلية وتصنيفها.
- شرح مفهوم المخاطر وأنواعها بالبنوك.
- تعريف خطة المراجعة وفقا لمنهج تقييم المخاطر.
- توضيح خطة المراجعة وفقا للمعايير المهنية.

محتويات البرنامج:

الجزء الأول: إطار نظام الرقابة الداخلية (COSO Framework)

المحاضرة الأولى: إطار نظام الرقابة الداخلية (COSO Framework)

- مفهوم نظام الرقابة الداخلية.
- التصنيف الهرمي لمستويات الرقابة الداخلية.
- عناصر نظام الرقابة الداخلية.
- تكليف خارجي.

الجزء الثاني: معايير المراجعة الداخلية

المحاضرة الأولى: تعريف المراجعة الداخلية

- مفهوم المراجعة الداخلية.
- الفوارق الجوهرية بين المراجعة التقليدية والمراجعة المتصلة بالمخاطر.
- تكليف خارجي.

المحاضرة الثانية: المعايير المهنية للمراجعة الداخلية

- تصنيف المعايير المهنية.
- أنواع المراجعة الداخلية.
- تكليف خارجي.

الجزء الثالث: مفهوم وأنواع مخاطر البنوك

المحاضرة الأولى: تعريف المخاطر

- تعريف المخاطر وكيفية قياسها.
- العلاقة بين استراتيجية العمل وقياس المخاطر.
- تصنيف المخاطر وفقا لاستراتيجية البنك.
- تكليف خارجي.

المحاضرة الثانية: أنواع المخاطر

- أنواع التعرض للمخاطر الأساسية في العمل المصرفي.
- تكليف خارجي.

الجزء الرابع: خطة المراجعة الداخلية

المحاضرة الأولى: شرح تفصيلي لخطة المراجعة الداخلية

- أساسيات خطة المراجعة المبنية على المخاطر.
- نموذج تقييم المخاطر.
- تكليف خارجي

المحاضرة الثانية: خطة المراجعة الداخلية

- تخصيص الموارد بإدارة المراجعة الداخلية.
- تحديد الأولويات بخطة أعمال المراجعة.
- تكليف خارجي.

الجزء الخامس: تنفيذ خطة المراجعة

المحاضرة الأولى: اعداد خطة المراجعة

- المرحلة الأولي – الإعداد لأعمال المراجعة.
- المرحلة الثانية – الاجتماع الافتتاحي لأعمال المراجعة.
- المرحلة الثالثة – الاستقصاء المبدئي.
- تكليف خارجي.

الاتجاهات الحديثة في المراجعة الداخلية من منظور المخاطر المصرفية

ACCREDITED BY ACCET A Partnership for Quality®

المحاسبة و المراجعة

413-P26-VA

تعلم عن بعد

٣٢ ساعة

المحاضرة الثانية: اعداد خطة المراجعة
- المرحلة الرابعة – إعداد مصفوفة المخاطر وبرنامج المراجعة.
- المرحلة الخامسة – أعمال المراجعة الميدانية.
- تكليف خارجي.

المحاضرة الثالثة: تنفيذ المراجعة
- المرحلة السادسة – الاجتماع الختامي لأعمال المراجعة.
- المرحلة السابعة – كتابة تقرير المراجعة.
- المرحلة الثامنة – متابعة تنفيذ توصيات المراجعة.
- تكليف خارجي.

الجزء السادس: محاضرة لمتابعة الأثر التدريبي
- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم:
- ٣٠٪ تكليفات خارجية.
- ٧٠٪ اختبار في نهاية البرنامج.
- ٦٠٪ درجة النجاح.

اجتياز هذه الشهادة بنجاح يؤهل المتدربين للحصول على:
٢،٨ وحدات تعليم مستمر.

اللغة المستخدمة:
العربية

متطلبات الحضور:
خبرة لا تقل عن خمس سنوات في مجال المراجعة الداخلية.

متطلبات الحصول على الشهادة:
يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي سُتعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وسُتحتسب مدتها ضمن إجمالي ساعات البرنامج. بالاضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠٪ من مدة الدورة.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified Management Accountant – Part 1

Accounting & Audit

3822-4

Virtual

111 hours

Course Description:

The Content Specification Outlines presented below represent the body of knowledge that will be covered on the CMA examinations. The outlines may be changed in the future when new subject matter becomes part of the common body of knowledge.

Target Audience:

Bachelor's degree in a related major.

Course Outline:

Part 1 - Financial Planning, Performance, and Analytics

A. External Financial Reporting Decisions (15% - Levels A, B, and C)

1. Financial statements

- A. Balance sheet
- B. Income statement
- C. Statement of changes in equity
- D. Statement of cash flows
- E. Integrated reporting

2. Recognition, measurement, valuation, and disclosure

- A. Asset valuation
- B. Valuation of liabilities
- C. Equity transactions
- D. Revenue recognition
- E. Income measurement
- F. Major differences between U.S. GAAP and IFRS

B. Planning, Budgeting, and Forecasting (20% - Levels A, B, and C)

1. Strategic planning

- A.Analysis of external and internal factors affecting strategy
- B. Long-term mission and goals
- C. Alignment of tactics with long-term strategic goals
- D. Strategic planning models and analytical techniques
- E. Characteristics of a successful strategic planning process

2. Budgeting concepts

- A. Operations and performance goals
- B. Characteristics of a successful budget process
- C. Resource allocation
- D. Other budgeting concepts

3. Forecasting techniques

- A. Regression analysis
- B. Learning curve analysis
- C. Expected value

4. Budgeting methodologies

- A. Annual business plans (master budgets)
- B. Project budgeting
- C. Activity-based budgeting
- D. Zero-based budgeting
- E. Continuous (rolling) budgets
- F. Flexible budgeting

5. Annual profit plan and supporting schedules

- A. Operational budgets
- B. Financial budgets
- C. Capital budgets

6. Top-level planning and analysis

- A. Pro forma income
- B. Financial statement projections
- C. Cash flow projections

C. Performance Management (20% - Levels A, B, and C)

1. Cost and variance measures

- A. Comparison of actual to planned results
- B. Use of flexible budgets to analyze performance
- C. Management by exception
- D. Use of standard cost systems
- E. Analysis of variation from standard cost expectations

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified Management Accountant – Part 1

Accounting & Audit

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111 hours

2. Responsibility centers and reporting segments
- A. Types of responsibility centers
- B. Transfer pricing
- C. Reporting of organizational segments

3. Performance measures
- A. Product profitability analysis
- B. Business unit profitability analysis
- C. Customer profitability analysis
- D. Return on investment
- E. Residual income
- F. Investment base issues
- G. Key performance indicators (KPIs)
- H. Balanced scorecard

D. Cost Management (15% - levels A, B, and C)

1. Measurement concepts
- A. Cost behavior and cost objects
- B. Actual and normal costs
- C. Standard costs
- D. Absorption (full) costing
- E. Variable (direct) cost
- F. Joint and by-product costing

2. Costing systems
- A. Job order costing
- B. Process costing
- C. Activity-based costing
- D. Life-cycle costing

3. Overhead costs
- A. Fixed and variable overhead expenses
- B. Plant-wide vs. departmental overhead
- C. Determination of allocation base
- D. Allocation of service department costs

4. Supply chain management
- A. Lean resource management techniques
- B. Enterprise resource planning (ERP)
- C. Theory of Constraints
- D. Capacity management and analysis
- 5. Business process improvement
- A. Value chain analysis
- B. Value-added concepts
- C. Process analysis, redesign, and standardization
- D. Activity-based management
- E. Continuous improvement concepts
- F. Best practice analysis
- G. Cost of quality analysis
- H. Efficient accounting processes

E. Internal Controls (15% - Levels A, B, and C)

1. Governance, risk, and compliance
- A. Internal control structure and management philosophy
- B. Internal control policies for safeguarding and assurance
- C. Internal control risk
- D. Corporate governance

2. External audit requirements
- A. System controls and security measures
- B. General accounting system controls
- C. Application and transaction controls
- D. Network controls
- E. Backup controls
- F. Business continuity planning

F. Technology and Analytics (15% - Levels A, B, and C)

1. Information systems
- A. Accounting information systems
- B. Enterprise resource planning systems
- C. Enterprise performance management systems

*** EBI's discount policy is not applicable to this program.**

Certified Management Accountant – Part 1

Accounting & Audit

3822-4

Virtual

111 hours

2. Data governance
- A. Data policies and procedures
- B. Life cycle of data
- C. Controls against security breaches

3. Technology-enabled finance transformation
- A. System development life cycle
- B. Process automation
- C. Innovative applications

4. Data analytics
- A. Business intelligence
- B. Data mining
- C. Analytic tools
- D. Data visualization

Course Language:

English

Instructors Bio:

Mr. Mahmoud Refaie

is a CMA-certified instructor, teaches Banking and Finance courses. Working as a professional Financial Analyst for 8 years has enhanced his knowledge and presentation skills. Mahmoud holds bachelor's degree of Accounting/Finance from Cairo University, English Section.

Subjects to teach:
- External Financial Reporting
- Planning, budgeting, and Forecasting
- Cost management
- Financial Statement Analysis
- Financial analysis using Excel tools
- Corporate Finance
- Risk Management

Mr. Amr Bahgat

Head of Internal Audit Division – Arab Investment Bank.
Mr. Amr has working experience in the Banking &Audit Field for 32 years, as he worked previously in four other Banks (Alex Bank, AUB, NSGB & MIBank).
Since Jan 2020, he Heads the Internal Audit function and reports directly to the Audit Committee & the Board of Directors of the Arab Investment Bank (AIBank).
For the period 2012 – 2019, he was the Head of Retail & Branches Network Audit at Alex Bank (one of the Subsidiaries of Intesa Sanpaolo – Italian Banking Group). He was assigned to the development of audit plans of the Retail Banking & Branches Activities, moreover, for all other bank activities based on risk identification, risk assessment, policies and procedures evaluation, coverage of all business activities, and their related key risk issues.
Previously, starting in 2007, he was appointed to the position of Head of Credit & Treasury Audit at AUB (Ahli United Bank) in Egypt and at the AUB Group in Bahrain, for 6 years.
During his career path, he successfully passed and was awarded 3 Professional Designations:
Certified Bank Auditor (CBA) - from Bank Administration Institute (BAI) - USA – 2008.
Certified Banking Credit Analyst (CBCA) - from American University in Cairo – 2002.
Diploma in Financial Services - from the Chartered Institute of Bankers in Scotland – 2000.

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البيئة الرقابية الفعالة في البنوك من خلال تطبيق الإطار الرقابي GRC

المحاسبة والمراجعة

4852-3

بقاعات التدريب

١٢ ساعة

وصف البرنامج:

سوف يناقش البرنامج منهجية تطبيق الإطار الرقابي GRC والذي يوفرما يلي:

- أولًا: منظومة رقابة داخلية محكمة بالبنوك، تضمن إرساء مفهوم الحوكمة المؤسسية وانتظام الأعمال مع عدم التعرض لمخاطر غير معرّفة أو غير محسوبة، بهدف الحفاظ على استقرار وسلامة البنوك، وضمان فعالية بيئة الرقابة الداخلية، والتأكد من الالتزام بالتعليمات الرقابية الصادرة عن البنك المركزي المصري والجهات الرقابية.
- ثانيًا: بناء المعرفة الأساسية للمرشحين الجدد للعمل كمديرين للإطار الرقابي GRC، لتنفيذ مشروع الإطار الرقابي في البنوك.
- ثالثًا: النتائج والأهداف المستفادة من تطبيق الإطار الرقابي GRC في المؤسسات المالية، وعلى رأسها البنوك.

إلى من يُوجه البرنامج:

- العاملون في القطاعات الرقابية (التدقيق الداخلي، الرقابة الداخلية Internal Control، الحوكمة، الالتزام، المخاطر).
- لمرشحون المؤهلون لتنفيذ الإطار الرقابي GRC بالبنوك.
- مسؤولو إدارة نظم العمل.

أهداف البرنامج:

- تعريف البيئة الرقابية بالبنك، ويتضمن ذلك الهيكل التنظيمي وربط الإدارات والقطاعات التنفيذية بسجل حسابات الأستاذ العام، بما يضمن الرقابة على المعاملات المالية، وتعريف وتحديث السياسات وإجراءات العمل وفقًا لتلك المسؤوليات.
- مراجعة مكونات البيئة الرقابية بالبنك، والتأكد من وجود منظومة متكاملة من سياسات العمل ومحدداته، محدثة ومعتمدة وفقًا للتعليمات الرقابية.
- إعداد مصفوفة الصلاحيات المالية وغير المالية (Authority Matrix)، بداية من صلاحيات مجلس الإدارة إلى صلاحيات الإدارة التنفيذية.
- التحقق من توافق السياسات والإجراءات مع التشريعات والقوانين ومتطلبات الجهات الرقابية واللوائح القائمة.
- توثيق عملية تعريف وتحديد المخاطر، ومراجعة إطار كفاية الحوكمة المؤسسية بالبنك، وإدارة المخاطر وفقًا لدرجة المخاطر المقبولة، وتحديث السياسات وإجراءات العمل تبعًا لذلك.
- إعداد / اعتماد بيان المحددات الرقابية الرقمية (Financial Ratios)، للتأكد من توحيد منهجية احتساب النسب والمؤشرات المالية، وتوافقها مع التعليمات الرقابية وتعليمات البنك المركزي.
- التأكد من دقة وتكامل التقارير المرفوعة إلى مجلس الإدارة.
- تحقيق الوعي والدراية بمنهجية خطوط الدفاع الثلاثة، ومنظومة الإطار الرقابي على مستوى البنك.
- إعداد خرائط تدفق الأعمال (Workflow) على مستوى البنك، وتحديث أدلة العمل بتلك الخرائط.
- إعداد اتفاقيات مستوى الخدمة (SLA) بين أطراف منظومة خطوط الدفاع الثلاثة (وفقًا لحاجة العمل)، بما يضمن سلامة وجودة التنسيق، وتعزيز مستوى الكفاءة والفعالية.

محتويات البرنامج

- تعريف وأهداف تطبيق الإطار الرقابيGRC.
- منهجية خطوط الدفاع الثلاثة وعلاقتها بتطبيق الإطار الرقابيGRC.
- المكونات الرئيسية للإطار الرقابيGRC.
- استخدام مدخل علم إدارة المشروعات (Project Management) لإعداد الخطة الزمنية لتنفيذ الإطار الرقابي GRC، وجهة اعتماد الخطة.
- مناقشة مراحل تطبيق الخطة، بما يضمن بيئة رقابية فعالة، وتعريف الأطراف ذات الصلة بالتنفيذ.
- مفهوم الرقابة المستمرة للإطار الرقابي GRC؛ للاطمئنان إلى تنفيذ الأهداف وفعالية البيئة الرقابية في ظل المتغيرات والتعليمات الرقابية.
- حالة عملية وحلقة نقاش مفتوحة.

استراتيجية التقييم:

يتم تقييم المتدربين بناءً على تفاعلهم اثناء البرنامج، ومشاركتهم في التدريبات الجماعية.

اللغة المستخدمة:

اللغة العربية

متطلبات الحضور:

لا يوجد

البيئة الرقابية الفعالة في البنوك من خلال تطبيق الإطار الرقابي GRC

المحاسبة والمراجعة

4852-3

بقاعات التدريب

١٢ ساعة

المحاضر:

الأستاذ/ أشرف محمد خطاب – مساعد أول للمدير العام، رئيس قسم حوكمة الشركات والمخاطر بالبنك المصري الخليجي.

شغل أيضًا منصب رئيس التدقيق والتفتيش وضمان الجودة وتكنولوجيا المعلومات.

- حاصل على درجة البكالوريوس في المحاسبة من جامعة القاهرة.
- عضو مجلس إدارة معتمد من هيئة الرقابة المالية.
- خبير معتمد في حوكمة الشركات لعام 2019 من EIOD.
- خبير الامتثال المعتمد لعام 2019 من EIOD.
- نموذج الحوكمة الرقمية المعتمد من EIOD.

حاصل على الشهادات التالية من Harvard Manage Mentor:

- شهادة مهارات العرض والتقديم.
- شهادة إدارة الضغوط.
- شهادة التخطيط والتنفيذ الاستراتيجي.
- شهادة التفكير الاستراتيجي.
- شهادة اتخاذ القرار.

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* EBI's discount policy is not applicable to this program.

شهادة المحامي المصرفي

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البنك المركزي المصري
المعهد المصرفي المصري

الجوانب القانونية

813-8

بقاعات التدريب

١٦٨ ساعة

وصف الشهادة:

تم تصميم شهادة المحامي المصرفي من أجل تطوير كفاءات المحامين العاملين في الجهاز المصرفي ليكونوا على علم بأهداف وأدوار إدارة الشؤون القانونية وعلاقاتها بالإدارات والفروع الأخرى في الجهاز المصرفي والهيئات الخارجية. كما سيكتسب المحامون المعارف المختلفة عن العمليات المصرفية من الناحية القانونية، بالإضافة إلى تحديد القوانين المتعلقة بالعمل المصرفي.

إلى من توجه الشهادة:

توجه شهادة المحامي المصرفي إلى العاملين في إدارات الشؤون القانونية بالبنوك.

أهداف الشهادة:

- التعريف بدور وواجبات إدارة الشئون القانونية بالبنك وهيكلها وتكوينها.
- وصف العمليات المصرفية من المنظور القانوني.
- شرح الأوراق التجارية وأحكام الشيك.
- دراسة الأحكام الرئيسية لقانون البنك المركزي والجهاز المصرفي والنقد.
- دراسة النواحي القانونية في عمليات اتخاذ القرارات الائتمانية.
- مناقشة الجوانب القانونية المتعلقة بخدمات التجزئة المصرفية.
- تحديد أنواع الضمانات المختلفة الخاصة بالتسهيلات الائتمانية.
- شرح أحكام قانون التجارة.
- شرح المبادئ الأساسية للقوانين ذات الأعمال المصرفية.
- تحديد القوانين الضريبية على المحررات والأعمال المصرفية.
- تحديد أحكام الجرائم ذات الصلة بالعمليات المصرفية.
- شرح مفاهيم الإفلاس والإجراءات القضائية والدعاوى المرتبطة بها.
- مناقشة التحكيم وتسوية المنازعات المصرفية.
- التعريف بالقواعد والأحكام العامة للشركات.
- مناقشة قانون التمويل العقاري والتعريف بأحكامه الرئيسية.
- شرح قانون المحاكم الاقتصادية.

محتويات الشهادة:

- الجزء الأول: إدارة الشئون القانونية بالبنك.
- الجزء الثاني: عمليات البنوك من الوجهة القانونية.
- الجزء الثالث: الأوراق التجارية وأحكام الشيك (قانون التجارة).
- الجزء الرابع: أحكام قانون البنك المركزي والجهاز المصرفي والنقد .
- الجزء الخامس: النواحي القانونية التي تتعلق باتخاذ القرارات الائتمانية .
- الجزء السادس: الأحكام القانونية في خدمات التجزئة المصرفية.
- الجزء السابع: ضمانات التسهيلات الائتمانية.
- الجزء الثامن: أحكام قانون التجارة.
- الجزء التاسع: المبادئ الأساسية للقوانين ذات الصلة بالأعمال المصرفية.
- الجزء العاشر: الضرائب على المحررات والأعمال المصرفية.
- الجزء الحادي عشر: جرائم العمليات المصرفية.
- الجزء الثاني عشر: الإجراءات القضائية تجاه الإفلاس والدعاوى القانونية المتعلقة به.
- الجزء الثالث عشر: التحكيم وتسوية المنازعات المصرفية.
- الجزء الرابع عشر: القواعد والاحكام العامة للشركات.
- الجزء الخامس عشر: قانون التمويل العقاري.
- الجزء السادس عشر: قانون المحاكم الاقتصادية

استراتيجية التقييم:

سوف يتم تقييم المتدربين بناء على المشاركة والتدريبات الجماعية. كما سيعقد اختبار بعد كل أربعة أجزاء لمدة ٤ ساعات.

اجتياز هذه الشهادة بنجاح يؤهل المشاركين للحصول على:

١٢,٧ وحدة تعليم مستمر.

اللغة المستخدمة:

اللغة العربية

متطلبات الحضور:

لا يوجد

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* EBI's discount policy is not applicable to this program.

قانون البنك المركزي والجهاز المصرفي والنقد الصادر بالقانون ١٩٤ لسنة ٢٠٢٠

الجوانب القانونية

2978-P26-VA

تعلم عن بعد

٢٤ ساعة

وصف البرنامج:

سيتعرف المتدربين على قانون البنك الجديد بالإضافة الى قانون البنك المركزي المصري وتعريف تنظيم الجهاز المصرفي بجانب شرح نُظم وخدمات الدفع والتكنولوجيا المالية وتفسير حماية العُملاء، وحماية المُنافسة، وتسوية المُنازعات والتعرف على العواقب.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى كافة المديرين والعاملين بالبنوك خاصة العاملين بالإدارات القانونية والائتمان والمخاطر والالتزام والمالية.

أهداف البرنامج:

- تعريف قانون البنك الجديد.
- تعريف البنك المركزي المصري.
- تعريف تنظيم الجهاز المصرفي.
- شرح نُظم وخدمات الدفع والتكنولوجيا المالية.
- تفسير حماية العُملاء، وحماية المُنافسة، وتسوية المُنازعات والتعرف على العواقب.

محتويات البرنامج:

الجزء الأول: قانون البنك الجديد

المحاضرة الأولى: قانون البنك الجديد

- أسباب اصدار قانون البنوك الجديد.
- أهم أهداف مشروع القانون الجديد.
- العلاقة بين القانون الجديد وبين السياسة العامة للدولة.
- الجهات المُخاطبة بأحكام القانون.
- مدلول أهم التعريفات الواردة بالقانون.
- تكليف خارجي.

الجزء الثاني: البنك المركزي المصري

المحاضرة الأولى: البنك المركزي المصري

- أهداف البنك المركزي المصري واختصاصاته ووضعه الدستوري.
- إدارة البنك المركزي وحوكمته وعلاقته بالحكومة.
- تكليف خارجي.

المحاضرة الثانية: تعاون البنك المركزي المصري مع الجهات الأجنبية المُناظرة

- تعاون البنك المركزي مع الجهات الأجنبية المُناظرة.
- تنظيم إصدار النقد.
- تكليف خارجي.

الجزء الثالث: تنظيم الجهاز المصرفي

المحاضرة الأولى: تراخيص البنوك والقواعد المختلفة الخاصة بها

- تراخيص البنوك.
- قواعد التملُك في رءوس أموال البنوك.
- قواعد الرقابة والإشراف على البنوك.
- قواعد تقديم ومنح الائتمان لعُملاء البنوك.
- نظام تسجيل الائتمان.
- تكليف خارجي.

المحاضر الثانية: حوكمة البنوك

- حوكمة البنوك.
- التقارير وقواعد الإفصاح.
- البنوك المملوكة أسهمها بالكامل للدولة.
- سرية الحسابات.
- الإجراءات التصحيحية والجزاءات.
- تكليف خارجي.

المحاضرة الثالثة: البنوك المتعثرة وخصائصها

- التدخل المُبكر.
- تسوية أوضاع البنوك المُتعثرة.
- إلغاء تراخيص البنوك.
- صندوقا التأمين على الودائع وتطوير الجهاز المصرفي.
- اتحاد البنوك، والمعهد المصرفي.
- تكليف خارجي.

قانون البنك المركزي والجهاز المصرفي والنقد الصادر بالقانون ١٩٤ لسنة ٢٠٢٠

الجوانب القانونية

2978-P26-VA

تعلم عن بعد

٢٤ ساعة

الجزء الرابع: نُظم وخدمات الدفع والتكنولوجيا المالية وتنظيم التعامل في النقد الأجنبي

المحاضرة الأولى: نُظم وخدمات الدفع والتكنولوجيا المالية وتنظيم التعامل في النقد الأجنبي

- نُظم وخدمات الدفع.
- التكنولوجيا المالية.
- تنظيم التعامل في النقد الأجنبي.
- تكليف خارجي.

الجزء الخامس: حماية العُملاء، وحماية المُنافسة، وتسوية المُنازعات والعقوبات

المحاضرة الأولى: حماية العُملاء، وحماية المُنافسة، وتسوية المُنازعات والعقوبات:

- حماية العُملاء، وحماية المُنافسة، وتسوية المُنازعات.
- العقوبات.
- تكليف خارجي.

الجزء السادس: محاضرة لمتابعة الأثر التدريبي

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم:

- ٣٠٪ المشاركة أثناء المحاضرة التفاعلية عن بعد.
- ٧٠٪ أداء التكليفات ما بين المحاضرات.
- درجة النجاح ٦٠٪.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢,٢ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

متطلبات الحصول على الشهادة:

يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي سُتعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وسُتحتسب مدتها ضمن إجمالي ساعات البرنامج. بالاضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠ ٪ من مدة الدورة.

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Compliance Policies and Procedures in Practice

Compliance and Governance

496-P26-VE

Virtual

8 hours

Course Description:

In this course, participants will understand the key compliance issues and the impact of good and poor compliance for your firm and will discuss how compliance is integral to modern banking.

Target Audience:

The course targets candidates who work in compliance, legal, internal control, and internal audit departments.

Course Objectives:

By the end of the program, participants will be able to:

- Define compliance and its role.
- Describe what is good corporate governance.
- Identify the role of the Compliance Team.
- Explain the main conduct of business rules.
- Identify the conflict of interest.
- Define financial Crime 1: AML.
- Identify Financial Crime 2: Anti-Terrorist Legislation.
- Explain Financial Crime 3: FATCA.

Course Outline:

Module 1: Compliance Introduction.

Session 1: Role of Compliance

- What is Compliance?
- Who is Responsible for Effective Compliance?
- Principal Tasks of Compliance?
- Role of Compliance.
- Assignment.

Module 2: What is good corporate governance?

Session 1: Corporate Governance

- Corporate Governance.
- Whistleblowing.
- Case study.
- Assignment.

Module 3: The Role of the Compliance Team

Session 1: Compliance Risk Management

- Compliance Risk Management (CRM) and Other Key Compliance Functions.
- Compliance as an Advisor.
- Compliance Advisory Services.
- Assignment.

Module 4: Conduct of Business

Session 1: The Main Conduct of Business Rules

- Main Conduct of Business Rules.
- Client Classification.
- Suitability.
- Key Information and Client Agreement.
- Customer Complaints.
- Investment Research.
- Assignment.

Module 5: Conflicts of Interest

Session 1: Conflict of Interest

- Conflicts of Interest – Key Issues.
- Identify and Manage Conflicts.
- Information Barriers Procedure.
- Effective Controls Over Conflicts of Interest.
- Market Abuse.
- Assignment.

Module 6: Financial Crime 1: AML

Session 1: Risk Assessment

- Financial Crime.
- Risk Assessment.
- High Risk Customers and Situations.
- Money Laundering.
- Anti-Money Laundering (AML).
- Role of MLRO.
- High-Risk Customers.

496-P26-VE

Virtual

8 hours

- FATF – Financial Action Task Force.
- Local law.
- Assignment.

Module 7: Financial Crime 2- Anti-Terrorist Legislation

Session 1: Local Counter Terrorism Law

- USA PATRIOT Act.
- Local counter terrorism law.
- Importance of fighting terrorism via counter terrorist financing (CFT).
- Assignment.

Module 8: Financial Crime 3: FATCA

Session 1: FATCA

- Foreign Account Tax Compliance Act.
- FATCA.
- FBAR Form.
- Assignment.

Assessment Strategy:

- 70% Assignments between sessions.
- 30% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

0.75 CEUs.

Course Language:

English.

Prerequisites:

None.

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مكافحة غسل الأموال – تعريفي

الامتثال والحوكمة

485-P26-CA

بقاعات التدريب

٨ ساعة

وصف البرنامج:

صمم هذا البرنامج لإكساب المتدربين المعرفة بعمليات غسل الأموال وتمويل الارهاب والتعرف على المخاطر المرتبطة بها، وكذا التعريف بالإطار المصري لمكافحة غسل الأموال وتمويل الإرهاب مع إيضاح دور الأطراف المختلفة في مجال مكافحة غسل الأموال وتمويل الارهاب وفقا للتشريع المصري.

إلى من يوجه البرنامج:

كافة العاملين في الجهاز المصرفي والمؤسسات المالية والجهات الأخرى المنوط بها مكافحة غسل الأموال وتمويل الارهاب.

أهداف البرنامج:

- تحديد المفاهيم الأساسية لغسل الأموال وتمويل الإرهاب.
- تحديد الإطار المصري لمكافحة غسل الاموال وتمويل الارهاب.

محتويات البرنامج:

الجزء الأول: المفاهيم الأساسية لغسل الأموال وتمويل الإرهاب

١. غسل الأموال:

- ما هو غسل الأموال؟
- مخاطر غسل الاموال، والاثار السلبية المترتبة على عمليات غسل الاموال.
- تجريم غسل الأموال طبقا للقانون المصري .
- كيف تتم عملية غسل الأموال؟
- امثلة وحالات عملية.

٢. تمويل الإرهاب:

- ما هو تمويل الإرهاب؟
- الفرق بين غسل الأموال وتمويل الإرهاب.
- كيف تتم عملية تمويل الارهاب؟
- امثلة وحالات عملية.

الجزء الثاني: التعريف بالإطار المصري لمكافحة غسل الاموال وتمويل الارهاب

- السلطات الرقابية والتزاماتها.
- وحدة مكافحة غسل الأموال وتمويل الارهاب.
- جهات الرقابة العامة والتزاماتها.
- جهات التحقيق والتزاماتها.
- المؤسسات المالية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج بالإضافة إلى مشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٧ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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Retail Credit Risk Analysis & Scoring

Risk Management

471-P26-VE

Virtual

22 hours

Course Description:

This course is designed for Lending Managers, Heads of Departments, and senior staff who aim to enhance their credit-scored lending policies. Participants will learn to implement or improve lending strategies by combining automation and firsthand techniques effectively. They will also refresh their knowledge of lending principles to identify and avoid common mistakes or systemic issues. Through practical insights, case studies, and interactive discussions, the course equips participants with the skills to optimize lending processes and ensure robust, error-free credit systems.

Target Audience:

- Heads or Managers in lending and recoveries .
- All senior and support staff involved in lending and recoveries.
- Heads and Managers of consumer/personal finance.
- Heads and Managers in risk and compliance.
- All senior and support staff involved in consumer/personal finance.
- Lending Managers/Managers.
- Compliance & risk staff.
- Inspection/Audit staff.
- Anyone with an interest or responsibility for consumer/personal lending and recoveries.

Course Objectives

By the end of the course, participants will be able to:

- Explain the origins, principles, and context of consumer credit.
- Define the role of the Risk Sector and understand the credit policies framework.
- Conduct Individual Customer Assessments using relevant criteria and data.
- Describe the purpose and processes involved in Credit Scoring.
- Identify and utilize key Data and Databases for credit decision-making.
- Apply Application Scorecards to evaluate creditworthiness.
- Evaluate scorecard performance to assess accuracy and effectiveness.
- Use financial forecasting and Basel Rating Models to evaluate risk.
- Develop and implement effective Credit Strategies for new applications.
- Discuss strategic applications of scoring in risk management.

Course Outline

Module One: Lending and Consumer Credit Environment

Session One: Lending and Consumer Credit Environment

- The Consumer Credit Environment .
- The Consumer Credit Environment in Egypt.
  - Increasing Popularity of E-commerce Installments.
  - Diversification of Installment Providers.
  - Expansion of Interest-Free Installments.
  - Personalized and Tailored Installment Solutions.
  - Mobile-Based Installment Solutions.
- Business Economic Indicators.
- Organizational functions and credit cycles.
- Assignment.

Module Two: Risk Sector Role & Granting Credit Environment

Session One: Risk Sector Role & Granting Credit Environment

- Risk Sector Role.
- Retail Credit Strategies & Policies.
- Sequences and techniques of the Retail Credit Development and Assessment Cycle.
- Product Acceptance Criteria – Case Study.
- Lending Policies, Lending Strategies, Lending Systems.
- Acceptance Procedures:
  - Borrower Situation.
  - Borrower Job and Income.
  - Borrower Accommodation Address.
  - Borrower Phone contacts.
  - Borrower Employer.
  - Borrower Bank (if applicable).
  - Consulting of internal and external Databases.
  - Conduct a field visit, if necessary.
  - Fraud Definition & controls.
  - Estimation of service financed and the distribution channel.
- Several types of customers and the risk-based approach.
- Assignment.

Retail Credit Risk Analysis & Scoring

Risk Management

471-P26-VE

Virtual

22 hours

Module Three: Individual Customer Assessment

Session One: Individual Customer Assessment

- Know your customer.
- Customer identification.
- Politically Exposed and Other High-Risk Customers.
- Use of Social Media Data.
- What data can be confirmed?
- The Essence of Lending – Sustainable Free Cash Flow.
- The Role of Collateral.
- Willingness versus Ability.
- Terms, Clauses, and Pricing.
- Using Historic Data.
- When would a model be appropriate and why?
- Using Historic Data and the Impact of COVID-19.
- Case Study – Cash Flows.
- Case Study – 5 C's.
- Assignment.

Module Four: Introduction to Credit Scoring

Session One: Introduction to Credit Scoring

- What is credit scoring?
- Build your credit score and realize the scoring techniques.
- Score CARD Definition.
- Score Card Types.
- 3 Ways to Build Score Card.
- Why is credit scoring used?
- Business Context.
- Integration of Credit Scoring.
- What would be the input data set?
- Limitation of Credit Scoring.
- Relationship to Risk Appetite.
- Manual Interventions and the Requirements.
- Outputs versus Outcomes.
- Case Study – Vision.
- Assignment.

Module Five: Data and Databases

Session One: Data and Databases

- The Nature of Data – Quality and Quantity.
- Historic Nature of Data.
- The Impact of COVID-19 on Data.
- Generic Data Sources.
- Application Form Data.
- Record Keeping and Legal Requirements.
- Credit Reference Data.
- Uses of Financial Data.
- Databases: Customer; Account; Application; Behavioral; etc.
- Decision Engines and Management Information (MI) Requirements.
- Keeping Data Up to Date.
- Capabilities of internal software.
- Case Study – Credit Scoring.
- Assignment.

Module Six: Application Scorecards

Session One: Application Scorecards

- Principles of scoring.
- Scorecard development.
- Feasibility studies and sample definitions.
- The principal sets.
- Validation of data.
- Data assembly.
- Creating Characteristics and Attributes.
- Analysis of data.
- Scorecard modelling.
- Scorecard validation and diagnostics.
- Divergence – measuring the distance between 'Goods and Bads.'
- Model Validation and Back-testing.
- Exercise – Determining WOE and IV.
- Assignment.

Retail Credit Risk Analysis & Scoring

Risk Management

471-P26-VE

Virtual

22 hours

Module Seven: Behavioral Scorecards

Session One: Behavioral Scorecards

- Behavioral Scoring.
- Types of behavioral scorecards.
- Developing Account-Level Behavioral Scorecards.
- Creating Characteristics and Attributes.
- Developing an account management scorecard.
- Developing a collections scorecard.
- Recoveries scorecards.
- Transaction fraud scorecards.
- Customer Scoring.
- Scorecard development challenges.
- Case Study - Collection Risk.
- Assignment.

Module Eight: Financial Forecasting and Basel Rating Models

Session One: Financial Forecasting and Basel Rating Models

- Forecasting bad debts.
- Model applications and limitations.
- Developing EAD, PD, and LGD models.
- Validation.
- Assignment.

Module Nine: New Application Credit Strategies

Session One: New Application Credit Strategies

- Strategy setting.
- Accept-reject cut-off.
- Setting product facilities/conditions.
- Policy rules, referrals, and overrides.
- Types of referrals.
- Scoring or making manual decisions.
- Population stability.
- Cross-selling.
- Early redemption.
- Cost of management.
- Monitoring new applications.
- Measuring the impact of overrides.
- Assignment.

Module Ten: Model Validation

Session One: Model Validation

- The obligations.
- Sampling.
- What works in practice?
  - Model governance life-cycle key steps.
- Changing the model.
- Case Study - Credit Risk Models.
- Assignment.

Assessment Strategy

- 80% Assignments between sessions.
- 20% Participation.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

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أسس إدارة المخاطر الائتمانية وتقييم الجدارة

ACCREDITED BY ACCET
A Partnership for Quality®

البنك المركزي المصري
المعهد المصرفي المصري

إدارة المخاطر

445-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

سيكتسب المشاركون في هذا البرنامج المعرفة حول مخاطر الائتمان ولجنة بازل حتى يتمكنوا من تحديد درجة المخاطر الائتمانية للمقترضين وتكوين مخصصات القروض لتقليل مخاطر الائتمان، سيتعرف المشاركون أيضاً على أسس تقيم الجدارة الائتمانية للشركات، الأفراد والمشروعات الصغيرة وفقا للقواعد الصادرة عن البنك المركزي المصري.

إلى من يوجه البرنامج:

- مديري إدارات الائتمان وتحليل مخاطر الائتمان، ومساعديهم.
- العاملين في مجال القروض العقارية الشخصية لأغراض الإسكان.
- العاملين في مجال إقراض المشروعات الصغيرة والمتوسطة.

أهداف البرنامج:

- تعريف مخاطر الائتمان في تمويل المشروع و رأس المال العامل.
- توضيح كيفية تسعير القروض ومعالجة تعثرها.
- شرح أسس تصنيف القروض والالتزامات العرضية وتكوين المخصصات التي أصدرها البنك المركزي.
- سرد قواعد وأسس تقييم الجدارة الائتمانية للعملاء وتكوين المخصصات التي أصدرها البنك المركزي في ٢٤/٥/ (للشركات).
- سرد قواعد وأسس تقييم الجدارة الائتمانية للعملاء وتكوين المخصصات التي أصدرها البنك المركزي في ٢٠٠٥/٥/٢٤(الأفراد والمشروعات الصغيرة).

محتويات البرنامج:

الجزء الاول: مقدمة عن مخاطـر الائتمان

- معنى الائتمان.
- دور الائتمان.
- دراسة مخاطر الائتمان.
- إدارة المخاطر.
- مخاطر السوق.
- مخاطر السيولة.
- مخاطر التشغيل.
- مخاطر الائتمان.
- هيكل إدارة الائتمان.
- الرغبة في تحمل مخاطر الائتمان.

الجزء الثاني: المخاطر المرتبطة بمخاطر الإئتمان

- إدارة مخاطر الائتمان المصرفي.
- المخاطر الأساسية على مستوى الشركة والعميل.
- مصفوفة المخاطر.
- مخاطر الصناعة:
  - أنواع مخاطر الصناعة.
  - ربحية الصناعة.
  - المخاطر على مستوى المؤسسة .
- المخاطر المالية:
  - أهمية البيانات المالية.
  - التحليل المالى.
  - تحليل النسب المالية.
  - التنبؤ بفشل الشركات.

الجزء الثالث: درجة المخاطر الائتمانية وتكوين مخصصات القروض

- الجدارة الائتمانية.
- أركان الجدارة الائتمانية.
- العوامل المؤثرة في تحديد درجة الجدارة الائتمانية.
- عوامل مميزة فى تحديد درجة الجدارة الائتمانية للقروض الاستثمارية.
- الاستعلام المصرفي.
- متطلبات دراسة القروض الاستثمارية.
- الإرتباط بين تقييم المخاطر الإئتمانية وتكوين مخصصات القروض والتسعير.
- الملامح العامة للسياسات الإئتمانية.

الجزء الرابع: تصنيف المخاطر الائتمانية

- تصنيف مخاطر الائتمان.
- درجات مخاطر الائتمان.

أسس إدارة المخاطر الائتمانية وتقييم الجدارة

445-P26-CA

بقاعات التدريب

٢٤ ساعة

- احتمال التخلف عن السداد.
- التقييم الخارجي مقابل التقييم الداخلي.
- مخاطر الائتمان في تمويل المشروع.
- مخاطر الائتمان في رأس المال العامل.

الجزء الخامس: تسعير القروض ومعالجة تعثرها

- تعريف تسعير القروض.
- التسعير من خلال الإضافة للتكلفة.
- نموذج القيادة السعرية.
- القروض المتعثرة.
- تشخيص القرض المتعثر ومعالجته.

الجزء السادس: أسس تصنيف القروض والالتزامات العرضية وتكوين المخصصات التي أصدرها البنك المركزي في ٩/٩/١٩٩١

- (منشور رقم ٣٢١).

الجزء السابع: قواعد وأسس تقييم الجدارة الائتمانية للعملاء وتكوين المخصصات التي أصدرها البنك المركزي في ٢٤/٥/٢٠٠٥(المؤسسات والشركات)

- الملامح الأساسية لقواعد وأسس تقييم الجدارة الائتمانية للعملاء وتكوين المخصصات.
- فئات الجدارة الائتمانية.
- الضمانات.

الجزء الثامن: قواعد وأسس تقييم الجدارة الائتمانية للعملاء وتكوين المخصصات التي أصدرها البنك المركزي في ٢٤/٥/٢٠٠٥ (الأفراد والمشروعات الصغيرة)

- أسس تقييم الجدارة الائتمانية وتكوين المخصصات للأفراد.
- أسس تقييم الجدارة الائتمانية وتكوين مخصصات المشروعات الصغيرة.

استراتيجية التقييم

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢ وحدات تعليم مستمر

اللغة المستخدمة:

العربية.

متطلبات الحضور:

استكمال برنامج «أسس الائتمان المصرفي» أو خبرة لا تقل عن خمس سنوات في مجال الائتمان.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

The Transformational Manager

Leadership Development

9187

In-Class

16 hours

Course Description:

In an era defined by complexity, disruption, and rapid innovation, organizations need more than managers who execute; they need transformational leaders who can shape strategy, engage teams, and lead change with confidence. The Transformational Manager is a comprehensive training program designed to develop the essential mindset and skillset required to lead both people and change. Participants will explore the foundations of management, understand how organizations function, and master key leadership competencies needed to thrive in evolving environments.

Target Audience:

- New or recently promoted managers stepping into leadership roles.
- Team leaders or supervisors.
- Professionals in technical or functional roles identified for management tracks.

Course objectives:

- Understand the relationship between management and organizational structure.
- Describe the evolution of management thought and its relevance to today's organizations.
- Apply core management functions and roles to achieve operational goals.
- Analyze the dynamics of organizational change and the manager's role in it.
- Lead change initiatives by creating vision, fostering participation, and building performance.

Course Outline:

Module One: Management & Organization

- What is an Organization?
- What is Management?
- Key Organizational Concepts
- The Organizational Structure

Module Two: Evolution of Management Thought

- Scientific Management
- Classical Organizational Theory
- Organizational Behavior

Module Three: Management Functions & Roles

- Traditional Functions of Management
- Managerial Roles

Module Four: Understanding & Leading Organizational Change

- Recognizing the Need for Change
- Diagnosing the Need for Change
- Re-Balancing the Equilibrium
- Drivers for Change

Module Five: The New Manager as Change Leader

- Boyatzis Management Competencies
- Autocratic Versus Participative Leaders
- High Performance Competencies
- Key Steps for Effecting Change
- Visioning
- Obtaining Participation
- Lead The Change

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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Emotional Empowerment

Leadership Development

270-P26-CE

In-Class

8 hours

Course Description:

This course is designed to help participant improve their emotional intelligence skills, enabling them to use emotional information from themselves and others and integrate this with their thinking for better decision making, helping them to get more easily what they want from the immediate situation and life in general.

Target Audience:

For anyone who wishes to improve their emotional intelligence skills.

Course Objectives:

- Explain the meaning of Emotional Intelligence
- Discuss the importance of self-awareness.
- Explain Self-Management techniques.
- Discuss the channels that are responsible for self-motivation.
- Explain the meaning of empathy.
- Explain how to manage relationships with others as an emotionally intelligent.

Course Outline:

Module One: An Emotional Intelligence Primer

- What is emotional intelligence?
- Daniel Goleman's Emotional Intelligence Framework

Module Two: Self-Awareness

- Knowing yourself
- Feelings, Moods, and Emotions
- The Language of Emotions

Module Three Self-Management

- Creating positive brain connections
- Lessons from the Wizard of Oz
- Self-Management techniques

Module Four: Self-Motivation

- What motivates us?
- Setting goals and having a plan as a motivator
- Getting in "The Flow

Module Five: Empathy

- What is Empathy?
- Empathy Vs Sympathy
- Active empathetic listening

Module Six: Relationship Management

- Explain Getting the change you want.
- The building blocks for managing relationships.
- Ten Habits of Emotionally Intelligent People

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English

Prerequisites:

None

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Creative Problem-Solving and Decision Making

Leadership Development

266-P26-CE

In-Class

8 hours

Course Description:

This course is tailored for professionals seeking to enrich their problem-solving capabilities. Participants will be able to apply a structured 4-step process, utilizing a variety of tools and creative thinking techniques in engaging scenarios. additionally, they will identify decision-making methods to implement optimal solutions. These skills will impact in their personal and professional lives, enabling them to confidently tackle complex decisions and resolve challenging problems.

Target Audience:

The course is designed for mid-level managers and operational staff in the banking industry. Its goal is to sharpen problem-solving skills for improved decision-making and workflow efficiency.

Course Objectives:

- Define the problem
- Apply different techniques for generating an effective solution
- Select the optimal solution by using various tools
- Discuss how to implement solutions and create an action plan

Course Outline:

Module One: Define the Problem

- Systematic problem definition (six basic questions)
- Systematic problem definition grid
- Cause and effect/Fishbone/Ishikawa diagrams
- Why-Why diagrams

Module Two: Find Creative Solutions

- Eight blocks to creative thinking
- Brainstorming
- Mind maps
- SCAMMPERR
- Reverse brainstorming
- De Bono's six thinking hats

Module Three: Evaluate and Select a Solution

- Pros and Cons
- Steps in force field analysis
- Cost/benefit analysis
- Feasibility/capability analysis

Module Four: Implement Solution and Create an Action Plan

- Planning steps
- Create an Action Plan

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English

Prerequisites:

None

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Creative Problem-Solving and Decision Making

Leadership Development

267-P26-VE

Virtual

7 hours

Course Description:

This course is tailored for professionals seeking to enrich their problem-solving capabilities. Participants will be able to apply a structured 4-step process, utilizing a variety of tools and creative thinking techniques in engaging scenarios. Additionally, they will identify decision-making methods to implement optimal solutions. These skills will impact their personal and professional lives, enabling them to confidently tackle complex decisions and resolve challenging problems.

Target Audience:

The course is designed for mid-level managers and operational staff in the banking industry, seeking to sharpen problem-solving skills for improved decision-making and workflow efficiency.

Course Objectives:

- Define the problem
- Apply different techniques for generating an effective solution
- Select the optimal solution by using various tools
- Discuss how to implement solutions and create an action plan

Course Outline:

Module One: Define the Problem

Session One: Techniques for Defining a Problem

- Systematic problem definition (the six basic questions)
- Systematic problem definition grid
- Cause and effect/Fishbone/Ishikawa diagrams
- Why-Why diagrams
- Assignment

Module Two: Find Creative Solutions

Session One: Different Techniques and Tools to Find a Creative Solution

- Eight blocks to creative thinking
- Brainstorming
- Mind maps
- SCAMMPERR
- Reverse brainstorming
- De Bono's six thinking hats
- Assignment

Module Three: Evaluate and Select a Solution

Session One: The Evaluation Process in Problem Solving

- Pros and Cons
- Steps in force field analysis
- Assignment

Session Two: Selecting the Right Solution Techniques

- Cost/benefit analysis
- Feasibility/capability analysis
- Assignment

Module Four: Implement Solution and Create an Action Plan

Session One: Steps of Creating an Action Plan

- Planning steps
- Create an Action Plan
- Assignment

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100".

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English

Prerequisites:

None

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Performance Excellence for Managers

Human Resources

9176

In-Class

16 hours

Course Description:

This course is designed to equip managers with the mindset, tools, and frameworks needed to achieve and sustain performance excellence in a rapidly evolving workplace. Through four dynamic modules, participants will explore how artificial intelligence is reshaping job roles, learn to set and monitor actionable goals, develop a growth-oriented mindset, and master time and task management strategies. The course integrates the Baldrige Performance Excellence Framework and self-awareness tools to help managers align personal development with organizational success and future demands.

Target Audience:

Mid-level and senior managers who are committed to enhancing their personal and professional performance.

Course objectives:

By the end of the course, participants will be able to:

- Understand the impact of AI on future job roles
- Explain and monitor SMART self-objectives that support personal growth
- Cultivate a growth mindset and overcome performance barriers
- Apply effective time and task management techniques

Course Outline:

Module 1: Introducing Performance Excellence

- Embracing the future: How AI is set to change Job requirements across different sectors
- Performance Excellence ... Getting there
- Understanding the WHAT and learning the HOW
- Performance Excellence & Customer Focus
- Baldrige performance excellence framework
- Using Baldrige to sustain individual performance excellence

Module 2: Setting Actionable Goals

- The importance of setting self-objectives and monitoring performance for personal and professional goals
- What is meant by self-objectives
- The benefits of setting objectives for personal growth and career development
- Explain how to set SMART objectives
- Self-monitoring and continuous improvement

Module 3: Review Your Mind

- Fixed and growth mindset
- The paradigm shift
- Barriers to delivering results
- Setting an action plan
- Self-awareness
  - Johari Window
  - DISK personality
  - SWOT
  - Your action plan

Module 4: Task and Time Management

- The time management paradox "Managing attention and energy"
- Time management tools
- Beating procrastination
- Time block & batching tasks and chunking
- Prioritization
- Challenging procrastination

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

Introduction to Human Resources

Human Resources

252-P26-CE

In-Class

18 hours

Course Description:

The introduction of Human Resource course will give HR staff the basic tools to handle numerous human resource situations such as writing the job description, how interviewing new candidates, the organization's orientation, and the employees' performance measurement. Also, it will enable them to deal with certain Human Resource situations.

Target Audience:

This course is designed for Junior HR staff

Course Objectives:

- Discuss the human resources management
- List the job specifications and identify core competencies
- State the methods of finding, selecting, and keeping the best people
- Identify the training and development process
- Explain the performance management system
- Explain compensation and benefits

Course Outline:

Module 1: Concepts of Human Recourses Management:

- Human resource management
- Different roles for HRM
- HR from supporting function to strategic partner
- Changing roles of HR management
- HR strategy alternatives
- HR responsibilities and functions

Module 2: Job analysis and Competency Framework

- Job analysis – definition and concept
- Different methods of collecting job analysis
- Job descriptions – formulation
- Job specification from the job description
- Competency framework– definition and concept

Module 3: Personnel Planning and Recruitment

- Different types of tests and assessments
- Techniques of selection interviews
- Integrate competencies in the selection process
- Skills required for interviewer in selection process
- Behavioral-based interview techniques

Module 4: Training and Development

- Learning, education, training & development
- The nature of adult learning
- Types of adult learning
- Training Needs Analysis
- Methods of training evaluation – Kirkpatrick model
  - Participant's reaction
  - Learning
  - Transfer / Behavior
  - Return on Investment (ROI)

Module 5: Performance Management System (PMS)

- PMS from traditional views to new concepts
- Performance management versus performance appraisal
- Performance management system misconceptions
- The performance management system model
  - Performance planning
    - Key responsibilities and job descriptions
    - Cascading objectives and action plan
    - Behavioral indicators
  - Performance monitoring & coaching
    - Observe, monitor and coach
    - Deliver feedback
    - One on one sessions
  - Performance appraisals
    - Compile/Review data
    - Parties' appraisals
    - Appraisers rating errors
  - Learning and development

Introduction to Human Resources

Human Resources

252-P26-CE

In-Class

18 hours

Module 6: Compensation and Benefits Management

- Methods in compensation planning
- Factors in determining pay rates
- How to price managerial and professional jobs
- The current trends in compensation
- Incentives for individual employees
- Effective incentive plans
- Insurance and other job benefits
- Retirement benefits
- Flexible benefit employee programs

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in the group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.5 CEUs

Course Language:

English.

Prerequisites:

None.

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آداب السلوك في العمل

292-P26-CA

بقاعات التدريب

٨ ساعات

وصف البرنامج:

تم تصميم هذه الدورة للموظفين الذين لديهم خبرة من سنة إلى ثلاث سنوات وللمبتدئين. سيتعرف المشاركون على ممارسات الاجتماعات الفعالة، ونصائح الجلوس، وأساسيات آداب الهاتف. بالإضافة إلى ذلك، سيختارون الملابس المناسبة لمكان العمل ويطبقون نصائح وحيل متنوعة في إدارة المواقف المتعلقة بالولائم الرسمية. سيؤثر هذا بشكل إيجابي على سلوكهم المهني والتجاري.

إلى من يوجه البرنامج:

تم تصميم هذه الدورة للموظفين الذين لديهم خبرة من ١ إلى ٣ سنوات، وكذلك للمبتدئين الذين يسعون للتميز في آداب العمل وإتقان السلوك المهني.

أهداف البرنامج:

- التعرف على ممارسات الاجتماعات والجلوس الفعالة.
- تطبيق مهارات الهاتف لخلق انطباعات إيجابية بفعالية.
- توضيح اختيار الملابس المناسبة لمكان العمل.
- مناقشة آداب تناول الطعام في اجتماع عمل.

محتويات البرنامج:

الجزء الأول: آداب اجتماعات العمل

- الاجتماعات وأهميتها
- هل الاجتماعات مضيعة للوقت؟
- إرشادات عامة لآداب التعامل في اجتماعات العمل
- الوصول المبكر والوصول المتأخر
- اعتبارات آداب الجلوس

الجزء الثاني: آداب المكالمات الهاتفية

- الاستعداد قبل الاتصال
- آداب المكالمات الهاتفية والبروتوكول في بيئة الأعمال
- آداب المكالمات الهاتفية الأساسية

الجزء الثالث: ملابس العمل

- أهمية الملابس المناسبة للعمل
- ملابس العمل المناسبة للنساء
- ملابس العمل المناسبة للرجال
- ما هي بالضبط «ملابس العمل غير الرسمية»؟

الجزء الرابع: آداب تناول الطعام في اجتماع عمل

- الترتيبات المخططة مسبقًا لعشاء العمل
- معضلة ترتيب الجلوس
- معضلة طلب الطعام
- التعامل مع مواقف العشاء الرسمي المحرجة

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٦ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Consultative Selling for Banking Services

Sales, Marketing, and Customer Care

9194

In-Class

8 hours

Course Description:

This program enables marketing professionals, business leaders, and decision-makers to analyze markets, craft growth strategies, and translate insights into actionable marketing plans through strategic frameworks, digital alignment, fostering stronger competitive positioning and long-term value creation

Target Audience:

- Retail bankers and relationship managers.
- Branch sales officers and customer service officers.
- Direct Sales & Tele sales agent.
- Any banking professional involved in direct customer interaction and cross selling.

Course objectives:

By the end of the course, participants will be able to:

- Understand the principles of consultative selling and its application in banking.
- Identify customer needs through effective questioning and active listening.
- Discuss financial solutions aligned with customers' life goals and financial plans.
- Recognize how to build stronger client relationships that lead to loyalty and retention.

Course Outline:

Module 1: Introduction to Consultative Selling

- Difference between product selling and consultative selling
- Why consultative selling is critical in today's banking environment
- Effective questioning techniques
- Active listening skills
- Identifying explicit vs. implicit needs

Module 2: Building Trust and Long-Term Relationships

- Establishing credibility as a banking advisor
- Creating value beyond the product
- Mapping customer needs to banking products/services
- Using storytelling and financial planning techniques

Module 3: Handling Objections Effectively

- Common objections in retail and SME banking
- Techniques to turn objections into opportunities

Module 4: Closing and Follow-Up

- Non-intrusive closing techniques
- Post-sale follow-up strategies to ensure retention
- Cross-selling opportunities

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

English

Prerequisites:

None

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إدارة مخاطر وأزمات المشروعات الصغيرة والمتوسطة (حالات عملية)

6155-P26-CA

بقاعات التدريب

٨ ساعات

وصف البرنامج:

تم تصميم هذا البرنامج للمصرفين العاملين بإدارات الائتمان ومخاطر الائتمان بالبنوك لتوفير تدريب عملي عن المخاطر والأزمات الحالية المحيطة على المستوي المحلي والإقليمي والدولي والتي انعكست على قدرة الشركات الصغيرة والمتوسطة، ليكونوا قادرين على التعرف على كيفية اتخاذ القرارات الائتمانية بشأن تمويلهم من القطاع المصرفي باستخدام أدوات مخاطر الائتمان عن طريق تفاعل المتدربين ومشاركتهم في التدريبات الجماعية.

إلى من يوجه البرنامج:

يوجه البرنامج إلى المصرفيين العاملون بإدارات الائتمان ومخاطر الائتمان بالبنوك.

أهداف البرنامج:

تطبيق الممارسة العملية لإدارة المشروعات الصغيرة والمتوسطة وفقاً لمفهومها الصحيح في ضوء استخدام أدوات مخاطر الائتمان عبر تطبيق حالة عملية.

محتويات البرنامج:

الجزء الاول: ادوات مخاطر الائتمان وتطبيق الممارسة العملية

- فلسفة إدارة مخاطر الائتمان.
- مخاطر ائتمان الشركات الصغيرة والمتوسطة.
- أدوات إدارة مخاطر الائتمان.
- الأثر العام لمخاطر الائتمان على بازل ومعيار IFRS . ٩
- مكونات مذكرة دراسة مخاطر الائتمان للشركات Risk Report.
- تطبيق حالة عملية متكاملة Case Study.

استراتيجية التقييم:

- ٢٠٪ على مشاركة.
- ٨٠٪ على التدريبات الجماعية.
- يجب على كل مشارك أن يجتاز ٦٠٪ من المعايير المذكورة أعلاه.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ٠,٧ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

خبرة سنة على الأقل للعاملين بإدارات الائتمان ومخاطر الائتمان.

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Microsoft Excel® - Level III

Information Technology

109-P26-CE

In-Class

16 hours

Course Description:

This Advanced Microsoft Excel training class is designed for participants with intermediate Excel skills to gain proficiency in using pivot tables, auditing and analyzing worksheet data, utilizing data tools, collaborating with others, and creating and managing macros, given access to Microsoft Excel and relevant datasets, with a high level of proficiency and confidence.

Target Audience:

This course is intended for advanced users, data analysts, financial analysts, and project managers who need to master complex features such as pivot tables and advanced formulas.

Course Objectives:

- Use Pivot Tables and related tools in data analysis.
- Trace data relationships within worksheets.
- Use various tools in data handling.
- Finalize collaborative workbooks.
- Use macros for tasks automation.
- Develop task-workbooks with advanced features.
- Use cloud capabilities for collaboration and storage.

Course Outline:

Module 1: Using Pivot Tables

- Creating Pivot Tables.
- More PivotTable Functionality.
- Inserting Slicers.
- Multi-Select Option in Slicers.
- PivotTable Enhancements.
- Working with Pivot Tables.
- Inserting Pivot Charts.

Module 2: Auditing Worksheets

- Tracing Precedents.
- Tracing Dependents.
- Showing Formulas.

Module 3: Data Tools

- Converting Text to Columns.
- Linking to External Data.
- Controlling Calculation Options.
- Data Validation.
- Consolidating Data.
- Goal Seek.

Module 4: Working with Others

- Protecting Worksheets and Workbooks.
- Marking a Workbook as Final.

Module 5: Recording and Using Macros

- Recording Macros.
- Running Macros.
- Editing Macros.
- Adding Macros to the Quick Access Toolbar.

Module 6: Random Useful Items

- Sparklines.
- Using Microsoft Translator.
- Preparing a Workbook for Internationalization and Accessibility.
- Importing and Exporting Files.

Module 7: Cloud

- Using the Cloud.

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

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Information Technology

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Microsoft Visio

Information Technology

7125

In-Class

16 hours

Course Description:

Microsoft Visio® provides you with an intuitive, customizable tool to easily create a professional-looking visual product by using its extensive gallery of shapes.

Target Audience:

This course is intended for Business Professionals, IT Professionals, Engineers, Architects, Data Analysts, Report Writers, Educators, Trainers, Graphic Designers, Project Teams, Students and Enthusiasts, Administrative Professionals, Entrepreneurs, Small Business Owners and Anyone Interested in Diagramming.

Course Objectives:

- Getting Started with Visio
- Working with WorkflowDiagram Tools
- Building Organization Charts
- Designing a Floor Plan
- Building a Cross-Functional Flowchart
- Designing a Network Diagram
- Styling a Diagram
- Designing Advanced Plans and Diagrams
- Enhancing the Look of Drawings
- Working with Custom Shapes, Stencils, and Templates
- Integrating Data from Other Sources
- Leveraging Development Tools
- Sharing Drawings

Course Outline:

Module One: Getting Started with Visio.

- Perform Basic Tasks in the Visio Environment
- Work with Visio Global Options in the Backstage View
- Save a File
- Work with Visio for the Web

Module Two: Working with Workflow Diagram Tools.

- UseDrawing Components
- Modify a Drawing
- Insert Callouts and Groups

Module Three: Building Organization Charts

- Create an Organization Chart Manually
- Create Organization Charts by Using Starter Diagrams and the Organization Chart Wizard
- Modify an Organization Chart

Module Four: Designing a Floor Plan.

- Make a Basic Floor Plan
- Model a Room Layout

Module Five: Building a Cross-Functional Flowchart

- Create a Cross-Functional Flowchart
- Format a Cross-Functional Flowchart

Module Six: Designing a Network Diagram

- Create Network Diagrams
- Use Shape Data
- Use Layers

Module Seven: Styling a Diagram

- Modify Shape and Connector Styles
- Apply Themes and Variants
- Use Containers

Module Eight: Designing Advanced Plans and Diagrams.

- Create a Microsoft Account and Log in to Visio
- Build Advanced Plans
- Build Advanced Diagrams

Module Nine: Enhancing the Look of Drawings

- Use 3-D Shapes
- Work with Shape Styles
- Define Shape Styles
- Apply Backgrounds, Borders, and Titles

Module Ten: Working with Custom Shapes, Stencils, and Templates

- Create Simple Custom Shapes
- Create Custom Stencils
- Create Custom Templates

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Microsoft Visio

Information Technology

7125

In-Class

16 hours

Module Eleven: Working with Custom Shapes, Stencils, and Templates

- Make an Organization Chart from an Excel Spreadsheet
- Generate a Pivot Diagram from an Excel Spreadsheet
- Create a Gantt Chart from a Project File
- Create a Timeline from a Project File
- Connect a Map to an Access Database

Module Twelve: Leveraging Development Tools

- Create Macros
- Modify Shape Sheets
- Build Advanced Shape

Module Thirteen: Sharing Drawings

- Save and Share Drawings with OneDrive
- Review Drawings
- InsertDrawings into Other Office Files
- ExportDrawings and Print Drawings

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance ofthe total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Good knowledge of Microsoft Windows.

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Microsoft Outlook®

Information Technology

100-P26-CE

In-Class

16 hours

Course Description:

This training course is designed for participants who want to develop their skills from basic to advanced levels in Microsoft Outlook . Participants will learn to navigate the Outlook interface, perform essential email tasks, compose and send emails, manage calendars and schedule meetings, organize and manage contacts, utilize tasks and notes, apply signatures and themes, optimize inbox management, and handle multiple email accounts, all through a structured training course using the Microsoft Outlook interface, achieving proficiency in all listed tasks and features.

Target Audience:

This course is intended for participants who want to have basic skills passing to advance with Microsoft Outlook who want to learn higher-level skills or participants who want to learn the topics covered in this course in the interface.

Course Objectives:

- Identify the Outlook Interface.
- Perform Popular Tasks in Outlook.
- Manage Messages in Outlook.
- Organize events using the calendar.
- Organize Contacts.
- Use Tasks and Notes
- Apply Signature and Themes.
- Optimize Inbox Management.
- Handle Multiple Email Accounts.

Course Outline:

Module 1: The Outlook Interface

- Overview of the Outlook Interface
- The Ribbon
- Tabs, Groups, and Commands on the Ribbon
- The Backstage View (File Menu)

Module 2: Performing Popular Tasks in Outlook

- Setting Up an Email Account
- Open Email Messages
- Reply to and Forward Email Messages
- Preview and Save an Attachment
- Print a Message
- Delete a Message
- Save a Message in an Alternate Format
- Delegate Access
- Customize the Navigation Pane

Module 3: Working with Messages

- Compose a Message
- Add an Attachment
- Add Voting Options
- Check Spelling and Grammar
- Format Text
- Use Microsoft Word to Edit Messages
- Insert a Hyperlink or Image in a Message
- Send a Message

Module 4: Working with the Calendar

- Change Your Calendar View
- Set Up Availability Status
- Print Your Schedule
- Share Your Calendar
- Schedule a Meeting
- Make Updates to Meetings
- Cancel a Meeting
- Reply to a Meeting Invitation
- Schedule an Appointment
- Make Updates to an Appointment
- Create Calendar Groups
- Delete a Calendar
- Work with Calendar Items
- Create and Add Calendars

Microsoft Outlook®

Information Technology

100-P26-CE

In-Class

16 hours

Module 5: Organizing Contacts
- Add, Delete, Import, and Print a Contact
- Update a Contact
- Locate a Contact
- Sort Contacts
- Work with Contact Groups
- Manage Multiple Address Books
- Perform a Mail Merge

Module 6: Working with Tasks and Notes
- Create a Task
- Print a Task
- Update a Task
- Search for Tasks
- Assign a Task
- Reply to a Task Request
- Track Tasks
- Change Your Task View
- Work with Notes

Module 7: Using Signature and Themes
- Create a Signature
- Automatically Add a Signature to Messages
- Modify a Signature
- Format Outgoing Messages
- Create and Apply a Theme

Module 8: Managing Your Inbox
- Search for Messages
- Create Search Folders
- Sort Messages
- Add New Local Folders
- Move Messages between Folders
- Group Your Mailbox Items
- Filter Messages
- Organize Messages
- Create and Manage Rules
- Manage Your Junk Email
- Archive Your Messages
- Create an Outlook Data File
- Create a Quick Step
- Add Protection to Your Outgoing Messages
- Create Auto-Replies

Module 9: Working with Multiple Email Accounts
- Setting Up Multiple Accounts in Outlook
- Send Emails from Different Accounts
- POP vs. IMAP Email Programs

Assessment and Attendance Strategy:
- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:
1.3 CEUs

Course Language:
- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:
Good knowledge of Microsoft Windows and Microsoft Word Level 1

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Microsoft Word - Level II

Information Technology

103-P26-CE

In-Class

16 hours

Course Description:

The Microsoft Word - Level II training class is designed for participants looking to create or modify complex business documents using advanced techniques. The course includes hands-on training and practical exercises covering advanced formatting, table creation and formatting, image and graphic management, advanced page layout and design, integration of illustrations and visual elements, and improved document viewing and navigation. Upon completion, participants will be equipped to efficiently manage and produce professional documents.

Target Audience:

This course is intended for participants who need to learn how to use Microsoft Word to create or modify complex business documents.

Course Objectives:

- Recognize the Navigation Pane for document views management efficiently.
- Construct a Table of Contents that accurately reflects the structure of the document.
- Evaluate changes made to a document.
- Compare two documents to identify differences and similarities.
- Develop envelopes and labels using the mail merge feature.
- Implement editing restrictions on a Word document to enhance security.
- Apply various types of illustrations for document presentation.
- Apply bookmarks for navigation within lengthy documents.

Course Outline:

Module 1: Viewing Your Documents

- Document Views.
- Using the Navigation Pane.
- Multiple Windows.

Module 2: Working with Long Documents

- Adding a Table of Contents.
- Updating the Table of Contents.
- Deleting the Table of Contents.
- Footnotes and Endnotes.
- Inserting Citations and a Bibliography.
- Adding an Index.
- Inserting a Table of Figures.
- Inserting and Updating a Table of Authorities.
- Creating an Outline.

Module 3: Review and Collaborating on Documents

- Adding Comments.
- Tracking Changes.
- Viewing Changes, Additions, and Comments.
- Accepting and Rejecting Changes.

Module 4: Comparing and Combining Documents

- Comparing Documents.
- Combining Documents.

Module 5: Managing Mailings

- Creating Envelopes and Labels.
- Using Mail Merge.

Module 6: Protecting Documents

- Making Word Documents Read Only.
- Password Protect Word Documents.
- Removing Metadata from Files.
- Restrict Formatting and Editing.

Module 7: Working with Illustrations

- Adding and Editing Charts.
- Working with Clip Art.
- Using Shapes.
- Working with Icons.
- Working with SmartArt.

Microsoft Word - Level II

Information Technology

103-P26-CE

In-Class

16 hours

- Creating Captions.
- Using Building Blocks.

Module 8: Random Useful Items

- Using Bookmarks.
- Adding Watermarks.
- Adding Titles to Sections.
- Inserting Built-in Fields.
- Using the Go to Feature.
- Using Macros.
- Customizing the Ribbon.
- Preparing a Document for Internationalization and Accessibility.
- Using the Cloud.
- Sharing.

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Satisfactory completion of Microsoft Word - Level I

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Data Analysis using Python

Information Technology

7561

In-Class

40 hours

Course Description:

This course provides a comprehensive introduction to data analysis using Python, covering essential libraries like NumPy, Pandas, Matplotlib, and Seaborn. Participants will learn how to manipulate data, perform exploratory analysis, and visualize findings. The course combines theoretical knowledge with practical labs, enabling students to work on real-world datasets and apply techniques like data cleaning, time-series analysis, and creating various types of plots.

Target Audience:

Aspiring data analysts, data scientists, and professionals who want to enhance their data analysis skills using Python.
Developers and IT professionals looking to leverage Python libraries for data manipulation and visualization.
Business analysts, researchers, and academics interested in improving their data handling and analytical capabilities.
Anyone with a basic knowledge of Python who wants to expand their skills in data analysis and visualization.

Course Objectives:

- Understand the role of a data analyst and distinguish between data analysts and data scientists.
- Master essential Python libraries (NumPy, Pandas, Matplotlib, Seaborn) for data manipulation and visualization.
- Perform data analysis processes such as data cleaning, handling missing data, and working with time-series data.
- Gain proficiency in reading, writing, and manipulating data using Pandas DataFrames.
- Visualize data effectively using Matplotlib and Seaborn to uncover patterns and trends.
- Apply Python in real-world data analytics scenarios, including exporting/importing data and working with various file formats.

Course Outline:

- Introduction to Data Analysis
- Data Analysis Process & Analyst vs Scientist
- Key Python Libraries for Data Analysis
- NumPy
- Matplotlib & Seaborn
- Pandas
- Data Analysis & Visualization Using Python

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this Couse

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

The Transformational Manager

Leadership Development

9187

In-Class

16 hours

Course Description:

In an era defined by complexity, disruption, and rapid innovation, organizations need more than managers who execute; they need transformational leaders who can shape strategy, engage teams, and lead change with confidence. The Transformational Manager is a comprehensive training program designed to develop the essential mindset and skillset required to lead both people and change. Participants will explore the foundations of management, understand how organizations function, and master key leadership competencies needed to thrive in evolving environments.

Target Audience:

- New or recently promoted managers stepping into leadership roles.
- Team leaders or supervisors.
- Professionals in technical or functional roles identified for management tracks.

Course objectives:

- Understand the relationship between management and organizational structure.
- Describe the evolution of management thought and its relevance to today's organizations.
- Apply core management functions and roles to achieve operational goals.
- Analyze the dynamics of organizational change and the manager's role in it.
- Lead change initiatives by creating vision, fostering participation, and building performance.

Course Outline:

Module One: Management & Organization

- What is an Organization?
- What is Management?
- Key Organizational Concepts
- The Organizational Structure

Module Two: Evolution of Management Thought

- Scientific Management
- Classical Organizational Theory
- Organizational Behavior

Module Three: Management Functions & Roles

- Traditional Functions of Management
- Managerial Roles

Module Four: Understanding & Leading Organizational Change

- Recognizing the Need for Change
- Diagnosing the Need for Change
- Re-Balancing the Equilibrium
- Drivers for Change

Module Five: The New Manager as Change Leader

- Boyatzis Management Competencies
- Autocratic Versus Participative Leaders
- High Performance Competencies
- Key Steps for Effecting Change
- Visioning
- Obtaining Participation
- Lead The Change

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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Leadership Effectiveness

Leadership Development

277-P26-VE

Virtual

22 hours

Course Description:

This course empowers team leaders and managers to master essential leadership skills. By exploring strategic management, effective communication, motivation theories, and efficient time use, participants will enhance their team management capabilities and problem-solving abilities. Applying these techniques will lead to a more productive organization with organized and effective teams.

Target Audience:

This course is designed for team leaders and managers who aim to enhance their leadership skills. They will be able to manage their teams effectively, improve communication, apply motivation strategies, and solve problems efficiently, ultimately leading to a more productive and organized workplace.

Course Objectives:

- Recognize managerial functions and fundamental leadership concepts
- Define strategic management and its components
- Apply team management techniques in an effective way
- Explore various methods and forms of effective communication
- Apply motivation theories and demonstrate delegation techniques
- Identify the problem-solving process and decision-making
- Use time in the most efficient and effective way

Course Outline

Module 1: The Concept of Leadership

Session One: Introduction to Leadership

- Difference between a leader and a manager
- Managerial functions
- Skills required to practice the management process
- Assignment

Session Two: Leadership Styles and Theories

- Leadership styles
- Leadership theories
- Skills and qualities of an effective manager
- Assignment

Module 2: Fundamentals of Strategic Management

Session One: Strategic Management Components

- Strategic management
- Components of strategic management
- Corporation's value chain
- Assignment

Module 3: Managing and Building a Team

Session One: Managing Team

- Definition of a team
- Benefits of a team
- Team charters
- Team management (for the team, for individuals)
- Team management process
- Assignment

Session Two: Techniques of Evaluating and Handling Team

- Handling team conflicts
- Methods of evaluating the team
- Obstacles to working with the team
- Training team members
- Dos/Don'ts
- Assignment

Module 4: Effective Communication

Session One: Fundamentals of Effective Communication

- Definition of effective communication
- The importance of communication and its objectives
- The communication processes
- Communication channels
- Directions of communication
- Modes of communication
- Assignment

Session Two: Mastering Effective Communication

- Intrapersonal communication
- Interpersonal communication

Leadership Effectiveness

Leadership Development

277-P26-VE

Virtual

22 hours

- Social styles
- Perception
- Importance of trust
- Tips and tricks to improve communication
- Encouraged behavior and discouraged behavior in communication
- Assignment

Module 5: Motivation and Effective Delegation

Session One: Introduction to Motivation

- Definition of motivation
- Types of motivations
- Benefits of motivation
- Theories of motivation
- Converts desires to motivators
- Practical steps in motivation
- Different motivational methods
- Constraints of motivation
- Assignment

Session Two: Applying Delegation

- Definition of delegation
- Advantages and importance of delegation
- Delegation process
- Factors affecting the effectiveness of delegation
- Limitation on delegation
- Delegation obstacles
- Dos and Don'ts in Delegation
- Assignment

Module 6: Problem-Solving and Decision-Making

Session One: Steps of Defining the Problem

- Defining the problem
- Problem-solving process
- Assignment

Session Two: Decision Making

- Defining the decision
- Types of decisions
- Obstacles to decision making
- Mistakes to avoid when making decisions and solving problems
- Assignment

Module 7: Time and Stress Management

Session One: Handling Time and Stress

- Time management
- Time quadrants and prioritization
- Stress management
- Assignment

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100".

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English

Prerequisites:

None.

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Emotional Empowerment

Leadership Development

270-P26-CE

In-Class

8 hours

Course Description:

This course is designed to help participant improve their emotional intelligence skills, enabling them to use emotional information from themselves and others and integrate this with their thinking for better decision making, helping them to get more easily what they want from the immediate situation and life in general.

Target Audience:

For anyone who wishes to improve their emotional intelligence skills.

Course Objectives:

- Explain the meaning of Emotional Intelligence
- Discuss the importance of self-awareness.
- Explain Self-Management techniques.
- Discuss the channels that are responsible for self-motivation.
- Explain the meaning of empathy.
- Explain how to manage relationships with others as an emotionally intelligent.

Course Outline:

Module One: An Emotional Intelligence Primer

- What is emotional intelligence?
- Daniel Goleman's Emotional Intelligence Framework

Module Two: Self-Awareness

- Knowing yourself
- Feelings, Moods, and Emotions
- The Language of Emotions

Module Three Self-Management

- Creating positive brain connections
- Lessons from the Wizard of Oz
- Self-Management techniques

Module Four: Self-Motivation

- What motivates us?
- Setting goals and having a plan as a motivator
- Getting in "The Flow

Module Five: Empathy

- What is Empathy?
- Empathy Vs Sympathy
- Active empathetic listening

Module Six: Relationship Management

- Explain Getting the change you want.
- The building blocks for managing relationships.
- Ten Habits of Emotionally Intelligent People

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English

Prerequisites:

None

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Job Evaluation and Salary Structure

Human Resources

9172

In-Class

16 hours

Course Description:

Job Evaluation and Salary Structure is an essential course for human resources professionals and managers who are involved in developing and maintaining fair and competitive compensation programs. The course covers the fundamental principles and practices of job evaluation, as well as the various methods that can be used to determine the relative worth of jobs within an organization.

Target Audience:

This course is intended for HR Staff.

Course objectives:

By the end of the course, participants will be able to:

- Discuss Salary Survey
- Define Job Evaluation
- Discuss Job Grading
- Explain Pricing Pay Grades
- Describe Fine-Tune Pay Rates

Course Outline:

Module 1: Salary Survey

- 4 forms of equity and how to address each
- Aim of conducting a salary survey
- Formal and informal salary surveys
- Quartiles and percentiles
- What else should be surveyed
- Hands-on application

Module 2: Job Evaluation

- Definition of Job Evaluation
- Perquisites for Effective Job Evaluation
- Identifying Compensable Factors
- Determining the relative worth of jobs
- Job Evaluation – 4 Important Steps Involved: Job Analysis, Job Documentation, Rating the Job and Creating the Job Hierarchy
- Job Evaluation Methods
- Pros and cons of each method, and when to use each?
- Steps for Effective Job Evaluation
- The Job Evaluation Process
- Implementation of Job Evaluation
- Measures for the Success of Job Evaluation
- Hands-on application for Job Evaluation

Module 3: Job Grading

- Grouping similar jobs into pay grades
- Job families
- Grading methodologies
- Broad banding
- Hands-on application

Module 4: Pricing pay grades

- Plotting the wage curve
- Market pricing of jobs
- Establishing a strategic pay plan
- Hands-on application

Module 5: Fine-tune pay rates

- Developing pay ranges
  - The minimum starting
  - The mid-point
- The maximum
- Correcting out-of-line rates
- Managing red and green circles
- Hands-on application

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

Time Management

Skills for Success

306-P26-CE

In-Class

8 hours

Course Description:

The course is designed for all organization members seeking effective time management through various tools, techniques, and goal-setting strategies. Participants will gain control over their schedules and interactions, optimizing productivity in the workplace.

Target Audience:

This course is designed for all staff within the organization, particularly junior-level employees seeking to enhance time management skills and improve overall efficiency and effectiveness in both work and life

Course Objectives:

- Apply time management techniques effectively
- Use various methods for managing time at work.
- Apply delegation, assert refusal, and manage stress confidently

Course Outline

Module 1: Managing Yourself

- Setting goals
- Making your goals SMART
- Planning and scheduling
- Evaluating priorities
- Analyzing your Time Map
- What is procrastination?

Module 2: Managing Your Work Environment

- Time bandits
- Dealing with e-mail
- Managing meetings effectively
- Filling and finding
- Dealing with paperwork

Module 3: Managing Delegation and Stress

- Delegation
- Say "NO"
- Manage stress effectively

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English.

Prerequisites:

None

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Strategic Marketing Management – Driving Growth Through Market Insights

Sales, Marketing, and Customer Care

9193

In-Class

12 hours

Course Description:
This program enables marketing professionals, business leaders, and decision-makers to analyze markets, craft growth strategies, and translate insights into actionable marketing plans through strategic frameworks, digital alignment, fostering stronger competitive positioning and long-term value creation.

Target Audience:
Marketing managers, business development leaders, product managers, strategy professionals, and senior relationship managers.

Course objectives:
By the end of the course, participants will be able to:
- Explain the Foundations of Strategic Thinking in Marketing
- Demonstrate the Strategy Execution, Digital Alignment & Performance Management

Course Outline:
Module 1: Foundations of Strategic Thinking in Marketing
- Strategic Marketing Overview
- Environmental Scanning & Market Analysis
- Strategic Segmentation, Targeting & Positioning (STP)
- Growth Strategies and Planning Tools

Module 2: Strategy Execution, Digital Alignment & Performance Management
- Building a Strategic Marketing Plan
- Brand Strategy & Customer Value
- Digital Marketing in Strategic Context
- Workshop – Strategy Simulation & Plan Presentation

Assessment Strategy:
Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:
N/A

Program language:
English

Prerequisites:
None

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* EBI's discount policy is not applicable to this program.

SMEs Cash Flow & Projection Analysis

Small and Medium Enterprises

6012-P26-CE

In-Class

37 hours

Course Description:

This course was developed for SME bankers, relationship management and middle management staff, in addition to credit departments. The participants will learn cash flow and working capital management to optimize the use of cash. They will also learn how to design short-term and long-term projections to determine the financing needs of SMEs companies.

Target Audience:

This program targets SME bankers, relationship management and middle management staff, in addition to credit departments.

Course Objectives:

- Identify Cash Flow Statement Analysis.
- Conduct the Projection, Assumptions and Financing Needs.

Course Outline:

Module 1: Cash Flow Statement Analysis

- Introduction of Cash Flow Statement.
- Classification of Cash Flow.
- Cash Flow Reporting Methods.
- Cash Flow analysis.
- Cash Flow Ratios.

Module 2: Projection and Financing Needs

- Projections Model.
- Steps for Constructing Projections.
- Sales Projection Methods (Assumptions).
- Short-term need projection.
- Long-term need projection.

Assessment Strategy:

- Each Participant must achieve 60% cut-off score to attain a certificate of completion.
- 20% participation.
- 80% marks for the final exam. Participants must achieve 60% cut-off score in the exam.
- 80% attendance of the sessions for in-class programs.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 3 CEUs.

Course Language:

English.

Prerequisites:

The participant should be aware of financial statement analysis.

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NextGen Bankers: Basics and Principles of Banking, Sustainable Finance & Credit Risk

9167-P26-CA

In-Class

40 hours

Course Description:

The NextGen Bankers program is designed to equip final-year undergraduates and recent graduates with a comprehensive understanding of modern banking fundamentals, sustainable finance principles, and credit risk assessment. Across eight modules, participants will explore the role of banks in the economy, core banking products and services, trade finance essentials, and the decision-making process behind credit and lending.

The program also introduces the principles of financial analysis, environmental and social risk management, and climate finance, preparing learners to meet the evolving demands of the banking sector. Through interactive learning, case studies, and practical examples, participants will gain both theoretical knowledge and applied skills, enabling them to confidently step into entry-level roles in banking and finance.

Target Audience:

Applicants must be enrolled in or have completed a bachelor's degree from any accredited Egyptian university in one of the following disciplines: Environmental Sciences, Environmental Engineering, Engineering disciplines with an environmental focus (e.g., Chemical, Civil, or Agricultural Engineering), or Sustainable Agriculture.

Course Objectives:

By the end of the program, participants will be able to:

- Understand the basic principles of banking and the economy.
- Learn the core principles of banking products and services.
- Understand the basic principles of trade finance.
- Grasp the fundamental principles of SME credit and lending decisions.
- Explore the basic SME financial analysis principles used by banks.
- Learn the principles of sustainable finance.
- Understand the principles of environmental, social risk assessment, and governance factors.
- Understand the principles of climate finance and climate risk.

Course Outline:

Module 1: Basic Principles of Banking and Its Role in the Economy

- Why banks exist: the basics of financial intermediation.
- How banks support economic growth.
- Types of banks: commercial, investment, and central.
- Why regulation matters in banking.
- Introduction to the CBE's key rules.

Module 2: Principles of Banking Services and Products

- Deposits and Liabilities: Understanding current accounts, savings accounts, and term deposits.
- Loans and Assets.
- Payment Systems and Digital Banking: The evolution of payments, including electronic funds transfers, mobile banking, and online platforms.

Module 3: Basic Principles of Trade Finance

- What is trade finance, and why is it needed?
- Key players: banks, exporters, importers, shipping companies.
- Basic instruments: letters of credit, guarantees.

Module 4: Principles of Credit and Lending Decisions

- How banks decide to give loans.
- The concept of creditworthiness and the 5 Cs (Character, Capacity, Capital, Conditions, Collateral).
- Key elements in structuring a loan.

Module 5: Financial Analysis Principles in Banking

- Understanding profit, liquidity, and solvency ratios.
- Basics of the cash flow cycle and working capital.
- Linking financial data to lending decisions.

Module 6: Principles of Sustainable Finance

- What sustainable finance means in simple terms.
- Why it matters: SDGs, Paris Agreement, Egypt Vision 2030.
- Introduction to green and social finance products.

Module 7: ESG Basics: Principles of Environmental, Social & Governance Factors

- Environmental basics: pollution, energy use, climate change.
- Social principles: labor rights, safety, community impact.

NextGen Bankers: Basics and Principles of Banking, Sustainable Finance & Credit Risk

9167-P26-CA

In-Class

40 hours

- Governance basics: transparency, accountability, ethics.
- What is E&S risk in banking?

Module 8: Principles of Climate Finance and Climate Risk

- What is climate risk and Climate finance?
- Types of climate risks: physical (weather) and transition (regulatory).
- Why climate change affects lending and investment.

Assessment Strategy:

- Each participant must achieve a 60% cut-off score to attain a certificate of completion.
- 20% participation.
- 80% marks for the exams (The first exam will be conducted upon completion of the initial four modules, and the second exam will be administered at the end of the program.)
- Participant must achieve a 60% Cut Off Score in the Exam.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 3.3 CEUs.

Course Language:

English

Course Modality:

Class room

Prerequisites:

Proficiency in English (reading, writing, and speaking).

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Professional SME Risk Manager Certification (PRMC)

Small and Medium Enterprises

9717-P26-CE

Blended
(In-Class / E-learning)

101 hours

Course Description:

This certificate is designed to provide the following:

- Comprehensive knowledge and practical skills in managing credit risk and other associated risks within small and medium-sized enterprises (SMEs).
- The certificate aims to equip participants with the ability to identify, assess, and mitigate various financial risks, thereby enhancing their decision-making and strategic planning capabilities.
- This certificate aims to enhance participants' capabilities to identify, measure, and mitigate various types of risks that SMEs face, ensuring robust credit risk management practices.
- Also, the certificate focuses on contemporary issues such as sustainability, ESG, climate change risks, and compliance with international regulatory standards, enabling professionals to manage SME portfolios effectively in a dynamic and complex financial environment.
- Additionally, it seeks to foster an understanding of regulatory frameworks, financial instruments, and risk management techniques specific to SMEs.

Target Audience

- **Credit Risk Analysts and Managers:** Responsible for assessing and managing credit risk within financial institutions.
- **Banking and Financial Services Officers and Managers:** Individuals working in roles related to lending, credit, and risk management in banks and financial institutions.
- **SME Financial Officers and Managers:** Who are involved in financial decision-making and risk management.
- **Consultants and Advisors:** Consultants providing advice on credit risk management to SMEs and financial institutions.
- **Auditors and Compliance Officers and Managers:** Ensuring adherence to regulatory standards related to credit risk.
- **Finance and Accounting Officers and Managers:** Individuals seeking to enhance their understanding of credit risk and its implications for financial management.

Course Objectives:

- Provide participants with a comprehensive understanding of the credit risk management principles and practices tailored to the SME sector.
- Enhance participants' skills in credit risk assessment and management, enabling them to effectively evaluate the creditworthiness of SMEs and manage the credit portfolio.
- Explain how to manage different types of credit risks, from credit agreements to debt recovery.
- Understand credit risk and price modelling.
- Provide participants with a comprehensive understanding of IFRS 9 and effect on SMEs.
- Understand Basel principles and impact of risk.
- Identify and explain the various risks associated with sustainable finance, climate change, and ESG.
- Explain Sustainability.
- Develop participants' expertise in operational and market risk management, ensuring comprehensive risk coverage across all aspects of SME operations.
- Understand how AI is used in banking and how to engage effectively.

Course Outline:

Module 1: The Credit Risk Environment (In-Class)

- Sources of credit risk.
- The key macro and micro-financial factors behind, and drivers of credit risk.
- Impact of credit risk in turbulent waters (Geopolitical Tensions).
- Industry analysis and counterparty risk.
- Credit risk strategy & implementing credit limits.
- Credit risk assessment framework.
- Concentration risk & exposure limits.
- Diverse credit portfolio & aggregate group position.

Module 2: Measurement of SMEs credit risk and adverse outcomes (In-Class)

- Introduction to SME lending.
- Understanding the SME credit risk profile.

Professional SME Risk Manager Certification (PRMC)

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Small and Medium Enterprises

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Blended
(In-Class / E-learning)

101 hours

- Fundamental Analysis of financial statements (Focused on SME credit risk evaluation).
- Improving & evaluating the cash flow cycle.
- Analyzing financial statements techniques.
- Common accounting manipulations and red flags.
- Foundational understanding of credit risk principles.
- Evaluating the need for finance for SMEs.
- Financing methods and their risk implications.
- International trade finance instruments and related Risks.

Module 3: Managing Credit Risk - from Credit Agreements to Debt Recovery (In-Class)

- Facility structuring; credit agreements & covenants.
- Monitoring & controlling credit.
- The early warning signs and dealing with potential bad debts.
- Credit protection insurance (CPI).
- Collateral – from taking to realizing.
- Credit derivatives – CDS & CDO's.

Module 4: Modelling Credit Analysis & Price (In-Class)

- Credit rating systems.
- Credit risk modelling: –
- Credit scoring models.
- Distress models.
- Value at risk (VaR) models.
- Risk-Adjusted Pricing – - RAP- RAROC in credit decisions.
- Stress testing credit – (Assessing the impact of changing market & economic conditions).

Module 5: IFRS 9 Standards (In-Class)

- IFRS 9 Introduction.
- Classification and measurement of financial instruments.
- Expected credit loss (ECL) model.
- Probability of default (PD) estimation for SMEs portfolios.
- ECL calculation and measurement for SMEs.
- Impairment.
- Regulation & supervision IFRS 9 financial instruments.
- IFRS 9 requirements & Reporting.

Module 6: Basel Accords (In-Class)

- Introduce regulations and supervision: Basel principles – impact of risk.
- Basel I.
- Basel II.
- Basel III.
- Basel IV.

Module 7: Sustainability, ESG and Climate change risks (In-Class)

- Sustainability, ESG, and climate change explained.
- Overview of risks in sustainable finance, climate change, and ESG.
- Corporate sustainability instruments.
- CBE instructions and guidance.
- International guidance and responsible Institutions.
- Impact of Sustainability, ESG & climate change on SMEs.
- Reporting.
- Case studies.

Module 8: Sustainability & Sustainable Finance (E-learning)

- Sustainability
- ESG
- Environmental
- Social
- Governance
- Highlight Physical risks:
  - On the environmental level:
  - On the social level
  - On the governance level
- The current efforts
- The national efforts on ESG
- The role of the banking sector in ESG

Module 9: Operational and Market Risk for SMEs (In-Class)

- Introduction to operational and market risk for SMEs.
- Framework of operational risk.
- Market risk (interest rate risk, foreign exchange risk, liquidity risk).

Professional SME Risk Manager Certification (PRMC)

Small and Medium Enterprises

9717-P26-CE

Blended
(In-Class / E-learning)

101 hours

Module 10: AI in Banking (E-learning)

What is AI?
- AI Definition
- Types of AI
- Real-life examples

Why AI in Banking
- Reasons to adopt AI in the banking sector

AI Use Cases in Banking
- AI Use Cases in Banking

AI's Capabilities and Limitations
- What AI Can Do
- What AI Cannot Do

Challenges and Risks
- Challenges and Risks
- How to handle these challenges

How to Get Ready for AI in Banking
- Steps to Get Ready for AI in Banking

Conclusion
- Conclusion

Study tour (Optional).

Assessment Strategy:

Participants will be assessed based on the following:
- 60% average cut-off score in the Post Exams.
- 70% cut-off score in Applied Research.

Weights in the certificate:
- Applied Research – 50%.
- Post Exams – 40%.
- Participation 10%.

Upon Successful Completion of this Course, participants will obtain:
- This course entitles participants to obtain 8.4 CEUs.

Course Language:
English.

Prerequisites:
- Minimum 3 years of experience in risk/credit field.
- English language level must be intermediate.

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Certified SME Professional - Level 2

Small and Medium Enterprises

9720-P26-VE

Blended (Virtual / E-learning)

130 hours

Course Description:

This certificate is designed to provide a professional training to bankers catering to the financial needs of small and medium enterprises. Concepts and best practices are presented in seven modules to enable the participants to understand a holistic approach to SME finance and, based on this, to be able to work optimally in one's own field of responsibility as well as to further successfully develop this business field.

Target Audience:

Mid-level SME Bankers.

Course Objectives:

By the end of the program, participants will be able to:

- Present SME strategy activities and a strategy implementation.
- Discuss critical thinking concept.
- Present best practices for HR management for SME staff.
- Define the role of marketing and delivery channels.
- Define New Product Development Process and success Factors.
- Explain basic concepts of SME risk management and tools for Calculating risk-adjusted pricing.
- Know how to implement effective presentation.
- Understand how AI is used in banking and how to engage effectively.
- Explain Sustainability

Course Outline:

Module 1: SME Strategy and Management (Virtual)

- SMEs as a strategic Customer segment.
- Strategic Planning Process.
- SME Business Plan - Strategy Implementation.
- International Trends in Banking.
- International trends in SME finance & Themes in Egypt.
- Lending process.
- Organizational set-up for SME lending.
- Implementation of and adequate credit approval processes.
- Assignments

Module 2: Critical Thinking (E-learning)

- Components of critical thinking.
- Non-linear thinking.
- Logical thinking.
- What it means to be a critical thinker.
- Evaluate information using critical thinking skills.
- Benefits of critical thinking.
- Changing your perspective.
- Problem solving abilities.

Module 3: HR Management and Development (Virtual)

- Recruitment of SME Staff- Recruitment Process.
- Recruitment of SME Staff - Best Practices.
- Key Competences of Recruitment of SME Staff.
- Bonus and Incentive Systems.
- Purpose of Bonus and Incentive Systems.
- Objectives of Bonus and Incentive Systems.
- Performance Measurement Criteria.
- Assignments

Module 4: SME Marketing (Virtual)

- Marketing and delivery channels.
- The Role of Marketing in Banking.
- Developing a Marketing Plan.
- Segmentation.
- Client Relationship Management.
- Client Satisfaction.
- Customer service standards.
- Customer Loyalty.
- Customer Needs.
- CRM Value Chain Model.
- Acquisition of deposits and loans.
- Assignments

Certified SME Professional - Level 2

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Small and Medium Enterprises

9720-P26-VE

Blended
(Virtual / E-learning)

130 hours

Module 5: SME Product Development (Virtual)

- New Product development.
- New Product development Process.
- New Product development success factors.
- Assessment of market and competition.
- Product development cycle.
- Product pricing and delivery channels.
- Key Success Factors for Product Development.
- Assignments

Module 6: SME Risk Management (Virtual)

- Regulations and Supervision: Basel principles I, II & III.
- Standard Credit Risk Cost.
- Aspects of Standard Risk Cost.
- Calculate Risk-Adjusted Pricing.
- RAROC, Economic Capital and EVA Concept and tools.
- An Effective Risk Limit System.
- Importance of Operational risk within SME Risk.
- Different approaches to SME Credit Rating.
- How to mitigate SME Credit Risk.
- Regulations and Supervision: IFRS9 Financial Instruments.
- The challenges of Implementing a strong SME Risk Culture.
- The Importance of a Strong SME Risk Culture.
- Assignments

Module 7: Effective Presentation Skills (in class)

- Characteristics of an effective presentation.
- Presentation skills inventory.
- PowerPoint preparation and presentation.

Module 8: AI in Banking (E-learning)

What is AI?

- AI Definition
- Types of AI
- Real-life examples

Why AI in Banking

- Reasons to adopt AI in the banking sector

AI Use Cases in Banking

- AI Use Cases in Banking

AI's Capabilities and Limitations

- What AI Can Do
- What AI Cannot Do

Challenges and Risks

- Challenges and Risks
- How to handle these challenges

How to Get Ready for AI in Banking

- Steps to Get Ready for AI in Banking

Conclusion

- Conclusion

Module 9: Sustainability & Sustainable Finance (E-learning)

- Sustainability
- ESG
- Environmental
- Social
- Governance
- Highlight Physical risks:
  - On the environmental level:
  - On the social level
  - On the governance level
- The current efforts
- The national efforts on ESG
- The role of the banking sector in ESG

Certified SME Professional - Level 2

Small and Medium Enterprises

9720-P26-VE

Blended
(Virtual / E-learning)

130 hours

Assessment Strategy:

Participants will be assessed based on the following:

- 60% of the Final Grade on final Exam: Participants will sit for an exam at the end of the Certificate. Participants must achieve an average cut off score of 60% in the exam.
- 25% on Final Project: : Each participant will be required to submit an individual project in one of the designated areas of study, which will be presented and assessed by a panel of SME banking experts (as per the project guidelines).
- 7% on Post Exam: Distributed on 3 exams during the certificate.
- 5% on Supervisory Sessions: participant will be evaluated by the supervisor.
- 3% on Assignments (obligatory).

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 11 CEUs.

Course Language:

English

Course Modality:

Blended

Prerequisites:

- Successfully completed Certified SME Practitioner – Level 1.
- Minimum Five years of banking experience

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Microsoft Access™ - Level I

Information Technology

111-P26-CE

In-Class

16 hours

Course Description:

This Introduction to Microsoft Access training class is designed for participants with no prior experience in database management to gain the ability to understand basic database concepts, design and create databases and tables, query those tables, and create forms and reports, given access to Microsoft Access software, with a foundational level of proficiency.

Target Audience:

This course is intended for participants who have little or no familiarity with Microsoft Access or more experienced Access users who want to learn the topics covered in this course in the interface.

Course Objectives:

- Identify the concept of a database.
- Identify the components of the Access Ribbon.
- Use common approaches to database design.
- Demonstrate how to use Datasheet view.
- Create an Access database.
- Formulate queries in Access.
- Design a form in Access.
- Create a report using the Report Wizard.

Course Outline:

Module 1: Databases and Access Terms

- Definition of database.
- Comparison between database and spreadsheets.
- Comparison between Access and Excel.
- Definition of Relational database.
- Definition of Relational Database Management System.
- Access is a relational database management system (RDBMS).
- Creating a Relationship.
- Benefits and Some Limitations of Access.

Module 2: Quick Overview of the Access User Interface

- Access ribbon and context tabs in the ribbon.
- Quick Access Toolbar.
- Navigation Pane.
- Access Work Surface.
- Object Overview
- Process Overview.
- Creating databases using a wizard.

Module 3: Access Fundamentals

- Some questions to consider before you create a database application.
- Common approaches to database design are top-down and bottom-up.
- Data Mapping
- About naming conventions for tables and other objects.
- Normalization.
- Table Relationships.

Module 4: Tables and Their Views

- Definition and Purpose.
- Datasheet view.
- Design view.

Module 5: Tables

- Creating an Access database.
- Data Types.
- Creating a Table in Design View.

Module 6: Queries

- Queries.
- Select Queries.
- Select Queries with Criteria.
- Logical Operators.
- Group and Total with Queries.

Module 7: Forms

- Forms.
- Alter a Form.

Microsoft Access™ - Level I

Information Technology

111-P26-CE

In-Class

16 hours

- Form Record Navigation.
- Layout View and Design View.
- One-Click Forms.
- Form Wizard.

Module 8: Reports

- Reports.
- One-Click Report.
- Report Wizard.

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

In addition to their professional experience, Participants who attend this training should already have the following technical knowledge:

- Basic Computer Skills.
- Familiarity with Excel can be helpful.

This program entitles you to attend:

Microsoft Access™ – Level II

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Data Analysis using Power BI

Information Technology

7124

In-Class

32 hours

Course Description:

This course covers the various methods and best practices that are in line with business and technical requirements for modeling, visualizing, and analyzing data with Power BI. The course will show how to access and process data from a range of data sources including both relational and non-relational sources. Finally, this course will also discuss how to manage and deploy reports and dashboards for sharing and content distribution

Target Audience:

The audience for this course is data professionals and business intelligence professionals who want to learn how to accurately perform data analysis using Power BI. This course is also targeted toward those individuals who develop reports that visualize data from the data platform technologies that exist both in the cloud and on-premises.

Course Objectives:

When you complete this Power BI course, you will be able to accomplish the following:

- Understand the fundamentals of Microsoft Data Analytics.
- Prepare data in Power BI.
- Clean, transform, and load data in Power BI.
- Design a data model in Power BI.
- Create measures using DAX in Power BI.
- Optimize model performance.
- Create reports.
- Create dashboards.
- Perform advanced analytics.
- Create and manage workspaces.
- Manage datasets in Power BI.
- Implement row-level security.

Course Outline:

Module 1: Get Started with Microsoft Data Analytics.

- Data Analytics and Microsoft.
- Getting Started with Power BI.

Module 2: Get Data in Power BI.

- Get Data from Various Data Sources.
- Optimize Performance.
- Resolve Data Errors.

Module 3: Clean, Transform, and Load Data in Power BI.

- Data Shaping.
- Data Profiling.
- Enhance the Data Structure.

Module 4: Design a Data Model in Power BI.

- Introduction to Data Modeling.
- Working with Tables.
- Dimensions and Hierarchies.

Module 5: Create Measures using DAX in Power BI.

- Introduction to DAX.
- Real-time Dashboards.
- Advanced DAX.

Module 6: Optimize Model Performance

- Optimize the data model for performance.
- Optimize Direct Query Models.

Module 7: Create Reports.

- Design a Report.
- Enhance the Report.

Module 8: Create Dashboards.

- Create a Dashboard.
- Real-time Dashboard.
- Enhance a Dashboard.

Module 9: Perform Advanced Analytics.

- Advanced Analytics.
- Data Insights Through AI Visuals.

Module 10: Create and Manage Workspaces.

- Creating Workspaces.
- Sharing and Managing Assets.

Data Analysis using Power BI

Information Technology

7124

In-Class

32 hours

Module 11: Manage Datasets in Power BI.

- Parameters.
- Datasets.

Module 12: Row-level security.

- Security in Power BI.

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance ofthe total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this course

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أسس الائتمان المصرفي

الإئتمان والتمويل

334-P26-VA

تعلم عن بعد

٣٠ ساعة

وصف البرنامج:

يوجه هذا البرنامج للعاملين بالبنك في الاقسام المتصلة بالائتمان وخبرتهم لا تتعدي عامين وسيساعدهم في شرح المفاهيم والقواعد الأساسية للائتمان المصرفي والتعرف على أهم القواعد لعملية منح الائتمان وإحكام رقابة البنك المركزي بالإضافة الي توضيح الخطوات والمراحل التي تمر بها عملية منح الائتمان والأساليب المختلفة لدراسته والمخاطر المصاحبة لمنح التسهيلات الائتمانية بأنواعها وضوابطها فهذا سيؤدي الي تخفيض المخاطر الائتمانية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج لكل العاملين في البنوك في الأقسام التي لها صله بالائتمان المصرفي وبالإدارات المالية بالشركات ويستهدف العاملين بخبرة تصل إلى عامين الذين يرغبون في تعزيز مهاراتهم في قسم الائتمان والإدارات المالية.

أهداف البرنامج:

- التعرف على مفهوم الائتمان المصرفي واهميته.
- التعرف على رأس المال العامل ودورة تحول الأصول.
- سرد الأنواع المختلفة للقروض المصرفية والحسابات الخاصة بها.
- سرد أنواع تسهيلات الائتمان.
- توضيح عملية الائتمان.
- توضيح التحليل المالي كجزء من عملية الإقراض.

محتويات البرنامج:

الجزء الأول: مفهوم الإقراض المصرفي

المحاضرة الأولى: مفهوم الإقراض المصرفي

- وظيفة الائتمان الذي يمنحه البنك.
- أنواع القروض المصرفية المختلفة.
- مكونات عملية الائتمان.
- إدارة عملية الائتمان.
- تكليف خارجي.

الجزء الثاني: رأس المال العامل ودورة تحول الأصول

المحاضرة الأولى: رأس المال العامل

- مفهوم رأس المال العامل.
- مفهوم الاستثمار العامل ومكوناته.
- تكليف خارجي.

المحاضرة الثانية: دورة تحويل الأصول

- دورة تحول الأصول.
- تكليف خارجي.

الجزء الثالث: أنواع القروض المصرفية

المحاضرة الأولى: القروض المصرفية وانواعها

- أنواع القروض قصيرة الأجل.
- الإقراض بضمان الأصول.
- الإقراض متوسط الأجل.
- تكليف خارجي.

المحاضرة الثانية: المقارنة بين أساليب التمويل المصرفية

- مقارنة أساليب التمويل المصرفية.
- مثال تطبيقي على تكاليف التمويل.
- تكليف خارجي.

الجزء الرابع: أنواع التسهيلات الائتمانية

المحاضرة الأولى: الأنواع المختلفة للتسهيلات الائتمانية

- الأنواع المختلفة للتسهيلات الائتمانية:
- التسهيلات التمويلية بنوعيها بضمان وبدون ضمان.
- الالتزامات غير التمويلية – الاعتمادات المستندية وخطابات الضمان.
- تكليف خارجي.

المحاضرة الثانية: التسهيلات متوسطة وطويلة الأجل

- التسهيلات متوسطة وطويلة الأجل.
- تكليف خارجي.

أسس الائتمان المصرفي

الإئتمان والتمويل

334-P26-VA

تعلم عن بعد

٣٠ ساعة

الجزء الخامس: عملية الائتمان في البنوك

المحاضرة الأولى: الوسائل المستخدمة في تقييم الجدارة الائتمانية للعميل

- شرح الوسائل المستخدمة في تقييم الجدارة الائتمانية للعميل.
- تكليف خارجي.

المحاضرة الثانية: مصادر المعلومات اللازمة لتقييم الجدارة الائتمانية للعميل

- مصادر المعلومات اللازمة لتقييم الجدارة الائتمانية للعميل.
- تكليف خارجي.

الجزء السادس: التحليل المالي لأغراض ائتمانية

المحاضرة الأولى: أهمية التحليل المالي كجزء من العملية الائتمانية

- مفهوم وطرق التحليل المالي.
- أهمية التحليل المالي في العملية الائتمانية.
- التحليل المالي كجزء من التحليل الائتماني الشامل.
- تكليف خارجي.

المحاضرة الثانية: – التحليل المالي كجزء من عملية الإقراض

- وسائل التحليل المالي.
- ملخص المؤشرات المالية.
- تحليل قائمة التدفقات النقدية.
- تكليف خارجي.

الجزء السابع: محاضرة لمتابعة الأثر التدريبي

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم

- ٤٠٪ تكليفات خارجية.
- ٦٠٪ اختبار نهائي.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

هذا البرنامج يؤهلك لحضور:

- أسس إدارة المخاطر الائتمانية وتقييم الجدارة.
- الجوانب التطبيقية للائتمان المصرفي –حالات عملية.
- الاستعلامات المصرفية.
- أساليب التمويل المصرفي: دورة تحول/حماية الأصول والتدفق النقدي.
- الديون المتعثرة وطرق معالجتها.

متطلبات الحصول على الشهادة:

يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي سُتعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وسُتحتسب مدتها ضمن إجمالي ساعات البرنامج. بالاضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠٪ من مدة الدورة.

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قواعد نظام تسجيل الائتمان بالبنك المركزي المصري

الائتمان والتمويل

6815-4

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

سيساهم هذا البرنامج في زيادة خبرات المشاركين فيما يخص نظام تسجيل الائتمان بالبنك المركزي وقواعد التسجيل، وكيفية التعامل مع النظام والتقارير المستخرجة منه.

إلى من يُوجه البرنامج:

- العاملين بالبنوك (إدارة المعلومات الائتمانية، الرقابة الداخلية، المتابعة الائتمانية، الالتزام).
- العاملين بجهات منح الائتمان غير المصرفي (شركات التأجير التمويلي، شركات التمويل العقاري، شركات التخصيم ... إلخ) بإدارة إعداد وإرسال بيانات عملاء الائتمان للجهات الرقابية.

أهداف البرنامج:

- تعريف نظم المعلومات الائتمانية.
- توضيح نظام تسجيل الائتمان بالبنك المركزي المصري.
- سرد قواعد تسجيل الائتمان بالبنك المركزي المصري.

محتويات البرنامج:

الجزء الأول: التعريف بنظم المعلومات الائتمانية

- تعريف نظم المعلومات الائتمانية.
- أهمية نظم المعلومات الائتمانية.
- أنواع المعلومات الائتمانية.
- أنواع نظم المعلومات الائتمانية.
- نظم المعلومات الائتمانية في مصر.

الجزء الثاني: نظام تسجيل الائتمان بالبنك المركزي المصري

- تطور الإطار القانوني.
- أهداف النظام والهيكل التنظيمي.
- الجهات المشتركة في النظام.

الجزء الثالث: قواعد تسجيل الائتمان بالبنك المركزي المصري

- القواعد العامة لتسجيل الائتمان.
- الإقرارات والمستندات المطلوبة للاطلاع على البيان المجمع والتقرير الائتماني.
- الاطلاع على البيان المجمع والتقرير الائتماني.
- تسجيل وتحديث بيانات العملاء وكفلائهم والأطراف المرتبطة بهم.
- الإفصاح عن الكفلاء والأطراف المرتبطة بالعملاء.
- الإقرار بمراكز العملاء الحاصلين على تمويل أو تسهيلات ائتمانية.
- تسجيل فئات العملاء محل الإجراءات.
- إدارة المعلومات الائتمانية.
- الجزاءات.

استراتيجية التقييم:

يتم تقييم المتدربين بناءً على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اللغة المستخدمة:

اللغة العربية

متطلبات الحضور:

لا يوجد

قواعد نظام تسجيل الائتمان بالبنك المركزي المصري

6815-4

بقاعات التدريب

٢٤ ساعة

المحاضر:

صابر طلعت عبد الرحمن إمام

يعمل أ./ صابر حالياً وكيل محافظ مساعد – الإدارة المركزية لتجميع مخاطر الائتمان – قطاع الرقابة المكتبية – البنك المركزي المصري كما انه قد عمل في الوظائف التالية بالبنك المركزي المصري:

- الوظائف النمطية بالإدارة المركزية لتجميع مخاطر الائتمان – منذ عام ١٩٨٩ وحتى ٢٠٠٥.
- الوظائف الإشرافية بإدارة الرقابة المكتبية – قطاع الرقابة والإشراف – منذ عام ٢٠٠٥ وحتى عام ٢٠١٠.
- نائب مدير عام بإدارة الرقابة المكتبية – قطاع الرقابة والإشراف – عام ٢٠١٠ وحتى عام ٢٠١٣.
- مدير إدارة عامة بإدارة الرقابة المكتبية – قطاع الرقابة والإشراف – عام ٢٠١٣ وحتى عام ٢٠١٦.
- مدير عام بإدارة الرقابة المكتبية – قطاع الرقابة والإشراف – منذ عام ٢٠١٦ وحتى ٢٠١٧.

الوظيفة الحالية

- وكيل محافظ مساعد – الإدارة المركزية لتجميع مخاطر الائتمان – قطاع الرقابة المكتبية – البنك المركزي المصري منذ يوليو ٢٠١٩.
- عضو مستقل بمجلس إدارة الشركة المصرية للاستعلام الائتماني I-Score.
- عضو لجنة المراجعة بالشركة المصرية للاستعلام الائتماني I-Score.
- عضو لجنة الحوكمة والمرتبات بالشركة المصرية للاستعلام الائتماني I-Score.

المؤهل العلمي

- باحث دكتوراه (DBA) كلية التجارة – جامعة عين شمس.
- دبلوم الترجمة التطبيقية – تقدير عام جيد جدًا – جامعة عين شمس.
- ماجستير إدارة الأعمال المهنية MBA تقدير عام امتياز – الأكاديمية العربية للعلوم المالية والمصرفية.
- دبلوم الدراسات المصرفية – تقدير عام جيد جدًا – كلية التجارة – جامعة عين شمس.
- بكالوريوس تجارة – شعبة محاسبة – تقدير عام جيد جدًا – كلية التجارة – جامعة عين شمس.

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أعمال إدارة متابعة الائتمان

الائتمان والتمويل

322-P26-CA

بقاعات التدريب

١٥ ساعة

وصف البرنامج:

سيكتسب المشاركون في هذا البرنامج المعارف والمهارات المطلوبة للعمل بإدارة متابعة الائتمان، سيغطي هذا البرنامج مسئوليات ومهام متابعة الائتمان والأنواع المختلفة لأدوات الائتمان والضمانات.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين بإدارة متابعة الائتمان وكذا الإدارات الأخرى التي يتصل عملها بمتابعة الائتمان.

أهداف البرنامج:

- تحديد دور وأعمال إدارة متابعة الائتمان.
- وصف التسهيلات الائتمانية بمختلف أنواعها.
- شرح التسهيلات الائتمانية المضمونة بالكامل.
- تحديد الأنواع المختلفة للضمانات.

محتويات البرنامج:

الجزء الأول: دور وأعمال إدارة متابعة الائتمان

- مفهوم متابعة الائتمان.
- دور وأعمال إدارة متابعة الائتمان.

الجزء الثاني: أنواع التسهيلات الائتمانية

- أنواع السلفيات.
- القروض بآجال.
- خصم الأوراق التجارية.
- الاعتمادات المستندية.
- خطابات الضمان.

الجزء الثالث: التسهيلات الائتمانية المضمونة بالكامل

- الودائع المرهونة.
- هامش الضمان.
- التوثيق.

الجزء الرابع: أنواع الضمانات ومصادر السداد

- التنازل عن العقود.
- الأوراق التجارية.
- اعتمادات التصدير.
- المنتجات /البضائع.
- الأوراق المالية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٣ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Securitization and Structured Finance

Credit & Finance

8357-1

In-Class

21 hours

Course Description:

This course aims to empower business and finance professionals with a deep understanding of securitization and Non-Banking Financial Institutions (NBFIs). By blending practical insights, emerging trends, and hands-on applications, participants will be equipped to navigate and excel in complex financial transactions with confidence.

Target Audience:

- Financial professionals (analysts, investment bankers, corporate finance experts, and risk managers).
- Legal advisors specializing in financial markets.
- Regulatory and compliance officers.

Course Objectives:

- Understand the role, functions, and types of NBFIs in the financial system.
- Explain the fundamental concepts of securitization.
- Identify the operational structures and financial mechanisms behind key financial instruments and markets.
- Identify the evolving landscape of securitization, including emerging trends, multi-debt structures, and risk management strategies, while examining the complexities and legal aspects.
- Apply theoretical knowledge to real-world scenarios and case studies.

Course Outline:

Introduction to NBFIs

- Overview of NBFIs.
- Types and Examples of NBFIs in Egypt.
- NBFIs in Practice.
- Emerging Trends in NBFIs.
- Case Studies on Successful NBFIs.
- Risk Management in NBFIs.

Introduction to Securitization

- Overview on securitization.
- Types and examples of securitization transactions across diverse sectors.
- Key Concepts in Securitization (Issuance of Debt Securities/Asset-Side Financing).
- Overview of recent developments and some of the structures used in recent transactions.
- The principal parties and their roles in a transaction.
- Key documents: aims and objectives.

Operational and Financial Mechanics

- Issuance Process for Securitization.
- Due Diligence Procedures.
- Financial Obligations Pre and Post-Securitization.
- Aims and objectives of the parties.
- Analysis of principal terms included in the transfer documentation.
- Legal conflicts in cross-border deals involving assets in multiple jurisdictions.
- Servicing the transaction: aims, objectives, and implications of third-party services.

Advanced Topics in Finance

- Emerging Trends in Securitization.
- Multi-Debt Securitization.
- Risk Management in Securitization.
- Analyze CDO, CLO, and CBO transactions, including transaction structures, legal issues, and synthetic structures.

Practical Applications and Case Studies

- Interactive Workshop on Financial Models.
- Case Studies on Successful Securitization Transactions.
- Securities Laws and Regulations Affecting Egyptian Offerings.
- Security and the Role of the Trustee: Analysis and Cross-border Challenges.
- Legal opinion: delivery, form, and content.
- Rating Agency Issues: Approaches, financial and credit analysis, and synthetic securitization challenges.

Assessment Strategy:

Participants will be evaluated based on their interaction during the course and participation in group exercises.

Course Language:

English

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

Certified International Retail Banker (CIRB) – Level 1

The Affiliate International Retail Banker In cooperation with the Retail Banking Institute

Banking Operations

4646-2

In-Class

56 hours

Course Description:

The Affiliate International Retail Banker program is a comprehensive introduction to retail banking and covers the major opportunities and challenges facing this vast industry, including digital transformation, competition, and partnership with fintechs and Big Tech, sales management, and credit risk management.
As befits an industry developing at speed, our program content is fully updated as of early 2022. Our program first grounds candidates in the history of the industry and the relatively recent rise of retail banking, providing financial services to people and SMEs previously ignored by banks.
The program emphasizes the critical role of ethics and compliance in banking. It trains candidates to understand the business models of retail banking and to identify product, channel, and customer-centered models. We introduce the principles and business models of fintech operations and the transformational role of digital banking and digital payments.
Candidates learn the fundamental importance of customer-centered banking and customer management, and then gain a comprehensive insight into the products and services offered by retail banks. Finally, candidates learn about the crucial roles of operations and risk management in running a sustainable and profitable bank.

Target Audience:

(Must have at least two years of retail experience.) This course is suitable for aspiring or early-career professionals. On completion of the Affiliate International Retail Banker program, successful candidates can progress to the second level, which trains candidates in how to manage people and deliver services.

Course Outline:

The CIRB consists of three levels:

- Level I: Affiliate International Retail Banker.
- Level II: Associate International Retail Banker.
- Level III: Certified International Retail Banker.

The 9 modules covered in this Level 1: Affiliate International Retail Banker program are:

- Introduction to Retail Banking.
- Ethics and Customer Trust.
- Customer Management I.
- Sales Management.
- Marketing for Retail Banks.
- Profitable Propositions: Products & Services.
- Payments in Retail Banking.
- Operations& IT.
- Risk Management.
- Retail Credit Risk Management.

To bypass the first level (The Affiliate International Retail Banker), you must be qualified as a supervisor, officer, or similar position with a minimum of 3 years in the Retail area. And to bypass level two (The Associate International Retail Banker), you must be qualified as a manager and above, with a minimum of 5 years as a Manager in the Retail area.

Retail Banking Institute

The Retail Banking Institute delivers independent professional education for companies and individuals across the areas of retail banking and payments.
Our principal qualification is the Certified International Retail Banker. We also offer the Certificate in Digital Payments and the Certificate in Customer Management.
Our faculty draws on decades of experience in banking and education around the world, and the latest research on banking and payments from the Lafferty Group. Most of our classes are delivered digitally and are self-paced to suit candidates who are already working in full-time positions. We also offer in-person training at the executive level. As big technology players, fintechs, telcos, and a range of non-bank players push into digital banking and finance, there's never been a more exciting time to join the world of retail banking.

*** EBI's discount policy is not applicable to this program.**

Certified International Retail Banker (CIRB) – Level 1

The Affiliate International Retail Banker In cooperation with the Retail Banking Institute

Banking Operations

4646-2

In-Class

56 hours

The Retail Banking Institute is part of the Lafferty Group.

RBI History

Retail Banking Institute has its roots in the early 1980s, when Lafferty Group launched a newsletter to inform and educate banks about global developments in what was then an emerging field. At that time, retail bankers were hardly identifiable within banks' management structures, while the credit card and the ATM were barely 20 years old. Corporate bankers became bank CEOs.

Little was published about retail banking, but Lafferty Group filled this knowledge gap with its newsletters, management reports, research services, conferences, and workshops. In the 1990s, Lafferty Group launched its Councils, where senior bankers came together to share best practices in confidential sessions hosted around the world.

By then, retail banking was emerging as the main source of profits for many banks, and more and more heads of retail were becoming bank CEOs. Investors had come to value retail profits far more highly than those from any other field of banking.

With the arrival of the Global Financial Crisis of 2007-08, illegal and improper practices of all kinds were soon exposed, and the bad behaviour sometimes extended to retail banking. Inevitably, the absence of structured education and qualifications for retail bankers came to the fore, especially when the findings of government enquiries into the causes of the crisis were published, several years after being established.

After much research and consultation with clients, Lafferty Group decided that it should seek official recognition for its work in retail banking education and training. This led it to apply for Institute status with the Registrar of Companies in the Department for Business, Enterprise and Regulatory Reform of the United Kingdom.

Success depended on the regulators being satisfied that the company had been engaged in retail banking research, training, and education at the highest level for several decades and was in effect already functioning as an Institute. The regulators agreed.

Permission to operate in the name of the Retail Banking Institute was granted in September 2020.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the RBI, and the pass rate is 60%.

Course Language:

English

Prerequisites:

Must have at least two years of retail experience.

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* EBI's discount policy is not applicable to this program.

CSR – Corporate Social Responsibility

Banking Operations

9204

Virtual

40 hours

Course Description:

This course provides an in-depth understanding of Corporate Social Responsibility (CSR) and related areas such as Compliance, Risk, and Corporate Governance. It examines the relationships among a firm's executive leadership, governing board, and stakeholders, exploring various governance models in both for-profit and non-profit sectors within the U.S. It also covers the roles and responsibilities of each party, as outlined in legal codes and current best practices. The course discusses the functions of different board committees and their interactions with regulatory agencies, such as the Central Bank of Egypt.

A core part of the course explores the "purpose of CSR" from multiple perspectives and its relationship with Environmental, Social, and Governance (ESG) factors, with insights from prominent global and Egyptian thought leaders.

Banks today face numerous global challenges and ethical considerations. These challenges often bring differing expectations regarding the economic, social, and environmental responsibilities that organizations should uphold. This course guides participants through the principles and techniques of CSR, helping them develop and implement CSR frameworks that comply with international standards and align with the "triple bottom line" — Profit, People, and Planet — rather than focusing solely on profits.

This course guides participants through the principles and techniques of CSR, helping them develop and implement CSR frameworks that comply with international standards and align with the triple bottom line "Profit, People, and Planet" rather than focusing solely on profits.

Target Audience:

Middle and Senior Management in CSR Department.

Course Objectives

- Define strategic management principles to drive responsible business decisions.
- Set the core principles and pillars of CSR and their impact on business success.
- Explain ESG and CSR reporting frameworks to enhance transparency.
- Clarify the relationship between Corporate Governance and CSR.
- Develop skills to Stakeholder Engagement.
- Identify Stakeholder Engagement.

Course Outline

Module 1: Strategic Management

Chapter 1: Understanding Strategy

Session One: What is Strategy?

- Origin of strategy.
- Definition of strategy.
- Strategy in our daily routine.
- Are you a strategic thinker?
- Exercise: Strategic Thinking.
- Assignment.

Chapter 2: The Framework of Strategic Management

Session One: Building Blocks of Strategic Management

- What is strategic management?
- Components of strategic management.
- Corporation's Value Chain.
- Exercise: SWOT analysis.
- Assignment.

Chapter 3: Strategic Direction and Planning

Session One: Shaping Strategic Direction and Plans

- Strategic direction.
- Hierarchy of Strategy.
- Plans and evaluation.
- Exercise: Portfolio analysis BCG.
- Assignment.

Chapter 4: Change Management

Session One: Leading and Managing Change

- People and fear of change.
- Embrace and manage the change.

CSR – Corporate Social Responsibility

Banking Operations

9204

Virtual

40 hours

- Exercise: Change management.
- Assignment.

Module 2: CSR & Main Pillars and Enhancing Brand Reputation

Session one: CSR & Its Main Pillars

- Environmental sustainability: Implementing practices to reduce carbon emissions, manage waste effectively, and use resources wisely.
- Ethical labor practices: Promoting fair working conditions, fostering diversity, and ensuring inclusion within the workforce.
- Community engagement: Contributing to local communities through charitable donations, volunteer work, and partnerships.
- Transparency and accountability: Maintaining open communication about business practices and being responsible for their outcomes.
- Assignment.

Session Two: Enhancing Brand Reputation – Part I

- Promoting Sustainability: Reducing environmental impact and promoting practices that contribute to ecological balance.
- Supporting Community Development: Engaging with and investing in local communities to foster economic growth and social well-being.
- Ensuring Ethical Practices: Upholding high standards of integrity, fairness, and respect in all business operations and interactions.
- Attracting and Retaining Talent: Creating a positive workplace culture that appeals to employees, fostering loyalty and reducing turnover.
- Driving Innovation: Encouraging creative solutions to social and environmental challenges, which can also lead to new business opportunities.
- Assignment.

Session Three: Enhancing Brand Reputation – Part II

- Meeting Regulatory Requirements: Complying with legal standards and regulations related to social and environmental responsibilities.
- Engaging Stakeholders: Building strong relationships with customers, employees, suppliers, and the community through open dialogue and collaboration.
- Contributing to Economic Development: Supporting initiatives that promote economic growth, job creation, and social equity.
- CSR and its relationship with Compliance, Corporate governance & Risk.
- Assignment.

Module 3: ESG & CSR Reporting Frameworks

Session One: Global Reporting and Standards

- Global Reporting Initiative (GRI): Provides guidelines for sustainability reporting.
- Sustainability Accounting Standards Board (SASB): Offers standards for reporting on sustainability metrics.
- Stakeholder Engagement Platforms.
- Assessment and Certification: Tools like B Corp Certification or ISO 26000 that assess and validate CSR practices.
- Joining industry-specific groups or coalitions focused on CSR best practices and sharing resources.
- Assignment.

Session Two: Environmental and Social Dimensions

- Climate change impact: Carbon footprint, emissions, and energy use.
- Resource management: Water usage, waste management, and sustainable sourcing.
- Biodiversity: Effects on ecosystems and wildlife.
- Waste Management: Practices for reducing, recycling, and responsibly disposing of waste.
- Community Engagement: Supporting local communities through philanthropy and volunteerism.
- Assignment.

Session Three: Integrating CSR into Strategy & Practice

- Environmental Stewardship: Initiatives to reduce environmental impact, such as sustainability programs.
- Ethical Labor Practices: Commitment to fair labor practices and employee well-being.
- Case Study: Finance and CSR at Banco W: In Search of the Missing Link.
- Assignment.

*** EBI's discount policy is not applicable to this program.**

CSR – Corporate Social Responsibility

Banking Operations

9204

Virtual

40 hours

Module 4 – Corporate Governance & CSR

Session One: Corporate Governance Frameworks & Structures

- Frameworks and Standards
  - OECD Principles of Corporate Governance
  - The UK Corporate Governance Code
  - The Sarbanes-Oxley Act (SOX) in the U.S.
- Board of Directors: Composed of individuals responsible for overseeing the company's management and making key decisions.
- Independence: A mix of independent and non-independent directors is crucial for objective decision-making.
- Governance Structures: Encourage ethical behavior through codes of conduct, compliance programs, and oversight mechanisms.
- Assignment.

Session Two: Linking Governance to CSR & ESG

- CSR Policies: Are often grounded in these ethical frameworks, guiding companies to operate in a socially responsible manner. Strong governance helps ensure that CSR initiatives are genuine and impactful.
- Governance is one of the three pillars of ESG, focusing on how a company is directed and controlled.
- Strong governance practices are essential for ensuring accountability, transparency, and ethical behavior, which are critical for effective ESG performance.
- Ethical Standards: Implement and enforce a robust code of ethics that guides CSR activities and decision-making processes.
- Regular Reporting: Publish integrated reports that outline governance practices alongside CSR activities, highlighting their interconnections and impacts.
- Assignment.

Module 5: Stakeholder Engagement

Session One: Managing Stakeholders Effectively

- Stakeholders Analysis.
- Identification of stakeholder management styles and customer needs.
- How Stakeholders will fit into a project?
- Understanding Stakeholder Behavior Style.
- How Our Behavioral Style Interacts with Stakeholders' Styles?
- Identifying Stakeholder Needs.
- Strategies for effective collaboration with each stakeholder.
- Recognition of ways to secure stakeholder agreement.
- Assignment.

Session One: Progression Plan

- Creation of a progression plan.
- Distinction of the six different persuasion styles.
- On-going Stakeholder Management.
- Long-term success of the project relies on stakeholder satisfaction and involvement.
- Stating various methods to build ongoing relationships.
- Assignment.

Assessment Strategy:

- 40% assignments.
- 60% participation.
- The cut-off score is 70% of the total grade which is 100.

Upon Successful Completion of this Course, participants will obtain:

3.6 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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* EBI's discount policy is not applicable to this program.

خطابات الضمان المحلية والخارجية والاعتماد الضامن

العمليات المصرفية

350-P26-VA

تعلم عن بعد

٢٤ ساعة

وصف البرنامج:

يستهدف هذا البرنامج المتخصصين في إدارات خطابات الضمان، لتمكينهم من تحليل وتطبيق الإجراءات المرتبطة بإصدار وتعديل خطابات الضمان المحلية والخارجية وخطابات الاعتماد الضامن. سيتمكن المشاركون من تصميم نماذج مهنية ومعالجة حالات عملية تحت شروط واقعية تحاكي بيئة العمل البنكي، وفق معايير URDG ٧٥٨ وISP ٩٨. في نهاية البرنامج، سيكون المتدرب قادرًا على تمييز العلاقات القانونية والتجارية بين أطراف الضمان، واتخاذ قرارات مناسبة بشأن النزاعات والمطالبات. يتم التدريب من خلال دراسات حالة، مناقشات جماعية، وتكليفات خارجية، داخل بيئة تعليمية تفاعلية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج للمتخصصين في إدارات خطابات الضمان.

أهداف البرنامج:

- توضيح العلاقات المستقلة بين أطراف خطاب الضمان (الآمر، البنك، المستفيد) مع أمثلة عملية.
- تطبيق إجراءات تعديل خطاب ضمان محلي (مثل مد الصلاحية أو تسييل القيمة) في سيناريو محاكاة.
- تفسير إجراءات إصدار خطاب ضمان خارجي وفق معايير (URDG ٧٥٨) مع الإشارة إلى دور البنوك المراسلة.
- مقارنة خصائص خطاب الاعتماد الضامن مع الاعتماد المستندي وخطاب الضمان في سياق تجاري.
- تصميم نموذج خطاب ضمان لتغطية تسهيلات ائتمانية بناءً على سيناريو قرض مجمع.
- تطبيق القواعد الموحدة (URDG ٧٥٨) لحل نزاع متعلق بمطالبة خطاب ضمان في حالة عملية.
- تحليل حالة عملية لخطاب ضمان أو اعتماد ضامن لتحديد الإجراءات المناسبة للإصدار أو التعديل.

محتويات البرنامج:

الجزء الأول: أساسيات خطابات الضمان

المحاضرة الأولى: أساسيات خطابات الضمان

- تنفيذ عملية الشراء والبيع:
  - رغبة المشتري في اختيار سلعته.
  - تواجد المشتري والبائع في بلدين مختلفين.
- التعريف بخطابات الضمان.
- أطراف خطاب الضمان.
- أهمية خطاب الضمان لأطراف التعامل.
- العلاقات المستقلة:
  - أولاً: العلاقة بين العميل طالب الإصدار (الآمر) والمستفيد وتتخذ هذه العلاقة إحدى الصور التالية.
  - ثانياً: العلاقة بين العميل (الآمر) والمصرف مصدر الضمان (البنك الضامن).
  - ثالثاً: علاقة البنك الضامن والمستفيد.
- التقسيم العام لخطابات الضمان:
  - خطابات ضمان محلية (Local Letter of Guarantee).
  - خطابات الضمان الخارجية (Foreign Guarantee).
- أنواع خطابات الضمان المصرفية:
  - أولا: خطابات ضمان المستخدم في المناقصات والمزايدات.
  - ثانيا: خطابات الضمان الأخرى.
- تكليف خارجي.

الجزء الثاني: : خطابات الضمان المحلية

المحاضرة الاولى: أساسيات خطابات الضمان المحلية وإصدارها

- خطابات الضمان المحلية ودورتها.
- إصدار خطاب الضمان.
- تكليف خارجي.

المحاضرة الثانية: تعديلات خطاب الضمان المحلي

- تعديلات خطابات الضمان:
  - أولا: مد الصلاحية.
  - ثانيا: زيادة قيمة خطاب الضمان.

خطابات الضمان المحلية والخارجية والاعتماد الضامن

العمليات المصرفية

350-P26-VA

تعلم عن بعد

٢٤ ساعة

- ثالثا: تخفيض قيمة خطاب الضمان.
- رابعا: تقصير أجل خطاب الضمان.
- خامسا: تعديل بنص خطاب الضمان.
- سادسا: تسييل قيمة خطاب الضمان (المصادرة).
- سابعا: إلغاء خطاب الضمان.
- ثامنا: اصدار بدل فاقد لأصل خطاب الضمان / التعديل.
- تاسعاً: تعديل خطاب الضمان ليصبح ساري المفعول.
- عاشراً: يجب مراعاة تجديد شروط الضمان وفقًا للأعراف الدولية (URDG ٧٥٨).
- حادي عشر: إصدار خطابات ضمان إلكترونية.

• استعراض كافة النماذج الخاصة بخطاب الضمان المحلى ودورته وتعديلاته.
• تكليف خارجي.

الجزء الثالث: خطابات الضمان الخارجية

المحاضرة الاولى: خطابات الضمان الخارجية

• خطابات الضمان الخارجية ودورتها.
• الإجراءات المتبعة عند إصدار خطاب الضمان الخارجي.
• اولا: دورة خطابات الضمان الخارجية:
- اصدار خطاب الضمان الخارجي.
- تعديلات خطاب الضمان الخارجي.
- الغاء خطاب الضمان.
• ثانياً: خطابات الضمان المقابلة:
- تعديلات خطابات الضمان المقابلة.
- خطابات الضمان المجمعة.
• معايير فحص المستندات الأعراف الدولية الصادرة من غرفة التجارة الدولية (ISDGP) .
• تكليف خارجي.

الجزء الرابع: خطابات الاعتماد الضامن

المحاضرة الاولى: خطابات الاعتماد الضامن

• خطاب الاعتماد الضامن.
• أنواع الاعتمادات الضامنة.
• الفرق بين خطاب الاعتماد الضامن وكل من الاعتماد المستندي، وخطاب الضمان.

• معايير فحص المستندات الأعراف الدولية الصادرة من غرفة التجارة الدولية (ISDGP) .
• تكليف خارجي.

الجزء الخامس: خطابات الضمان للتسهيلات الائتمانية

المحاضرة الاولى: خطابات الضمان للتسهيلات الائتمانية

• خطابات الضمان الخاصة بتغطية الحصص الخاصة بالقروض المشتركة.
• (Syndication Loan) القروض المجمعة.
• خطاب الضمان لمنح تسهيلات ائتمانية.
- أولا: – خطابات الضمان الصادرة من بنك لصالح بنك آخر.
أطراف خطابات الضمان.
- ثانيا: خطابات التعزيز الصادرة من الشركة العالمية أو الشركة القابضة (أي من المركز الرئيسي للشركة) لصالح البنك مانح الائتمان لضمان التسهيلات الممنوحة لفرع الشركة بالبنك المانح للتسهيل وتعرف باسم.
سبل التعامل بين إدارة خطابات الضمان والإدارات الأخرى بالبنوك.
• مفهوم علاقة خطابات الضمان\الحد المصرح به من وزارة المالية.
• خصائص خطابات الضمان.
• استعراض النماذج الخاصة بالقروض المجمعة\خطابات ضمان التسهيلات.
• تكليف خارجي.

الجزء السادس: الأطر القانونية لخطابات الضمان

المحاضرة الاولى: الأطر القانونية لخطابات الضمان

• المعيار الدولي لممارسة خطاب الضمان تحت الطلب الخاص بالقواعد الموحدة لخطابات الضمان تحت الطلب (URDG ٧٥٨).
• حالات عملية.
• مناقشة ١: إصدار خطاب الضمان.
• مناقشة ٢: إصدار خطاب الضمان.
• مناقشة ٣: إصدار خطاب ضمان.
• تكليف خارجي.

الجزء السابع: حالات عملية

المحاضرة الاولى: حالات عملية

• حالات عملية لكافة أنواع خطابات الضمان والاعتماد الضامن.

خطابات الضمان المحلية والخارجية والاعتماد الضامن

350-P26-VA

تعلم عن بعد

٢٤ ساعة

- أنواع خطابات الضمان والاعتماد الضامن وتعديلاتها وبعض النماذج للمراسلات والإقرارات.
- تكليف خارجي.

استراتيجية التقييم:

- ٧٠٪ تكليفات خارجية.
- ٣٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢,٢ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

خبرة عملية لا تقل عن سنة في مجال خطابات الضمان.

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حماية حقوق العملاء – متقدم

العمليات المصرفية

9378

بقاعات التدريب

١٦ ساعة

إلى من يوجه البرنامج:

المستويات الإدارية بداية من نائب مدير الى الإدارات العليا في جميع قطاعات البنوك التي لها تأثير مباشر او غير مباشر على الخدمات والمنتجات المصرفية المقدمة الى العملاء وعلى سبيل المثال وليس الحصر (الفروع المنتجات تطوير الاعمال حماية حقوق العملاء – الإدارة القانونية .... الخ).

وصف البرنامج:

بنهاية هذا البرنامج، سيتمكن موظفو البنوك من تطبيق مبادئ حماية حقوق العملاء وفقًا لتعليمات البنك المركزي الصادرة في فبراير ٢٠١٩، وتحليل التحديات المصرفية المرتبطة بحقوق العملاء واقتراح إجراءات لتعزيز الشفافية والامتثال، بالإضافة إلى معالجة شكاوى العملاء بدقة من خلال خطوات عملية تشمل التسجيل والفحص والرد والمتابعة وفق تعليمات مايو ٢٠٢٤، كما سيعدّ المشاركون خطط عمل قابلة للتنفيذ تعزز حماية العملاء من خلال التعاون الفعّال بين الإدارات المختلفة.

أهداف البرنامج:

- شرح مراحل رحلة العميل ومبادئ حماية حقوق العملاء وفق تعليمات البنك المركزي الصادرة في فبراير ٢٠١٩.
- تطبيق تعليمات حماية العملاء على حالات مصرفية واقعية لتعزيز الشفافية والامتثال.
- تنفيذ المتدرب خطوات معالجة الشكاوى بدقة وفق تعليمات البنك المركزي لضمان الشفافية والالتزام.
- تنفيذ خطة عمل تنفيذية لحماية حقوق العملاء تتكامل مع مهام الإدارة المعنية.

محتويات البرنامج:

الجزء الأول: مبادئ حماية حقوق العملاء

- مبادئ حماية حقوق العملاء كما جاء بتعليمات فبراير ٢٠١٩.
- المرحلة الأولى: فتح حساب توفير جديد.
- المرحلة الثانية: التعامل مع استفسار أو مشكلة.
- المرحلة الثالثة: استخدام الخدمات الإلكترونية.

الجزء الثاني: تطبيقات مبادئ حماية حقوق العملاء

- حالة تعثر العميل طبقاً للشروط الواردة بالعقد.
- حالة التواصل مع العميل للحصول على منتجات بنكية.
- دراسة حالة:
  - دراسة حالة (١): دور إدارات التحصيل في حماية حقوق العملاء.
  - دراسة حالة (٢): دور إدارات خدمة العملاء والمبيعات في البنوك في حماية حقوق العملاء.
  - دراسة حالة (٣): دور إدارات المنتجات والإدارة القانونية في حماية حقوق العملاء في البنك.

الجزء الثالث: تطبيقات عملية لمعالجة الشكاوى

- القواعد العامة لآلية معالجة الشكاوى.
- دورة العمل النموذجية لمعالجة الشكاوى:
  - مـــراحل المعالـجة.
  - أدوار الوحدات المعنية.
- خطوات التحقق والرد العادل (وفقًا لتعليمات مايو ٢٠٢٤):
  - التحقق من الإفصاح المسبق.
  - تقييم مدى وضوح المعلومات.
  - اتخاذ الإجراء التصحيحي.
  - صياغة الرد الكتابي (وفقًا لمعايير البنك المركزي).
- دراسة حالة: حالة شكوى متعلقة برسوم غير معلنة.
- خطوات التحليل النظامي واتخاذ الإجراءات التصحيحية.
- دراسة حالة: حالة شكوى متكررة عن تأخر موافقات القروض الشخصية – تحليل المشكلة النظامية واتخاذ إجراءات تصحيحية.
- التقييم والمتابعة.

الجزء الرابع: إعداد خطط عمل لتمكين مبادئ حماية حقوق العملاء

- كيفية إعداد خطة العمل.
- خطوات إعداد الخطة:
  - تحديد التحديات.
  - الفحص الأولي.
  - تحديد مؤشرات النجاح.

* EBI's discount policy is not applicable to this program.

حماية حقوق العملاء – متقدم

9378

بقاعات التدريب

١٦ ساعة

استراتيجية التقييم:
سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:
١,٣ وحدة تعليم مستمر.

اللغة المستخدمة:
العربية.

متطلبات الحضور:
لا يوجد.

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حماية حقوق العملاء

383-P26-VA

تعلم عن بعد

٦ ساعة

وصف البرنامج:

يهدف البرنامج إلى شرح وتوضيح القواعد التي أصدرها البنك المركزي المصري في فبراير ٢٠١٩، والتي أصبحت ملزمة وواجبة التنفيذ على جميع البنوك التجارية العاملة في مصر خلال سنة من تاريخ صدورها، وما تبع ذلك من تعليمات تكميلية في مايو ٢٠٢٤. يتناول البرنامج جميع قواعد حماية حقوق العملاء مثل العدل والإنصاف، بالإضافة إلى الإفصاح والشفافية. كما يقدم القواعد الملزمة في التعامل مع شكاوى العملاء، وما يتعلق بالحقوق والواجبات في النظم البنكية الإلكترونية، وكيفية تثقيف العملاء بشأن حقوقهم وواجباتهم من خلال مراحل تغطي تعاملات العميل منذ معرفته بالبنك وحتى متابعته عندما يصبح عميلًا.

إلى من يوجه البرنامج:

يوجه هذا البرنامج الى جميع موظفي البنوك الذين يتعاملون مع عملاء.

أهداف البرنامج:

- شرح مراحل رحلة العميل ومبادئ حماية حقوق العملاء وفق تعليمات البنك المركزي.

محتويات البرنامج:

الجزء الأول: حماية حقوق العملاء في القطاع المصرفي

المحاضرة الأولى: مبادئ حقوق عملاء البنوك

- حماية حقوق العملاء بالبنوك.
- الإفصاح والشفافية.
- مبدأ العدالة والإنصاف.
- المبدئ في التعامل مع العملاء.
- التعامل مع شكاوى العملاء.
- الحفاظ على سرية الحسابات.
- الحفاظ على حقوق العملاء في الخدمات الآلية والإلكترونية.
- نشر الثقافة والتوعية المصرفية.
- تكليف خارجي.

المحاضرة الثانية: تطبيق مبادئ حقوق عملاء البنوك

- حالات عملية:
  - المرحلة الأولى: فتح حساب توفير جديد.
  - المرحلة الثانية: التعامل مع استفسار أو مشكلة.
  - المرحلة الثالثة: استخدام الخدمات الإلكترونية.
- القواعد العامة لآلية معالجة الشكاوى:
  - دورة العمل النموذجية لمعالجة الشكاوى.
  - مـراحل المعالـجة.
  - أدوار الوحدات المعنية.
- خطوات التحقق والرد العادل (وفقًا لتعليمات مايو ٢٠٢٤):
  - التحقق من الإفصاح المسبق.
  - تقييم مدى وضوح المعلومات.
  - اتخاذ الإجراء التصحيحي.
  - صياغة الرد الكتابي (وفقًا لمعايير البنك المركزي).
- تكليف خارجي.

استراتيجية التقييم:

- ٧٠٪ تكليفات خارجية.
- ٣٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٥٥ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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الاستدامة والتمويل المستدام

العمليات المصرفية

2510-P26-VA

تعلم عن بعد

٦ ساعة

وصف البرنامج:

سيتعرف المشاركون في هذا البرنامج على أساسيات الاستدامة والتنمية المستدامة بالإضافة الى الصيرفة الخضراء وما تشمله من مفاهيم وأهداف وأهمية ومنتجات. سيتم شرح التمويل المستدام بالإضافة الى عرض المبادرات العالمية وجهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة.

إلى من يوجه البرنامج:

- يوجه هذا البرنامج الى جميع العاملين في البنك.

أهداف البرنامج:

- شرح الاستدامة والتنمية المستدامة.
- تعريف الصيرفة الخضراء وما تشمله من مفاهيم وأهداف وأهمية ومنتجات.
- تعريف التمويل المستدام.
- التعرف علي المبادرات العالمية وجهود البنك المركزى المصرى نحو إرساء مبادئ الاستدامة.

محتويات البرنامج:

الجزء الأول: الاستدامة والتنمية المستدامة:

المحاضرة الأولى: الاستدامة والتنمية المستدامة:

- مفهوم الاستدامة.
- أهداف وأهمية الاستدامة.
- التنمية المستدامة.
- أهداف التنمية المستدامة.
- تصنيف مخاطر المناخ: المخاطر المادية ومخاطر التحول.
- التكليف الخارجي.

الجزء الثاني: الصيرفة الخضراء: المفهوم والأهداف والأهمية والمنتجات:

المحاضرة الأولى: المفهوم والأهداف والأهمية والمنتجات:

- الصيرفة الخضراء والرقمية.
- أهداف الصيرف الخضراء.
- الخدمات المصرفية المستدامة.
- مفهوم التمويل الأخضر.
- المجالات صديقة البيئة.
- أهمية التمويل الأخضر.
- منتجات وخدمات الصرفية الخضراء.
- أسواق رأس المال الأخضر.
- الاستثمارات في المشروعات الصديقة للبيئة.
- التكليف الخارجي.

الجزء الثالث: التمويل المستدام:

المحاضرة الأولى: التمويل المستدام:

- تعريف التمويل المستدام.
- أهمية التمويل المستدام.
- مبادئ الصيرفة المسئولة.
- سياسة الاستدامة والتمويل المستدام في البنك.
- إدارة الاستدامة والتمويل المستدام.
- لجنة التمويل المستدام.
- المخاطر البيئية والاجتماعية والحوكمة ودورها في إدارة مخاطر الائتمان.
- التكليف الخارجي.

الجزء الرابع: المبادرات العالمية وجهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة:

المحاضرة الأولى: المبادرات العالمية وجهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة:

- مبادرة التقارير العالمية.
- أهداف مبادرة التقارير العالمية.
- جهود البنك المركزي المصري نحو إرساء مبادئ الاستدامة في القطاع المصرفي.
- التكليف الخارجي.

2510-P26-VA

تعلم عن بعد

٦ ساعة

استراتيجية التقييم:

- ٨٠٪ تكليفات خارجية.
- ٢٠٪ درجة المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذه الشهادة بنجاح يؤهل المتدربين للحصول على:

٠,٥٥ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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Certificate for Documentary Credit Specialists (CDCS)

In cooperation with the London Institute of Banking & Finance

Banking Operation

5411-3

In-Class

108 hours

Course Description:

The Certificate for Documentary Credit Specialists (CDCS) is a professional qualification recognized worldwide as the benchmark of competence for international practitioners. It was primarily designed for students with at least three years of experience working with documentary credits. Its purpose is to enable documentary credit practitioners to demonstrate practical knowledge and understanding of the complex issues associated with documentary credit practice. CDCS develops the knowledge and skills required to accurately check documents and manage documentary credit transactions. It also provides a core understanding of documentary credits and the products, parties, processes, and rules that underpin transactions, as well as developing the ability to identify irregularities and risks.

Target Audience:

This review course is intended for those who are working in the documentary credit and international trade fields and aim to become international practitioners.

Why Study CDCS?

- It enables you to demonstrate a level of expertise in documentary credits that is recognized worldwide.
- It improves your knowledge and understanding of the complex issues associated with documentary credit best practice.
- It helps develop the skills to apply knowledge in the workplace and perform effectively.
- It gives you the right to add the professional designation 'CDCS' after your name for the three-year validity cycle.
- It improves career and promotion prospects.

Course Objectives:

By the end of this course, participants will understand:

- Documentary credits - types, characteristics, and uses, including standby credits.
- Rules and trade terms, including UCP 600, ISP98, ISBP 745, Incoterms® 2010, and URR 725.
- Parties to documentary credit transactions and their roles and obligations.
- Types and methods of payment/credit used in documentary credit transactions, including the concept of autonomy.
- Types of transport, commercial, and financial documents used in documentary credit transactions.
- Risk issues, including types of risks, control, and possible mitigations.
- Related products, including letters of indemnity, airway releases, and steamship guarantees.
- Implications of breaching rules, including money laundering and terrorist financing.
- Course Outline:
- Types, characteristics, and uses of documentary credit and standby letters of credit.
- Rules and trade terms.
- Parties to documentary credit transactions and their roles and obligations.
- Types and methods of payment/credit used in documentary credit transactions.
- Types of transport, commercial, and financial documents used in documentary credit transactions.
- Related products, including letters of indemnity.
- Implications of breaching rules, including money laundering and terrorist financing.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English

Prerequisites:

- It is recommended that candidates have a minimum of three years of documentary credit and international trade finance experience, or
- Satisfactory completion of the "Examination of Documents Presented under Documentary Letters of Credit - Case Studies" (preferably), and
- Good command of English.

Instructor Biography:

*** EBI's discount policy is not applicable to this program.**

Certificate for Documentary Credit Specialists (CDCS)

In cooperation with the London Institute of Banking & Finance

Banking Operation

5411-3

In-Class

108 hours

Khaled Khedr Haggag

Khaled Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance.

In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

Current Position:

Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

Education:

Bachelor of Commerce, Cairo University (1986-1990).

Certifications:

Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

Years of Experience at EBI:

20 Years

Courses/Topics delivered

- Trade Finance Tools Products.
- Banking Operations.

Mohamed Salah Aboul Naga

Holding more than 20 years of practical experience in foreign trade operations, he has worked in various departments such as the Documentary Collection Department, Letter of Credit Department, Financial Institutions Department, Centralized L/G Department, and P&P Department.

He holds a CDCS certificate (Certified Documentary Credit Specialist) from IFS, U.K. (International Financial School). He was also part of the champion team involved twice in installing new software for EBE Bank. He has also enhanced his understanding of trade skills with an academic master's degree in Operations Management and Logistics, which provides a clearer perspective on trade processing and challenges from the trader's point of view at different stages of the supply chain. Currently, he is part of the P&P team at EBANK, reviewing the Standard Operating Procedures for all departments in the bank.

Current Position:

Deputy Senior Manager – Trade Finance.

Education:

- B.C of Commerce – (CAIRO UNIVERSITY) 1996.
- ACADEMIC Master in Operations Management & Supply Chain - (Arab Academy for Science, Technology & Maritime).

Certifications:

- Certified Documentary Credit Specialist.
- Credit Certificate.

Years of Experience at EBI:

15 years

Courses/Topics delivered:

- CDCS,
- CITF,
- Payment tools,
- Walk through (URDG, ISBP, and UCP600) article by article,
- Incoterms 2020.

Training Experience with other Entities:

- Oil and Gas Skills – OGS.
- Arab Academy for Science, Technology & Maritime.
- Arab Administrative Development Organization – ARADO.
- PIB Knowledge Academy – Ghana.
- Money Experts Institute – KSA.

*** EBI's discount policy is not applicable to this program.**

Certificate for Documentary Credit Specialists (CDCS)

In cooperation with the London Institute of Banking & Finance

Banking Operation

5411-3

In-Class

108 hours

Course Description:

The Certificate for Documentary Credit Specialists (CDCS) is a professional qualification recognized worldwide as the benchmark of competence for international practitioners. It was primarily designed for students with at least three years of experience working with documentary credits. Its purpose is to enable documentary credit practitioners to demonstrate practical knowledge and understanding of the complex issues associated with documentary credit practice. CDCS develops the knowledge and skills required to accurately check documents and manage documentary credit transactions. It also provides a core understanding of documentary credits and the products, parties, processes, and rules that underpin transactions, as well as developing the ability to identify irregularities and risks.

Target Audience:

This review course is intended for those who are working in the documentary credit and international trade fields and aim to become international practitioners.

Why Study CDCS?

- It enables you to demonstrate a level of expertise in documentary credits that is recognized worldwide.
- It improves your knowledge and understanding of the complex issues associated with documentary credit best practice.
- It helps develop the skills to apply knowledge in the workplace and perform effectively.
- It gives you the right to add the professional designation 'CDCS' after your name for the three-year validity cycle.
- It improves career and promotion prospects.

Course Objectives:

By the end of this course, participants will understand:

- Documentary credits - types, characteristics, and uses, including standby credits.
- Rules and trade terms, including UCP 600, ISP98, ISBP 745, Incoterms® 2010, and URR 725.
- Parties to documentary credit transactions and their roles and obligations.
- Types and methods of payment/credit used in documentary credit transactions, including the concept of autonomy.
- Types of transport, commercial, and financial documents used in documentary credit transactions.
- Risk issues, including types of risks, control, and possible mitigations.
- Related products, including letters of indemnity, airway releases, and steamship guarantees.
- Implications of breaching rules, including money laundering and terrorist financing.
- Course Outline:
- Types, characteristics, and uses of documentary credit and standby letters of credit.
- Rules and trade terms.
- Parties to documentary credit transactions and their roles and obligations.
- Types and methods of payment/credit used in documentary credit transactions.
- Types of transport, commercial, and financial documents used in documentary credit transactions.
- Related products, including letters of indemnity.
- Implications of breaching rules, including money laundering and terrorist financing.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English

Prerequisites:

- It is recommended that candidates have a minimum of three years of documentary credit and international trade finance experience, or
- Satisfactory completion of the "Examination of Documents Presented under Documentary Letters of Credit - Case Studies" (preferably), and
- Good command of English.

Instructor Biography:

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certificate for Specialists in Demand Guarantees (CSDG)

In cooperation with the London Institute of Banking & Finance

Banking Operation

3809-5

In-Class

105 hours

Course Description:

The Certificate for Specialists in Demand Guarantees (CSDG®) is designed to enable demand guarantee professionals to demonstrate their knowledge and expertise. The qualification will develop your understanding of the use of guarantees, industry rules, legislation, and the challenges relating to demand guarantees and standby credits. CSDG® enables you to demonstrate a high level of expertise and improves knowledge and understanding of the complex issues associated with demand guarantee best practice. The CSDG® qualification develops the knowledge and skills required to manage demand guarantees and identify risks through the application of knowledge and checking the accuracy of demand guarantees and standby credit presentations. Within this, it provides a core understanding of products, processes, parties, rules, and regulations that underpin demand guarantees. The CSDG® will enable you as a demand guarantee professional to gain practical knowledge and understanding of the complex issues related to demand guarantee practice.

Target Audience:

Letters of Guarantee officers.

Course Objectives:

By the end of this course, participants will be aware of the following:

- Demand guarantees – including tender, performance, and advance payment.
- Indemnities, suretyships, and standby letters of credit, and how they compare.
- Scope of industry rules, including URDG 758 and ISP98.
- Parties involved in demand guarantees and their roles and obligations.
- Risk issues, including types, control, and mitigations.
- Impact of external factors, including governing law and force majeure.
- It enables you to demonstrate a level of expertise in demand guarantees that is recognized worldwide.
- It improves your knowledge and understanding of the complex issues associated with demand guarantee best practice.
- It helps you develop the skills to apply your knowledge in the workplace and to perform at a high level.
- It gives you the right to add the professional designation 'CSDG' after your name.
- It improves your career and promotion prospects.

Course Outline:

Chapter 1:

- Introduction.
- Demand Guarantees and counter-guarantees in a nutshell.
- The road to URDG 758.
- A brief history of the revision.
- URDG 758 and URDG 458.

Chapter 2:

- What is the URDG?
- Are there conditions for URDG to apply to a guarantee?
- How does the URDG apply?
- The URDG and the law.
- Using the URDG: advantages to all parties.
- The scope of URDG: what's in – what's out.
- Other questions on the scope of URDG.

Chapter 3:

- Drafting a URDG guarantee.
- Issuing a URDG guarantee.
- Changing the terms of a URDG guarantee.
- Making a presentation.
- Examining a presentation.
- Making payment.
- Termination of the guarantee.
- The relationship with the instructing party.

Chapter 4:

- Commentary on URDG 758 article by article.
- ISP 98 in a nutshell.

Chapter 5:

- The URDG in various languages.
- The URDG and other ICC rules.
- The URDG and the UN Convention.
- The URDG as a model for national laws.
- The URDG as a model for other organizations' standard guarantee forms.
- The URDG in courts.

*** EBI's discount policy is not applicable to this program.**

Certificate for Specialists in Demand Guarantees (CSDG)

In cooperation with the London Institute of Banking & Finance

Banking Operation

3809-5

In-Class

105 hours

Chapter 6:
International Standard Demand Guarantee Practice (ISDGP):

- Definitions for some terms that are defined in URDG, as well as other terms that are not defined in the URDG.
- General drafting considerations.
- Expiry terms.
- Governing law & its relative Jurisdiction.
- When is a guarantee "issued"?
- Premature presentation & presentation in an electronic/digital form.
- Demands & supporting statements (s) under Article 15 (a) & (b).
- Extend or pay demand, including examination & suspension technique.
- Standard for the determination of compliance.
- Date of payment & set-off rule.
- Non-complying demand, waiver, and notice.
- Force majeure.
- Transfer by operation of law.
- Fraud.
- Provisional court measure.
- Sanction clauses.

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English

Prerequisites:

Good command of English, and it is recommended that candidates have a minimum of three years in letters of guarantee.

Instructor Bio:

Mr. Mostafa Eltoweiry

He started his journey in the banking industry in 1990 with experience in all fields related to Trade Finance, including Letters of Credit, Letters of Guarantee, Standby L/Cs, Documentary collection covering import and export parts, in addition to experience in money remittance and check clearing, and bulk cash operations.
Along with excellent leadership and managerial skills.

Current Position:
Head of Trade Finance Ops at Attijariwafa Bank Egypt.

Education:
Bachelor of Commerce – Ain Shams University, Cairo- 1990.

Certifications:

- Diploma in Banking Certificate from the Chartered Institute of Bankers – Scotland, U.K., Year 2000.
- MBA – Master of Business Administration from the Arab Academy for Financial Science & Banking – Year 2007.
- CDCS – Certificate in Documentary Credit Specialists – from The London Institute of Banking & Finance, U.K. – Year 2008.
- CITF – Certificate in International Trade & Finance from The London Institute of Banking & Finance, U.K. – Year 2010.
- CSDG – Certificate for Specialists in Demand Guarantees, from The London Institute of Banking & Finance, U.K., in 2015.

Years of Experience with EBI:
8 years.

Courses/Topics delivered:

- CSDG – Certificate for Specialists in Demand Guarantees.
- ISDGP – International Standard for Demand Guarantees Practices.
- Local Guarantees and Standby L/Cs.
- International Trade & Finance, including two main topics:
  - Introduction to Letters of Credit.
  - Documentary Collection.

Training Experience with other Entities:
N/A

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certificate in International Trade Finance (CITF)

In cooperation with the London Institute of Banking & Finance

Banking Operation

1057-5

In-Class

60 hours

Course Description:

Why study the LIBF Level 3 Certificate in International Trade and Finance (CITF)? The Certificate in International Trade and Finance (CITF®) provides you as a trade, export, and commodity specialist with a thorough understanding of international trade procedures, practices, and legislation.

CITF® develops the appropriate technical knowledge and skills required to enable you to apply that knowledge to situations within the workplace. The qualification provides a core understanding of the products, documents, trade terms, roles, and responsibilities that underpin international trade and finance. In addition to this core knowledge, CITF® helps you to develop a basic understanding of fraud prevention and risk in terms of trade finance. The qualification also develops a sense of contemporary international trade and finance topics such as sustainability, digital disruption, and innovation, ensuring that students have relevant and up-to-date knowledge of the industry.

Target Audience:

Corporate, trade, export, operations officers, and any bank staff interested in international trade finance, in addition to any staff who have newly joined the trade finance department.

Course Objectives:

CITF® develops your understanding of the main principles of international trade and finance and enhances your ability to apply some of these principles in relevant case study scenarios.

Course Outline:

Listed below are some of the main content areas that are covered within this qualification:

- The international trade environment.
- Parties involved in international trade and finance and their roles.
- Documents used in international trade and the Incoterms® 2010 rules.
- Contracts.
- Trade-based financial crime compliance.
- Methods of settlement.
- Documentary collections.
- Documentary credits.
- Guarantees and standby letters of credit.
- Principles of supply chain finance.
- Other forms of finance.
- Export credit insurance.
- Foreign exchange risk management.
- Digital disruption and innovation.

Learning Outcomes

- LO1 Understand the key principles and groups of international trade finance and the roles and responsibilities of the various parties involved.
- LO2 Understand and interpret the different methods of settlement and the rules that govern international trade.
- LO3 Understand and interpret the various methods of financing international trade.
- LO4 Understand and interpret the different documents used in international trade and their purposes.
- LO5 Understand the impact of digitisation on international trade and finance.

Assessment Strategy:

The unit is assessed through a single two-hour examination consisting of a combination of multiple-choice questions (Part A) and case study exercises (Part B). A total of 100 marks are available in the examination, and you will be assessed on all areas of the syllabus. The pass mark for the examination is 70%, and the participants will be directly examined through the London Institute of Banking & Finance.

Course Language:

English

Prerequisites:

There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

*** EBI's discount policy is not applicable to this program.**

Certificate in International Trade Finance (CITF)

In cooperation with the London Institute of Banking & Finance

Banking Operation

1057-5

In-Class

60 hours

Instructor Bio:

Mr. Mohamed Ezzat

Mr. Mohamed Ezzat boasts 14 years of banking experience, 10 of which were in Trade Finance Operations, handling all types of products (LCs, LGs, and Collections). His other four years were in the Trade Finance business line under the umbrella of Global Transactional Banking (GTB).

Having worked at three multinational banks in Egypt, Mohamed joined EBank at the beginning of 2019 as Head of Trade Finance Business Development Unit.

Current Position:

Head of Business Development, Trade Finance & Export Promotion Sector, International Banking Group, Export Development Bank of Egypt – Ebank.

Education:

Bachelor of Commerce (English Section) – Ain Shams University.

Certifications:

- Certificate for Documentary Credit Specialists (CDCS), 2015, from the LIBF – UK.
- Professional Certificate in Corporate Banking Credit, 2019, from the AUC.
- Training of The Trainer (TOT), 2020.

Years of Experience at EBI:

2 years

Courses/Topics delivered:

- Trade Finance (Foundation).
- Trade Finance (Credit Course).
- Local and International LGs & SBLCs.
- Other Trade Finance modules.
- SWIFT messages Cat. 4 & 7 after shadowing.

Training Experience with other Entities:

- Orientation sessions for newcomers.
- Trade Finance sessions for clients.
- Trade Finance sessions for Export Council Members.
- Trade Finance for Students (EBSM and several universities) as part of the Financial Inclusion Initiative.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Retail Credit Certificate

Banking Operations

8460-1

In-Class

100 hours

Certificate Description:

By the end of the course, participants will be equipped with knowledge, frameworks, and strategic insights to navigate the rapidly changing retail credit banking landscape and possess industry-recognized skills to advance in roles related to retail credit, banking, or financial services. Establish a solid foundation for pursuing leadership roles or specialized positions in credit management.

Target Audience:

- Credit Analysts: Individuals responsible for assessing the creditworthiness of retail clients.
- Loan Officers: Professionals involved in evaluating, approving, or rejecting retail credit applications.
- Relationship Managers: Bank employees managing customer relationships in retail banking.
- Risk Management Teams: Professionals focused on identifying and mitigating credit risks.

Certificate Objectives:

- Understand Retail Credit Fundamentals.
- Assess Creditworthiness.
- Navigate Legal and Regulatory Frameworks.
- Master the Loan Lifecycle Process.
- Mitigate Credit Risk Effectively.
- Manage Delinquencies and Recoveries.
- Leverage Technology in Retail Credit.
- Applying Knowledge in Real-World Scenarios.
- Prepare for Industry Challenges.
- Earn Professional Recognition.

Certificate Outline

Module 1: Introduction to Retail Banking and Credit

- Definition and Scope of Retail Banking:
  - Overview of retail banking products and services.
  - Key differences between retail and corporate banking.
- Understanding Credit in Retail Banking:
  - Definition of credit and its role in retail banking.
  - Importance of credit in economic growth.
- Types of Retail Banking Credit Products:
  - Personal loans, credit cards, mortgages, auto loans, etc.

Module 2: Retail Credit Risk Management

- Introduction to Credit Risk Management in Retail Banking:
  - Definition and importance of credit risk management.
  - Unique characteristics of credit risk in retail lending compared to corporate lending.
- Types of Risks in Retail Credit:
  - Credit default risk.
  - Concentration risk.
  - Collateral risk.
  - Operational and Reputational Risks.
- Key Components of Retail Credit Risk Management:
  - Identification of potential risks in retail credit portfolios
  - Measurement and quantification of risks using statistical and analytical models
  - Monitoring and reporting of credit risk metrics
- Credit Risk Assessment Frameworks:
  - Internal credit scoring models.
  - Probability of Default (PD), Loss Given Default (LGD), and Exposure at Default (EAD) models.
- Risk Mitigation Techniques:
  - Diversification of retail loan portfolios.
  - Use of collateral and guarantees.
  - Credit insurance and securitization.
- Regulatory Requirements and Compliance:
  - Adhering to Basel norms and local regulatory standards.
  - Reporting obligations related to credit risk exposure.
- Case Studies and Best Practices:
  - Examples of effective credit risk management strategies in retail banking.
  - Lessons learned from historical credit crises.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Retail Credit Certificate

Banking Operations

8460-1

In-Class

100 hours

Module 3: Retail Credit Cycle

- Introduction to the Retail Credit Cycle:
  - Definition and importance of the credit cycle in retail banking.
  - Risk Sector Roles.
  - Phases of the retail credit lifecycle and their interdependencies.
- Phase 1: Loan Origination:
  - Customer acquisition and onboarding.
  - Marketing and cross-selling of retail credit products.
  - Pre-screening and initial eligibility checks.
- Phase 2: Credit Appraisal and Underwriting:
  - Detailed credit analysis and risk assessment.
  - Verification of borrower information (income, credit history, collateral).
  - Credit scoring models and decision-making processes.
- Phase 3: Loan Approval and Disbursement:
  - Documentation and agreements (loan contracts, collateral registration)
  - Approval workflows (manual vs. automated systems)
  - Disbursement methods and timelines.
- Phase 4: Loan Monitoring and Servicing:
  - Monitoring borrower compliance with repayment schedules
  - Account maintenance and customer relationship management.
  - Use of technology for real-time monitoring
- Feedback Loop in the Credit Cycle:
  - Insights from past credit cycles to improve future processes.
  - Data-driven refinements in credit policies and risk models
- Key Performance Indicators (KPIs) in the Credit Cycle:
  - Metrics for monitoring efficiency and effectiveness (e.g., approval rates, turnaround times, delinquency rates)
  - Role of analytics in optimizing the credit cycle
- Technology in Managing the Credit Cycle:
  - Digital platforms for seamless credit cycle management
  - Automation and AI in credit decision-making and monitoring
- Case Studies and Real-World Applications:
  - Examples of successful credit cycle management
  - Lessons from credit cycle disruptions (e.g., financial crises, pandemics)

Module 4: Credit Analysis and Scoring Techniques

- Introduction to Credit Analysis:
  - Purpose and importance of credit analysis in retail lending.
  - Distinction between qualitative and quantitative credit analysis.
- Financial Analysis for Retail Borrowers:
  - Income, expenses, savings, and debt analysis.
- Creditworthiness Evaluation:
  - Credit assessment scope & steps.
  - Evaluating credit history and repayment capacity.
- Key Credit Scoring Models:
  - Types of credit scoring models.
  - Traditional scoring systems (e.g., FICO, Vantage Score).
  - Custom scoring models for specific retail segments.
- Components of Credit Scoring:
  - How to build credit scoring models?
  - Factors influencing credit scores (e.g., payment history, credit utilization, length of credit history).
  - Weightage assigned to several factors.
- Techniques in Credit Analysis:
  - Behavioral analysis: past repayment patterns and account behavior
  - Financial ratio analysis: debt-to-income ratio, current ratio, etc.
- Advanced Credit Scoring Techniques:
  - Machine Learning (ML) and Artificial Intelligence (AI)-based models.
  - Alternative credit scoring methods (e.g., utility payments, social media behavior).
- Risk-Based Pricing and Scoring:
  - Linking credit scores to interest rates and loan terms.
  - Adjusting pricing based on risk levels.

Module 5: Retail Loan Structuring and Pricing Formulas

- Introduction to Loan Structuring and Pricing:
  - Importance of structuring loans to meet customer needs and risk appetite.
  - Balancing profitability and competitiveness through pricing.
- Components of Loan Structuring:
  - Determining loan amounts, tenure, and repayment frequency.

* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Retail Credit Certificate

Banking Operations

8460-1

In-Class

100 hours

- Structuring repayment options: Equated Monthly Installments (EMIs), bullet repayments, step-up/step-down repayments.
- Collateral and security arrangements.

- Interest Rate Structures:
  - Fixed vs. floating interest rates: advantages and limitations.
  - Hybrid interest rate models.
- Key Loan Pricing Elements:
  - Principal amount, interest rate, tenure, and fees (processing fees, late payment penalties, etc.).
  - Margins and spreads: cost of funds, credit risk premium, and operating costs.
- Loan Pricing Formulas and Calculations:
  - Simple Interest Formula.
  - Compound Interest Formula.
  - EMI "Equated Monthly installment" Formula.
  - Loan Amortization Schedule Calculation: Breaking down each EMI into principal and interest components.
- Pricing Models for Specific Loan Products:
  - Mortgage loans, personal loans, and auto loans.
  - Differentiated pricing for secured vs. unsecured loans.
- Practical Examples and Case Studies:
  - Real scenarios illustrating loan structuring and pricing decisions.

Module 6: Technology in Retail Credit & Emerging Trends

- Role of Technology in Retail Credit:
  - Digital transformation in retail lending
  - Streamlining loan origination, underwriting, and disbursement processes
  - Loan approval platforms and digital lending apps.
  - Automated credit scoring & underwriting systems
- Data Analytics and Credit Decision-Making:
  - Leveraging big data for borrower profiling and segmentation.
  - Predictive analytics for risk assessment and customer behavior analysis.
  - Real-time credit monitoring tools
- Blockchain and Retail Credit:
  - Use of blockchain for secure and transparent loan transactions.
  - Smart contracts for loan disbursement and repayments.
- Artificial Intelligence (AI) and Machine Learning (ML):
  - AI-driven chatbots for customer service in credit.
  - ML for fraud detection and enhanced credit scoring.
- Digital Lending Platforms:
  - Peer-to-peer (P2P) lending platforms.
  - Buy Now Pay Later (BNPL) systems.
  - Instant micro-loans and embedded finance solutions.
- Emerging Trends in Retail Credit:
  - Alternative credit scoring methods using non-traditional data (e.g., social media, utility payments).
  - Integration of Environmental, Social, and Governance (ESG) criteria in lending decisions.
  - Open banking and APIs for enhanced customer experience.
- Cybersecurity in Retail Credit:
  - Protecting sensitive customer and transactional data.
  - Mitigating risks of data breaches and fraud.

Module 7: Collection and Recovery Processes & Techniques

- Introduction to Collections and Recovery:
  - Definition and importance of efficient collection and recovery processes.
  - Impact of delinquency and default on bank profitability.
- Stages of the "Collection" Process:
  - Early-stage collections (soft collections).
- Early warning signals for potential defaults.
- Key performance indicators (KPIs) for collections (e.g., Days Past Due, Recovery Rate).
- "Collection" Strategies and Techniques:
  - Customer segmentation for tailored collection approaches.
  - Communication methods: phone calls, emails, SMS, and in-person visits.
  - Negotiation and restructuring of loan terms.

*** EBI's discount policy is not applicable to this program.**

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Egyptian Banking Institute

Retail Credit Certificate

Banking Operations

8460-1

In-Class

100 hours

- Role of Technology in Collections:
  - Automated collection systems and predictive analytics.
  - Real-time tracking and monitoring tools for overdue accounts.
  - Chatbots and digital platforms for customer communication.
- Recovery Techniques:
  - Use of repayment plans and settlements.
  - Legal recovery options: repossession, foreclosure, and garnishment.
  - Role of debt recovery agencies and third-party collectors.
  - Late-stage collections (hard collections and legal recovery).
  - Write-offs and post-write-off recovery.
- Case Studies and Best Practices:
  - Real-world examples of successful collection strategies.

Module 8: Reporting and Provisions Methods

- Importance of Reporting in Retail Credit Management:
  - Role of reporting in decision-making and regulatory compliance.
  - Key stakeholders: internal teams, regulators, and auditors.
- Types of Credit Reports:
  - Internal performance reports: portfolio health, delinquency trends.
  - External reports: regulatory filings, credit bureau submissions.
- Loan Provisions and Reserves:
  - Definition and purpose of provisioning for potential losses.
  - Key terms: Expected Credit Loss (ECL), Loan Loss Provisions (LLP).
- Provisioning Methods and Calculations:
  - General vs. specific provisions
  - Stages of provisioning under IFRS 9 or similar standards.
  - Calculating provisions based on credit risk grades.
- Non-Performing Assets (NPA) Reporting:
  - Classification and reporting of NPAs.
  - Impact of NPAs on financial statements and provisioning.
- Stress Testing and Portfolio Monitoring:
  - Conducting stress tests for credit portfolios.
  - Using analytics to forecast provisioning requirements.

Module 9: Legal Management Aspects in Retail Banking Credit

- Legal Framework Governing Retail Credit:
  - Overview of relevant banking and financial laws.
  - Contract law and its application to loan agreements.
- Loan Documentation and Legal Requirements:
  - Essential loan documentation (e.g., promissory notes, collateral agreements).
  - Ensuring legal enforceability of loan contracts.
- Collateral and Security Management:
  - Types of collateral (fixed assets, movable assets, guarantees).
  - Legal procedures for creating and registering security interests.
- Legal Implications of Loan Defaults:
  - Rights and obligations of lenders and borrowers.
  - Laws governing recovery proceedings (e.g., repossession, foreclosure).
- Debt Recovery and Insolvency:
  - Legal mechanisms for debt recovery (negotiation, arbitration, litigation).
  - Bankruptcy laws and their impact on retail credit.
- Consumer Protection Laws:
  - Compliance with consumer credit protection regulations.
  - Legal remedies are available to customers in case of disputes.
- Data Privacy and Cybersecurity in Retail Lending:
  - Legal aspects of data protection (e.g., GDPR, local laws).
  - Handling sensitive customer data responsibly.

Module 10: Retail Credit Regulatory and Compliance Aspect

- Overview of Regulatory Framework in Retail Credit:
  - The role of central banks and financial regulators in retail credit versight.
  - Key regulatory bodies and their functions (e.g., Basel Committee, local regulators).
- Laws Governing Retail Credit:
  - Consumer credit protection laws.
  - Anti-Money Laundering (AML) and Combating the Financing of Terrorism (CFT) regulations.
- Know Your Customer (KYC) and Customer Due Diligence (CDD):
  - Importance of KYC in retail credit operations.

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Retail Credit Certificate

Banking Operations

8460-1

In-Class

100 hours

- Consumer Protection and Fair Lending Practices:
  - Regulations ensuring transparency and fairness in loan terms.
  - Prohibition of discriminatory lending practices.
  - Handling consumer grievances and dispute resolution mechanisms.
- Credit Reporting and Credit Bureaus:
  - Role of credit bureaus in retail credit.
  - Compliance with laws regarding credit report accuracy and privacy.
  - Periodic regulatory filings and disclosures.
- Basel Norms and Risk Management in Retail Credit:
  - Basel II, III, and emerging Basel IV requirements for retail lending.
  - Capital adequacy and risk-weighted asset calculations.
- Data Privacy and Security Regulations:
  - Compliance with data protection laws (e.g., GDPR, local privacy laws).
  - Managing customer data securely in digital credit systems.
- Penalties for Non-Compliance:
  - Common penalties for violating retail credit regulations.
  - Examples of regulatory actions against financial institutions.

Assessment Strategy:

Participants will be assessed formally through end-of-module exams.

Certificate Language:

Bilingual

Upon Successful Completion of this Course, participants will obtain:

8 CEUs.

Prerequisites:

Intermediate level of English Language.

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Climate Finance Acceleration Intensive Program

Banking Operations

588-P26-CE

In-Class

18 hours

Course Description:

The Climate Finance Acceleration Intensive Program targets professionals in the Sustainability, Corporate/SME, and Risk Departments of Egyptian banks. Participants will master key climate finance concepts, including risk assessment, green growth opportunities, and decarbonization strategies. Under the guidance of the Egyptian Banking Institute and USAID Business Egypt, learners will apply climate scenario analysis and transition risk methods. By completing this course, bankers will effectively navigate Egypt's regulatory landscape and international trends. This program empowers participants to drive sustainable development through informed financial strategies.

Target Audience:

Middle to Senior Level:

- Sustainability Department.
- Corporate and/or SME Department.
- Risk Department (Corporate and/or SME).

Course Objectives:

- Introduce participants to key concepts, definitions, standards, reporting frameworks, and classification systems in climate finance.
- Examine the international regulatory landscape and supervisory trends and explore their implications for Egypt's financial sector.
- Apply green growth strategies, net-zero pathways, decarbonization strategies, and GHG accounting to support sustainable development.
- Provide a thorough understanding of climate risk assessment and management, including physical and transition risks, scenario analysis, and climate strategy and governance.

Course Outline

Module 1: Climate Risk and Opportunity Assessment

- Basics of Climate Change.
- International Response to Climate Change.
- Egypt's NDCs.
- Climate Change Risks.
- International Trends & Initiatives.

Module 2: Climate Risk Assessment - Deep Dive

- Features of Climate Risks & Analysis.
- Climate Scenario Analysis Overview.
- Physical Risk Methodological Overview.
- Physical Risk Exercise.

Module 3: Climate Risk Assessment - Applied Learning

- Fundamentals of Financed Emissions.
- Transition Risk Overview.
- Transition Risk Methods.
- Transition Risk Indicators.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.5 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English Language.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Global Trade Compliance Indicators

Banking Operation

5050-3

In-Class

12 hours

Course Description:
This program will provide an overview of trade-based money laundering (TBML), particularly as it relates to financial institutions engaging in trade finance transactions.

Target Audience:
Trade finance Officers/Relationship Managers/Compliance Officers.

Course Objectives:
- Understand the mechanism of trade finance tools.
- Identify methods for Countering Trade-Based Money Laundry.

Course Outline:
Module 1: Understanding Trade Finance Transactions Tools
- Letters of Credit.
- Letters of Guarantee.
- Collections.
- Open Account.
- Advance Payment.
- Shipping Documents.
- Other products (e.g., marine LGs, LOI).

Module 2: Countering Trade-Based Money Laundering
- Global Scale of TBML.
- Regulators and their enforcement actions/publications.
- De-risking of correspondent banking services.
- Bank challenges in preventing and detecting TBML.
- Indicators of trade-based financial crimes (12 indicators).

Assessment Strategy:
Participants will be evaluated based on their interaction during the course and participation in group exercises.

Course Language:
English

Prerequisites:
None

Instructor Bio:
Khaled Khedr Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance.
In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

Current Position:
Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

Education:
Bachelor of Commerce, Cairo University (1986-1990).

Certifications:
Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:
- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

Years of Experience at EBI:
20 Years

Courses/Topics delivered
- Trade Finance Tools Products.
- Banking Operations.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

ESRM & ESMS Training for Banks

Banking Operation

8303-2

In-Class

16 hours

Course Description:

The ESRM and ESMS Training for Banks is a comprehensive two-day program designed to equip banking professionals with the knowledge and skills necessary to effectively manage environmental and social risks within their institutions. The training covers a wide range of topics essential for integrating sustainable finance practices into the banking sector.

Target Audience:

Bankers involved with E&S risk management and the development/ implementation of the E&S Management System within their banks.

Course Objectives:

The objective of the ESRM and ESMS Training for Banks is to educate and equip participants with the knowledge and skills necessary to develop, implement, and improve Environmental and Social Risk Management (ESRM) practices and Environmental and Social Management Systems (ESMS) within the banking sector. The training aims to provide insights into sustainable finance, international E&S risk management practices, and the integration of E&S considerations into banking operations, ultimately enhancing the participants' ability to manage E&S risks and opportunities effectively.

Course Outline:

- Introduction and Daily Overview
  - Activity: Expectations and Added Value
- Introduction to E&S Risk Management for Banks
  - What is an ESMS for Banks? Tips for Developing and Implementing an ESMS for Banks
  - Discussion: ESMS Development and Improvement
- National Regulations and CBE Requirements
- Setting the Framework: E&S Policies for Banks
  - Exercise: Review an E&S Policy
- Assigning Priorities: Screening and Categorization
  - Exercise: Categorization Quiz
- Materiality of E&S Risks for Banks by Type of Transactions (e.g., Trade Finance/ Corporate/Project Finance) Conducting an E&S Due Diligence for Banks
  - Exercise: ESDD Case Study
- Integrating E&S in the post-due diligence transaction process
  - Activity: EBI Bank
- Monitoring and Reporting
  - Discussion: ESMS Journeys of Banks
  - Exercise: ESMS Diagnostic Tool + Discussion
  - Exercise: E&S Action Plan Development

Assessment Strategy:

Participants will be assessed informally based on their engagement during the sessions and their participation in exercises.

Course Language:

English

Prerequisites:

Intermediate level of English Language.

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تنمية المهارات الفنية للصراف المباشر

العمليات المصرفية

368-P26-VA

تعلم عن بعد

١٦ ساعة

وصف البرنامج:

يشتمل هذا البرنامج على المعلومات والمهارات المطلوبة للقيام بكافة العمليات المصرفية المختلفة داخل الفروع، وكذلك يقدم البرنامج فكرة عامة عن النظام المصرفي بمصر ودور البنك المركزي المصري بالإضافة إلى عرض نموذج للبنوك مع التعرض لعملياتها المصرفية وكذا أعمال إدارة الخزينة والنقدية، كما يقدم وجهة النظر القانونية لبعض العمليات المصرفية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين كصرافين.

أهداف البرنامج:

- شرح طبيعة البنك المركزي المصري ودوره الرئيسي.
- عرض نموذج البنك ودوره التكميلي للاقتصاد.
- شرح العمليات البنكية الداخلية.
- شرح إدارة الخزينة والنقدية.
- سرد الجوانب القانونية للعمليات المصرفية.

محتويات البرنامج:

الجزء الأول: مقدمة عن الدور الرئيسي للبنك المركزي المصري

المحاضرة الأولى: مقدمة عن الدور الرئيسي للبنك المركزي المصري

- دور البنك المركزي المصري في القطاع المصرفي.
- اختبار قصير.

الجزء الثاني: الهيكل التنظيمي للبنك ودوره التكميلي في الاقتصاد

المحاضرة الأولى: الهيكل التنظيمي للبنك ودوره التكميلي في الاقتصاد

- الخواص الرئيسية للمؤسسة المصرفية.
- العمليات البنكية الأساسية.
- العمليات البنكية الثانوية.
- اختبار قصير.

الجزء الثالث: العمليات المصرفية الداخلية

المحاضرة الأولى: العمليات المصرفية الداخلية

- الإجراءات الأساسية للعمليات المصرفية.
- أنواع الحسابات والخدمات الأخرى داخل البنك.
- تكليف خارجي.

الجزء الرابع: إدارة الخزينة والنقدية

المحاضرة الأولى: إدارة الخزينة والنقدية

- العمليات النقدية.
- دور ومسؤوليات موظفي الخزينة والنقدية.
- اختبار قصير.

الجزء الخامس: الجوانب القانونية للعمليات المصرفية

المحاضرة الأولى: الجوانب القانونية للعمليات المصرفية

- قوانين وضوابط البنك المركزي.
- الجوانب القانونية للعمليات المصرفية ومنتجات وخدمات البنوك.
- اختبار قصير.

استراتيجية التقييم:

- ٢٠٪ المشاركة.
- ٨٠٪ اختبارات قصيرة وتكليفات خارجية.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٥ وحدات التعليم المستمر

اللغة المستخدمة:

العربية/الإنجليزية.

متطلبات الحضور:

مستوى متوسط من اللغة الإنجليزية في حالة حضور البرنامج باللغة الإنجليزية.

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ESG & Risk Management for Banks

Banking Operations

395-P26-VE

Virtual

22 hours

Course Description:

This course provides overview of ESG definition and its role within risk management. The participants will know about the key issues that are facing banks it addresses the important topics of the governance of ESG and the impact of ESG matters on a firm. It considers the expectations of stakeholders and the reporting obligations, seeing how these are developing and identifying actions that are successfully being taken by banks to meet these challenges.

Target Audience:

All the bank staff

Course Objectives:

By the end of the program, participants will be able to:

- Define ESG And Its Importance for The Bank
- Explain ESG (Environment, Social and Governance) And Its Risk and Mitigation
- Describe How to Manage the ESG Risk
- Explain the Strategy How to Apply ESG And How to Promote Its Engagement
- Define the Importance of Using ESG

Course Outline

Module 1: Introduction to ESG

Session 1: Introduction to ESG

- What is ESG?
- Blackrock and ESG Investing
- The different key elements:
  - Environment
  - Social
  - Governance
- The Different Key Elements in Investment
- What does ESG Mean for Corporates?
- The EBA Paper
- The Background to the Paper
- The Impact of ESG Risks
- Assignment

Module 2: What does ESG mean for a bank?

Session 1: What does ESG mean for a bank?

- The Stakeholder Views
- Definition of Sustainability Risk
- Definition of Sustainable Investments (EU)
- MSCI ESG Rating
- Problems with Historic Data
- Assessing Governance and Engagement
- The Equator Principles
- TPRM Framework
- Assessing Firms during a Crisis
- What Information do we really need?
- Assignment

Module 3: ESG and Risk Management

Session 1: ESG and Risk Management

- Definition and General Features of ESG Factors
- Definition of ESG Risks
- ESG Risks
- Risk Management Framework Approaches
- Risk Appetite, Policies and Limits
- Data and Methodology
- Risk Measurement, Monitoring and Mitigation
- ESG Risks in Business Model Analysis
- Business Model Evaluation
- Objectives and Limits
- Business Environment and Long-Term Resilience
- Internal Governance and Institution-Wide Controls
- The ESG Guide from Euronext
- Guiding Principles on Reporting

ESG & Risk Management for Banks

Banking Operations

395-P26-VE

Virtual

22 hours

- ESG Reporting Process
- Assignment

Module 4: Environment Risks and Mitigation

Session 1: Environment Risks and Mitigation

- Environmental Factors and Environmental Risks
- Physical Risk
- Egypt (IMF 16 June 2022)
- Transition Risk
- Climate Risk Stress Testing for Banks
- BIS and Climate Risk
- The principles
- Climate Stress Tests
- Free Climate Data
- Water Scarcity
- Assignment

Module 5: Social Risks and Mitigation

Session 1: Social Risks and Mitigation

- Social Factors
- Social Risks
- Assignment

Module 6: Governance and ESG Risk

Session 1: Governance and ESG Risk

- Governance Factors and Governance Risks
- Assessment of Risk to Capital
- Credit Risk and ESG
- Risk Identification, Measurement, Monitoring and Reporting
- Assessment of Risks to Liquidity and Funding.
- Tax Transparency.
- Impact on Capital Assessment.
- Governance Metrics.
- What is Important?
- Assignment.

Module 7: ESG Risk Management

Session 1: ESG Risk Management

- Quantitative and Qualitative Indicators.
- EU Taxonomy Regulation.
- Risk Identification, Measurement, Monitoring and Reporting.
- Methodologies.
- Portfolio Alignment Method.
- PACTA Tool.
- UN Framework.
- Carbon Emissions.
- PCAF (Partnership for Carbon Accounting Financials).
- Risk Framework Method.
- Exposure Method.
- Sustainalytics.
- Comparison of Methods and their Application.
- State Street R-Factor.
- Assignment.

Module 8: Strategy and ESG

Session 1: Strategy and ESG

- Business Strategies and Business Processes.
- Monitoring the Changing Business Environment.
- Evaluating Long-Term Resilience.
- Setting Strategic ESG-related Objectives and Limits.
- Assignment.

Module 9: Engagement and ESG

Session 1: Engagement and ESG

- Engagement.
- Developing Sustainable Products.
- Transparency.
- ESG Factors to Credit Risk.
- Green Bond Standards.
- Internal Governance.
- Management Body and Committees.

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Virtual

22 hours

- Internal Control Framework.
- Remuneration.
- Systems, Models and Controls.
- Risk Management Objectives in Review.
- Key steps to target setting.
- Key Metrics of Assessment.
- Assignment.

Module 10: Change is Coming?

Session 1: Change is Coming?

- Do People use ESG in Analysis?
- ESG Risk and Return.
- Building ESG Investment into Portfolio Management.
- Economic Risk and Uncertainty.
- MSCI Benchmarks.
- Assignment.

Assessment Strategy:

- 70% Assignment between sessions.
- 30% Participation.
- Cut off score is 60% of total grade which is "100."

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English Language.

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Managing Asset & Liability – Advanced

Investment and Treasury

410-P26-VE

Virtual

25 hours

Course Description:

This advanced course is designed for banking professionals across departments such as credit analysis, risk management, treasury, internal audit, compliance, financial control, IT/MIS, and for bank examiners. Participants will develop the skills to evaluate the functions of central and commercial banks, analyze financial statements, apply asset-liability management (ALM) techniques, and implement risk management strategies aligned with regulatory frameworks like the Basel accords and Central Bank of Egypt regulations. Through interactive case studies, and assignments, learners will engage in hands-on analysis to enhance their ability to manage financial performance and mitigate banking risks.

Target Audience:

This program targets bank staff in the following departments: credit analysis, marketing, risk management, internal audit and compliance, treasury and back office, financial control, and information technology and management information systems as well as Bank examiners.

Course Objectives

- Illustrate the roles and tools of central and commercial banks to evaluate their impact on monetary policy and economic stability.
- Apply financial statement analysis techniques to assess the performance and operational efficiency of commercial banks.
- Analyze asset-liability management strategies to mitigate interest rate, liquidity, and capital risks in commercial banking operation.
- Apply risk management tools and regulatory frameworks to develop strategies that enhance bank governance and compliance.

Course Outline

Module 1: Role of Central Bank and the Banking System in the Economy

Session One: The Central Bank

- The Central Bank:
  - The Goals of Central Banks.
  - The role of Central Banks.
  - The Tools of Central Banks in The Formation and Implementation of Monetary Policy.
  - Specifying the Required Reserve Ratio.
  - Other Functions of Central Banks.
- Assignment.

Session Two: Commercial Banks

- Commercial Banks:
  - The Role of Commercial Banks in Credit and Finance.
  - Business Model of a Commercial Bank.
  - Risks in banking business.
  - The difference between the commercial and investment banks.
- Assignment.

Module 2: Asset and liability items in commercial banks

Session One: The Bank Financials

- The Bank Financials:
  - Balance sheet items.
  - The statement of financial position.
  - Income Statement.
  - The departments responsible for Commercial Bank Income.
  - Other Comprehensive Income Items OCI.
  - Assignment.

Session Two: Bank Financial Performance Review

- Bank Financial Performance Review:
  - Performance Review.
- Assignment.

Module 3: Asset & Liabilities Management Basics

Session One: ALM In Commercial Banks

- Intro to ALM In Commercial Banks:
  - What is ALM?
  - Why do banks need ALM?
  - ALM manages the following risks.
  - Who is responsible for ALM?
  - Asset Liability Management.

Managing Asset & Liability – Advanced

Investment and Treasury

410-P26-VE

Virtual

25 hours

- ALM Framework & Tools:
  - Funding Cost.
  - Analyzing the assets (uses of funds).
  - Assignment.

Session Two: Interest Rate Risk, Liquidity Risks & Capital Risk

- Interest Rate Risk, Liquidity Risks & Capital Risk:
  - Interest Rate Risk.
  - Time value of money & Valuation of Financial Investments.
  - Interest Rate Risk Management.
  - Cashflow matching and Duration Matching.
  - Liquidity Risk.
  - Liquidity Risk Management.
  - Capital Risk.
  - GAP analysis and Interest rate risk.
- Assignment.

Module 4: Risk Management Tools & Bank Regulations

Session One: Why do banks fail?

- What can go wrong?
- Case Study.
- Assignment.

Session Two: Risk Management Using Derivatives, Asset & liabilities Pricing Policies and ALM In Wholistic Context

- Hedging.
- Swaps.
- Banks Governance.
- The Regulations of the Central Bank of Egypt on Compliance with the Rules of Governance.
- Overview on the Main Articles of the Central Bank Law.
- International Regulations.
- Overview on Basel accords.
- Some examples on risk weights.
- Asset and liabilities Pricing Policies:
  - Customers' Deposits pricing policy.
  - Loans pricing policies.
  - The policy of specifying the Fund Transfer Price FTP.
- ALM In Wholistic Context.
- Assignment.

Assessment Strategy

- 80 % assignments between sessions.
- 20% participation.
- Cut off score is 60% of total grade which is "100".

Upon Successful Completion of this Course, participants will obtain:

2.3 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English language.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

ACI Operations Preparation Course

Investment & Treasury

5051-3

In-Class

48 hours

Course Description:

The ACI Operations Certificate (New Version) Exam has been designed to cover the basic competency skills for the new entrants in Back and Middle Office roles. A well-trained and efficiently organized Treasury Operations Department is essential to complete every financial market transaction. This Department provides a vital service to the Front Office by ensuring that all funds flow in a timely and correct manner and that all necessary documentation is completed. Taking into consideration the wider job function of staff in the Treasury Operations Department, the Syllabus has been designed to provide a benchmark for competency in all aspects of the operations and settlement processes. It aims to assess candidates' knowledge of the underlying instruments involved in the international financial markets, the processes for efficient settlements, and related basic financial calculations. Candidates should also be able to demonstrate an appreciation of the scope, importance, and role of the Treasury Operations Department, particularly in ensuring an autonomous and independent service to the Front Office.

The Syllabus and the respective exam have been designed with five topics covering the full range of foreign exchange, interest rates, and commodities instruments, as well as their related markets, with questions based on both theoretical and practical knowledge, as well as a financial markets environment and applications with questions based on theory.

Building upon the competence skills provided by the ACI Operations Certificate New Version, future financial market professionals will be expected to prove their knowledge and adherence to good market practices embedded in the FX Global Code and other relevant industry Codes and Regulations.

In addition to the topics outlined above, candidates will be expected to be up-to-date with the latest developments that impact the Treasury Operations Department.

Target Audience:

- Recent entrants to the Treasury Operations Department.
- Other support areas to the Treasury/Dealing Room.
- Internal and external auditors.
- Compliance and risk officers.
- Product control staff.
- Vendors.

Course Objectives:

The ACI Operations Certificate New Version is a precursor to the ACI Diploma New Version exam.

Course Outline:

There are five core subject areas in the ACI Operations Certificate (New Version):

- Financial Markets Environment.
- Foreign Exchange.
- Rates (Money and Interest Rate Markets).
- FICC (Fixed Income, Currency, and Commodities) Derivatives.
- Financial Markets Applications.

1. Financial Markets Environment

Overall Objectives: The overall objective of this topic is for candidates to understand the structure of financial markets. Candidates will be able to explain the main phases of the life cycle of a typical financial market transaction. Candidates will be able to explain the payment and confirmation processes that follow deal capture and transaction entry. Candidates will be able to explain the importance of the different settlement and payment systems, as well as the use and handling of the correspondent network and accounts. Candidates will be able to explain the methodology used to match at least two different records, as well as identify, investigate differences, and correct them. Candidates will be able to explain the essentials of a treasury system, the data management for treasury operations, as well as the basic accounting of treasury operations. Candidates will be asked to explain the importance of codes and regulations in financial markets and to understand how regulation and regulatory reporting impact financial markets.

At the end of this topic, candidates will be able to:

- Define foreign exchange markets, money markets, capital markets, and commodities markets.
- Outline how financial markets can be segmented under different criteria: term to maturity, product phase (primary and secondary), trade dates and settlement dates, location, regulation, and dealing structures.

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- Distinguish between cash/spot and derivatives/forward markets.
- Distinguish between regulated markets and OTC markets, and understand how both functions work.
- Identify the various types of regulated markets and their dealing structures.
- Outline and describe the roles of the main participants in financial markets.
- Explain the workflow and key functions of every phase of a financial markets' transaction, from front office execution to management, exception reports, transaction confirmation, settlement (including events of missing and incorrect settlements), and reporting, distinguishing which steps are the responsibility of the front, middle, and back-office roles.
- Understand the reasons for segregation of duties, authorizations, and separate reporting lines in the various steps of a financial market's transaction, including trade generation and capture.
- Explain the importance of Straight Through Processing (STP) related to timely processing, risk, cost, and accuracy, as well as how STP is impacted.
- Understand the usefulness of confirmations, explain the importance of checking and confirmation matching processes, and describe the use of automation in the confirmation procedure.
- Understand SWIFT and its main objective, describe the different types of messages and their usage.
- Describe the different ways in which transaction information can be generated and how transaction information received from the front office must be validated.
- Understand the use of correspondent banks, nostro, and vostro accounts.
- Explain cut-off times for payment with good value and/or short dates.
- Define the different types of domestic and international payment systems.
- Describe different types of settlements such as delivery versus payment, delivery versus delivery, delivery free of payment, netting, Continuous Linked Settlement (CLS), and financial vs physical settlement.
- Outline the CLS system and parties involved.
- Understand the use, functioning, and advantages of bilateral and multilateral netting procedures.
- Explain the mechanism of a booking system, a processing system, and a reconciliation system.
- Distinguish and identify mismatched records and figures (importance of timely identification).
- Understand how to control incoming and outgoing flows of cash and securities.
- Calculate and agree on brokerage, including the verification of discounts.
- Identify the different processes to resolve an outstanding record of a transaction step by step, as well as the processes to resolve and close outstanding records of transactions.
- Explain the different ways of financial communication related to transactions and the transfer of transactions.
- Explain position keeping and its importance to the processing of transactions.
- Understand the FX Global Code, the Global Precious Metals Code, and the United Kingdom Money Markets Code.
- Describe and outline the development of the FX Global Code, the Global Precious Metals Code, and the United Kingdom Money Markets Code.
- Explain the scope, applications, and objectives of the FX Global Code, the Global Precious Metals Code, and the United Kingdom Money Markets Code.
- Define and identify the Market Participants of the FX Global Code, the Global Precious Metals Code, and the United Kingdom Money Markets Code.
- Explain the leading principles of the FX Global Code and of the Global Precious Metals Code, as well as explain the underpinning principles of the United Kingdom Money Markets Code.
- Understand the Statement of Commitment to the FX Global Code, the Global Precious Metals Code, and the United Kingdom Money Markets Code, and how the respective Statements outline the objectives of each of those Codes.
- Understand what are the main regulations applicable to financial markets and their products, as well as their scope, applications and objectives: Markets in Financial Instruments Directive II (MiFID II, including its Regulation MiFIR), Market Abuse Regulation (MAR), Benchmarks Regulation (BMR), Dodd-Frank Wall Street Reform and Consumer Protection Act, European Market Infrastructure Regulation (EMIR), Basel I, Basel II and Basel III.
- Understand the key role of reporting financial markets' transactions for regulatory compliance.
- Understand how the quality and accuracy of data capture processes are important for regulatory compliance.

*** EBI's discount policy is not applicable to this program.**

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48 hours

2. Foreign Exchange

Overall Objective: The overall objective of this topic is for candidates to explain the characteristics of the main instruments in foreign exchange (including Non-Deliverable Forwards) and precious metals, their features, responsibilities, and associated settlement processes. Candidates will be able to explain the main phases of the Lifecycle of a typical foreign exchange transaction and a typical precious metals transaction. Candidates will be able to describe the process for setting benchmark fixings for foreign exchange and precious metals instruments.

At the end of this topic, candidates will be able to:

- Define the features and characteristics of foreign exchange instruments (FX spot, FX outright forward, FX swap, and forward-forward FX swap) and explain their settlement processes.
- Describe relevant responsibilities, transaction Lifecycle processes, and controls for foreign exchange instruments.
- Outline the characteristics of value today and value tomorrow.
- Understand the concepts of historic rate rollovers, and early or late settlement in FX transactions.
- Calculate settlement and close-out amounts correctly.
- Outline the mechanics and roles of benchmark fixings for FX rates.
- Understand the concepts of deliverable and non-deliverable currencies.
- Define the features and characteristics of Non-Deliverable Forwards (NDF) and explain their settlement processes.
- Define the features and characteristics of commodities referred to as precious metals.
- Describe relevant responsibilities, transaction life cycle processes, and controls for precious metals instruments.
- Distinguish between financial and physical delivery in precious metals markets.
- Outline the mechanics and roles of benchmark fixings for precious metals.

3. Rates

Overall Objective: The overall objective of this topic is for candidates to explain the characteristics of the main instruments in money markets and interest rate capital markets (including Islamic money market instruments, short-term securities instruments, notes and bonds, repos and Securities Financing Transactions), their features, responsibilities, and associated settlement processes. Candidates will be able to explain the processes for issuing securities. Candidates will be able to explain the concepts of collateral, its importance for liquidity management, and associated haircuts. Candidates will be able to explain the process of setting benchmark fixings for money markets and interest rate instruments.

At the end of this topic, candidates will be able to:

- Define the characteristics of the main instruments in money markets and interest rate capital markets.
- Describe relevant responsibilities, transaction life cycle processes, and controls for money markets and interest rate capital markets instruments.
- Define and calculate interest rate benchmark indices, describe their methodologies and usage, and outline the most internationally used benchmark indices in the rates markets (€STR, EURIBOR, SONIA, SARON, SOFR, EFFR, TONA, TORF, and JBA TIBOR).
- Explain the settlement process for the main money markets and interest rate capital markets instruments.
- Calculate settlement and close-out amounts for the main instruments in money markets and interest rate capital markets, as well as the related penalty fees.
- Define the main characteristics of Islamic money market instruments (Mudharabah and Murabahah) and their settlement process.
- Define the main characteristics of short-term securities instruments and their settlement process.
- Describe relevant responsibilities, transaction life cycle processes, and controls for short-term securities instruments.
- Define the main characteristics of bond instruments.
- Describe relevant responsibilities, transaction life cycle processes, and controls for bond instruments.
- Describe the main settlement procedures of bond instruments (at maturity, early settlement, and default) and calculate settlement/close-out amounts correctly.
- Distinguish between coupon bonds, zero coupon bonds, covered bonds, sukuk bonds, junk bonds, bond indentures, callable bonds, convertible bonds, and floating rate bonds.

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48 hours

- Understand the price/yield relationship in bond instruments.
- Explain the securities issuing process by corporates.
- Describe the reconciliation of securities held, the use of custodians, as well as the delivery of securities.
- Define the main characteristics of repos.
- Describe relevant responsibilities, transaction life cycle processes, and controls for repos.
- Understand the use of repos in a bank's liquidity management.
- Define general collateral (GC) and specials.
- Define haircuts and calculate the present and future cash flows of a repo given the value of the collateral and the usage of haircuts.
- Define the main characteristics of Securities Financing Transactions (SFTs).
- Identify the collateral types and their role in SFTs.
- Explain the importance of collateral management for bank liquidity.

4. FICC Derivatives

Overall Objective: The overall objective of this topic is for candidates to explain the characteristics of the main Exchange-Traded and Over-The-Counter (OTC) Derivatives, their features, responsibilities, and associated settlement processes. Candidates will also be able to explain the characteristics of optional and non-optional Derivatives, their features, responsibilities, and associated settlement processes. Candidates will be able to collect collateral definitions and processes in Money Market Futures. Candidates will be able to explain and identify the usage of benchmark fixings for Derivatives. Candidates will be able to explain the importance of mark-to-market calculations for Derivatives.

At the end of this topic, candidates will be able to:

- Distinguish the differences between Exchange-Traded and OTC Derivatives.
- Explain the features and characteristics of Plain Vanilla Interest Rate Derivatives (FRAs, Interest Rate Swaps, Basis Swaps, and Money Market Futures) and their settlement processes.
- Calculate reset/fixing rates and margins for FRAs, Interest Rate Swaps, Basis Swaps, and Money Market Futures.
- Outline the contract specifications of the main Money Market Futures (Euro Overnight Rate Index Future, Euribor Futures, SOFR Index Futures on ICE and CME, SONIA Index Futures on ICE, SARON Index Futures, and JBA Euro Yen TIBOR Futures) and their settlement processes.
- Define collateral procedures in Money Market Futures such as initial margin, margin call, and margin maintenance.
- Understand the correct reconciliation of financial futures positions and margin calls with the clearing agent.
- Explain the features and characteristics of Interest Rate Options and their settlement processes.
- Explain the features and characteristics of Currency Options and their settlement processes, including financial settlement and physical settlement.
- Identify benchmark fixing rates and margins for Currency Options.
- Explain the basic concepts of mark-to-market calculation for Derivatives.

5. Financial Markets Applications

Overall Objective: The overall objective of this topic is for candidates to understand the importance of risk in defining the financial institutions' business models. Candidates will understand and be able to explain and identify major risk groups: market, credit, operational, legal, regulatory, and reputational risk. Candidates will be able to understand how Treasury Trading and Sales, Middle-Office, and Operations have to be structured in the risk management context. Candidates will be able to explain the importance of having strict procedures and controls in place to ensure that no unauthorized or incorrect payments are made and to protect the business from related risks. Candidates will be able to describe the purpose of documentation in settling financial transactions.

At the end of this topic, candidates will be able to:

- Understand the main risk relevance characteristics of the Basel Accords.
- Describe and outline the main risk factors for: Market, Credit, Operational, Legal, Regulatory, and Reputational risk.
- Understand and explain the following aspects of Market Risk:
- oCounterparty, settlement, and delivery risk.
- Understand and explain the following aspects of Credit Risk:
- oCategories, management, and mitigation techniques.
- Understand and explain the following aspects of Operational Risk:
- oSystems, people, processes, and external events.

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In-Class

48 hours

- Understand and explain the following aspects of Legal, Regulatory, and Reputational Risk:
  - Definition of Legal Risk.
  - Definition of Regulatory Risk.
  - Compliance and changes in legislation, ethical conduct, and disclosure.
  - Definition of Reputational Risk.
- Understand the main risk models.
- Understand the dangers involved with third-party payments and describe the controls that can minimize those risks.
- Describe the Disaster Recovery (DR) and Business Continuity Plan (BCP) principles.
- Describe the different types of static data and outline the standing data files and tables.
- Define the Standard Settlement Instructions (SSI) management (usage, maintenance, and advantages).
- Understand the management of customer data within the different systems, as well as the basic due diligence procedures to ensure the "Know Your Customer (KYC)" principles applicable to account opening.
- Understand the need to maintain up-to-date records of holiday and settlement files.
- Describe the major types of documentation agreements for financial markets' transactions.
- Identify key documentation issues and common practices.

Examination Procedures

Format: The examination lasts two hours and consists of seventy multiple-choice questions with four alternative answers. The overall pass level is 60% (forty-two correct answers), assuming that the minimum score criteria for each Topic Basket is met. There is a minimum score criterion of 50% for each Topic Basket. One mark is given for each correctly answered question.
Calculators: Some questions will require the use of a calculator. A basic one will be provided on the computer screen. You may also use your own hand-held calculator, provided it is neither text-programmable nor capable of displaying graphics with a size larger than 2 lines.

Grades

	Topic Basket (5)	Types of Questions	Number of Questions	Total Number of Questions	Minimum of Correct Answers	Minimum Score Level
1	Financial Markets Environment	Theory	26	26	13	50%
2	Foreign Exchange	Theory	4	8	4	50%
		Practical Exercises / Calculations	4			
3	Rates	Theory	5	10	5	50%
		Practical Exercises / Calculations	5			
		Theory	5			
4	FICC Derivatives	Practical Exercises / Calculations	5	10	5	50%
5	Financial Markets Applications	Theory	16	16	8	50%
	Total		**70**	**70**		

- Pass = 60% - 69.99%
- Merit = 70% - 79.99%
- Distinction = 80% and above

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through ACI.

Course Language:

English

Prerequisites:

There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

*** EBI's discount policy is not applicable to this program.**

ACI Operations Preparation Course

Investment & Treasury

5051-3

In-Class

48 hours

Instructor Bio:

Mr. Ibrahim Barie holds a B.Sc. degree in Economics from Cairo University, and he is a banking and finance professional with a demonstrated history of working in the treasury sector. He has ten years of experience, skilled in Securities valuation, Asset management, Treasury, Trading, and Asset & Liability Management. He holds a Graduate Diploma in Banking from the London School of Economics and an MSc in Finance from the University of York, UK. He has extensive experience in training through which he introduced the Chartered Financial Analyst Program "CFA" at Misr International University "MIU", and he is an adjunct faculty member at both the American University in Cairo "AUC" and London School of Economics "LSE" international program at Arab Academy for Science and Technology. He is a certified instructor at the Egyptian Banking Institute (EBI) for treasury courses and the Credit Certificate Program. He is now the Head of Fixed Income & Money Market at Arab Investment Bank and specializes in trading local and international fixed income securities.

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ادارة محافظ الأوراق المالية وصناديق الاستثمار

الاستثمار والخزانة

403-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

سيتعرف العاملين في إداراتي الأوراق المالية والاستثمار في هذا البرنامج على هيكل الأسواق المالية مع التركيز على أسواق رأس المال وأنواع الأدوات المالية المتاحة بها. كما سيتعرفون على أسس إدارة الأموال والمحافظ الاستثمارية بهدف تعظيم العوائد وخفض المخاطر إلى أقل درجة ممكنة.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين في إداراتي الأوراق المالية والاستثمار.

أهداف البرنامج:

- تعريف الأسواق المالية – سوق النقد وسوق رأس المال.
- توضيح المحافظ الاستثمارية وكيفية إدارتها.
- تطبيق المنهجيات المستخدمة في التحليل الأساسي والفني.

محتويات البرنامج:

الجزء الأول: مقدمة عن الأسواق المالية

- مقدمة عن الأسواق المالية.
- أسواق النقد وأسواق رأس المال:
  - الأسواق التي تتسم بالقوة والكفاءة.
  - عوامل كفاءة الأسواق.
- أنواع الأوراق المالية:
  - السندات .
  - الأسهم.
  - شهادات الإيداع الدولية .

الجزء الثاني: المحافظ الاستثمارية وصناديق الاستثمار

- تعريف المحافظ الاستثمارية.
- كيفية تكوين وإدارة المحافظ الاستثمارية.
- استراتيجية إدارة المحافظ الاستثمارية.
- كيفية تقييم وحساب عائد المحافظ الاستثمارية.
- مخاطر الاستثمار وكيفية إدارتها.
- الإلمام بصناديق الاستثمار.

الجزء الثالث: المنهجيات المستخدمة في اتخاذ القرارات الاستثمارية

- التحليل الاساسي وتطبيقاته.
- التحليل الفني وتطبيقاته.
- حالات عملية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء علي تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

خبرة لا تقل عن سنتين في مجال الأوراق المالية والاستثمار، أو اجتياز برنامج «التحليل الأساسي وتقييم الأسهم ٤٠٢».

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Fund Transfer Pricing (FTP)

ACCREDITED BY ACCET
A Partnership for Quality®

Investment & Treasury

9180

In-Class

16 hours

Course Description:

This course aims to provide commercial bank professionals with a clear and practical understanding of Fund Transfer Pricing (FTP) as a strategic tool for internal funds allocation, performance measurement, and risk transfer. It explains how FTP links Treasury, Finance, Risk, and Business Units to support efficient pricing, profitability analysis, and sound balance sheet management.

Target Audience:

- This course is intended for employees working in all banks:
- Treasury professionals (especially ALM & Balance Sheet Management).
- Finance and Financial Planning & Analysis staff.
- Risk Management teams (Market and Liquidity Risk).
- Internal Audit and Compliance teams.
- Branch and Business Line Managers.
- Product and Pricing Teams.
- ALCO members.
- Any bank staff involved in internal pricing, profitability, or funding strategy.

Course Objectives

- Define the purpose of Funds Transfer Pricing (FTP) and its role in aligning Treasury.
- Analyze a bank's balance sheet to demonstrate how internal fund flows are linked to FTP.
- Describe different FTP methodologies to calculate transfer prices for loans and deposits.
- Identify how FTP influences profitability measurement, product pricing, and management reporting.
- Explain FTP's effectiveness as a tool for transferring and allocating liquidity and interest rate risks.
- Clarify an FTP framework that integrates governance, rate setting, MIS systems, and strategic decision-making.

Course Outline

Module 1: Introduction to FTP and Its Purpose

- What is FTP?
- Why commercial banks use FTP.
- FTP as a bridge between Treasury, Business Lines, and Risk.
- Who owns FTP: Treasury, Finance, Risk, ALCO.
- Overview of FTP benefits: pricing, performance, and planning.

Module 2: Balance Sheet and FTP Basics

- Bank balance sheet structure: key components.
- Sources and uses of funds in a bank.
- How funds flow internally (assets fund liabilities and vice versa).
- Linking balance sheet items to FTP flows.

Module 3: FTP Methods and Core Concepts

- Basic FTP approaches: Pool rate method, Matched maturity method, Single vs dual rate systems.
- Calculating FTP rates: illustrative examples.
- Behavioral assumptions for non-maturing products.
- Mapping of FTP rates to different banking products

Module 4: FTP and Business Performance

- FTP and profitability by product, branch, or business line.
- Decomposing Net Interest Margin (NIM) using FTP.
- Impact on pricing and product design.
- FTP in internal MIS and profitability reports.
- Excel Example on using FTP in Business / Product Performance

Module 5: FTP and RaROC

- What is Raroc.
- Uses.
- Equation and explaining each componamnt.
- Explaining the Hardle rate.
- Excel example in using RAROC in loan pricing.

Module 6: Building FTP Curves

- FTP policies and governance principles
- Building FTP Curves for EGP Currency.
- Case study: Excel simulate FTP curves for EGP & USD Curves.

Fund Transfer Pricing (FTP)

Investment & Treasury

9180

In-Class

16 hours

Assessment Strategy:
Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Upon Successful Completion of this Course, participants will obtain:
1.3 CEUs.

Course Language:
English.

Prerequisites:
Intermediate level of English.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

IFRS Requirements for Disclosure of Sustainability S1 & S2

Accounting & Audit

8622-1

In-Class

12 hours

Course Description

This training program offers comprehensive and interactive learning experience for accountants, financial and sustainability advisors, and risk officers seeking to navigate the evolving landscape of sustainability and climate-related risks. Over the course of one day, participants will delve into the new IFRS sustainability standards and explore their implications on financial statements and financial positions.

Participants will gain a solid understanding of the purpose and historical development of financial and sustainability disclosures, recognizing the need for enhanced transparency and accountability in reporting. Additionally, they will learn how to effectively integrate sustainability considerations into their risk management processes, financial analysis, and decision-making.

The new IFRS sustainability disclosure standards, consisting of IFRS S1 and IFRS S2, usher in a new era of sustainability-related reporting in capital markets worldwide. These standards provide a common language for companies to communicate their sustainability-related risks and opportunities, including the effects of climate-related factors on their prospects.

With a focus on enhancing trust, transparency, and informed decision-making, the IFRS sustainability disclosure standards connect financial systems and statements with sustainability and climate disclosures. They create a comprehensive global baseline for reporting, enabling investors to better understand the sustainability performance of companies.

Target Audience:

- C-level positions – (CEO, CFO, COO, CMO, CIO, CCO, CDO, CRO, CISO).
- Professionals responsible for preparing financial statements.
- Sustainability officers and ESG specialists.
- Professionals involved in Risk Management.
- Investors & Asset Mangers.
- Corporate Leaders & Board Members "Executives & None- Executives".
- Consultants & Advisors.
- Regulators & Auditors "External & Internal".

Course objective

- Describe the historical development of financial and sustainability disclosures.
- Explain the interrelation between financial accounting and sustainability reporting.
- Assess the financial position and long-term viability of an organization.
- Interpret the IFRS S1 and IFRS S2 standards, and their alignment with frameworks.
- Evaluate the impact of sustainability-related activities on cash flows, impairment, and financial performance.
- Analyze and discuss real-world case studies.

Part 1: Historical Development of Financial and Sustainability Disclosures.

- Evolution of financial disclosures.
- The rise of sustainability disclosures.
- Purpose and objectives of new disclosures.
- Shifting from a traditional financial focus to a sustainability mindset.

Part 2: Accounting and Sustainability Realms.

- Interrelation between financial statements and sustainability disclosures.
- The role of accountants and financial advisors in driving sustainable decision-making.

Part 3: Financial Position and Risk Management.

- Financial position and long-term viability.
- Identifying and managing contingent liabilities.

Part 4: IFRS S1 & S2 – Sustainability and Climate-related Disclosures.

- Integration between IFRS and TCFD.
- Sustainability and climate-related risk and opportunity assessment.
- Governance and strategy disclosures.
- Risk assessments, metrics, and targets.

Part 5: Integration with Financial Statements

- Recognition of assets and liabilities affected by sustainability risks and opportunities.
- Impairment considerations related to sustainability factors.
- Impact of sustainability risks and opportunities on revenue and expenses.
- Reporting on sustainability-related costs and benefits.
- Cash flow implications of sustainability-related activities.

*** EBI's discount policy is not applicable to this program.**

IFRS Requirements for Disclosure of Sustainability S1 & S2

Accounting & Audit

8622-1

In-Class

12 hours

Part 6: Case Studies.

- Case studies and practical application.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Program Language:

English.

Prerequisites:

Intermediate level of English.

Instructor's Biography:

Haytham Torkey

Haytham Torkey is a Partner at Nexia International who provide services to various industries on different spectrums including commercial Banks, investment Banking, insurance companies, financial companies and mutual funds both in Egypt and the GCC Region. Prior to joining Nexia International he was a Partner at Kreston International, Senior Manager at KPMG, Assistant Manager at EY and Senior Associate at Crowe Global. Haytham has more than 24 years of professional experience in External Audit, Internal Audit, Risk, Compliance, Transactions, Restructuring and Training Services. He has served in a senior capacity in providing audit and advisory services to large-scale institutions and clients, at both national and group level in Banking, Insurance, Capital Markets and Asset Management Industries.

Haytham is a Subject Matter Expert in International Financial Reporting Standards (IFRS), Generally Accepted Accounting Principles (U.S. GAAP), Financial Risk Management (FRM), Internal Audit (IA), ICAAP, IRRBB, Stress Testing , Basel III: international regulatory framework for banks, IFRS 9, COSO Internal Control Frameworks and Corporate Governance (CG).

Haytham is an Authorized and Accredited Trainer – for example but not limited to – the following: Financial Regulatory Authority (FRA), Arab Administrative Development Organization (ARADO), The Arab Academy for Management, Banking and Financial Sciences (AAMBFS) and Egyptian Banking Institute (EBI).

Haytham covered Egypt, United Arab Emirates, Saudi Arabia, Bahrain, Kuwait, Oman, Qatar, Libya, Lebanon, Syria, Sudan, Poland, Russia and Comoros Islands during his professional experience.

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Fundamentals of Risk-Based Audit

Accounting and Audit

427-P26-VE

Virtual

30 hours

Course Description:

This course, designed for auditors and senior auditors with up to one year of experience, equips participants to adeptly apply risk-based internal audit methodologies, enabling them to enhance organizational risk management and compliance in alignment with global standards; through interactive sessions, case studies, and practical exercises, learners will master audit planning, risk assessment, and control implementation in alignment with the Global Internal Audit Standards.

Target Audience:

This course targets auditors and senior auditors, preferably with up to 5 years' experience.

Course Objectives:

- Identify the principles of risk-based auditing, including charter independence, global standards, and roles, to define their importance in internal audit practices.
- Understand the concepts of risk control, assurance services, and mission planning to explain their role in strengthening organizational risk management.
- Apply process-based audit methodologies and risk mapping techniques to develop an effective audit plan based on identified risks.
- Understand the implementation of risk-based controls to describe their operational application in enhancing organizational compliance and efficiency.

Course Outline

Module One: Introduction to Risk-Based Audit

Session One: Risk-Based Audit

- Chatter, independence, and objectivity:
  - Mission, powers, and responsibilities.
  - After this secondary bullet point, please add a primary bullet point " Assignment"

Session Two: International Standards and Competencies

- International standards and competencies.
  - Professional competencies.
  - Identifying Indications of Fraud.
  - Professional awareness.
- Assignment

Session Three: Roles and Responsibilities of International Audit

- Roles and responsibilities of international audit.
  - Nature of IA work.
  - Evaluation of compliance programs.
  - Prioritizing the evaluation of risk Management.
  - Internal audit documentation: Working Papers.
  - IA Documentation.
- Assignment

Module Two: Risk Control

Session One: Risk-Based Control

- The Foundation of Internal Auditing:
- Role in Risk management.
  - Ethics and professionalism for auditors.
  - Risk management.
  - Internal control concepts and Control Types.
- Assignment.

Session Two: Assurance service

- Mission planning and supervision:
- Assurance service.
- Scope of Assurance Services.
- Security and Privacy audits.
- Assignment.
- Assignment

Session Three: Mission Planning and Supervision

- Mission planning and supervision.
- Assignment.

Fundamentals of Risk-Based Audit

Accounting and Audit

427-P26-VE

Virtual

30 hours

Module Three: Process Approach and Audit Methodology.

Session One: Process Approach

- Process approach and risk mapping:
  - Risk identification.
  - Risk assessment criteria and measurement.
  - Gross risk assessment.
  - Appreciate the DMR.
  - Assessing the residual risk.
  - From Risk Mapping to Audit Plan.
- Assignment

Session Two: Audit Methodology Based on A Risk-Based Approach

- Audit methodology based on a risk-based approach:
- Assignment

Module Four: Controls From a Risk-Based Approach and Operational Implementation

Session One: Controls From a Risk-Based Approach

- The basis for exercising controls
- Assignment

Session Two: Operational Implementation.

- Operational implementation
- Assignment

Assessment Strategy:

- 20% of Assignments between sessions
- 20% Participation
- 60% Formal End-of-course Test
- The cut-off score is 60% of the total grade, which is "100."

Upon successful course completion, participants will obtain:

2.6 CEUs

Course Language:

English

Prerequisites:

Intermediate level of English

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified Internal Auditor - Part 1

Accounting & Audit

9295

Virtual

60 hours

Course Description:

This comprehensive course provides a deep dive into the core principles, practices, and evolving roles of internal auditing. Participants will gain a clear understanding of the internal audit function, assurance and advisory services, ethics and professionalism, governance, risk management, and fraud risk. The course is designed to equip professionals with the knowledge and skills needed to add value to their organizations through independent, objective assurance and consulting activities.

Target Audience:

- Entry to mid-level internal auditors
- Risk management and compliance professionals
- Accounting and finance staff transitioning into internal audit roles

Course Objectives:

- Define the foundational principles and purpose of internal auditing.
- Interpret the internal audit charter and assess threats to auditor independence.
- Distinguish between various assurance and advisory services provided by internal auditors.
- Explain internal audit techniques across operational, compliance, and financial audits.
- Clarify ethical principles and professional standards guiding internal auditors.
- Analyze governance frameworks and the role of internal auditors in promoting strong organizational governance.
- Explain enterprise risk management concepts and apply COSO and ISO 31000 frameworks.
- Identify types of internal controls and evaluate their effectiveness across different business processes.
- Recognize fraud risks, implement fraud controls, and understand the basics of fraud investigation.
- Clarify internal audit findings effectively through management reporting and contribute to continuous organizational improvement.

Course Outline:

Module 1: Foundations of Internal audit

- Purpose of internal auditors
- Internal audit Charter
- Impairment of Independence
- Role in Risk Management

Module 2: Assurance Services I

- Assurance Services
- Risk and Control Self-Assessment
- Audits of Third parties and Contract Auditing
- Quality Auditing
- Security and Privacy Audits
- Performance Audits

Module 3: Assurance Services II

- Operational Auditing
- Compliance Auditing
- Financial Audits
- Management Reporting
- Organizational Culture Audit

Module 4: Advisory Services

- Overview
- Internal Auditor Responsibilities
- Benchmarking
- Other Advisory Services

Module 5: Ethics and Professionalism

- Integrity
- Objectivity
- Competency
- Due Professional Care
- Confidentiality

*** EBI's discount policy is not applicable to this program.**

Certified Internal Auditor - Part 1

Accounting & Audit

9295

Virtual

60 hours

Module 6: Governance
- Governance Principles
- Organizational Cultures
- Roles of Internal Auditors in Governance

Module 7: Risk Management
- Risk Management Processes
- COSO Framework-ERM
- ISO 31000 Risk Management Framework

Module 8: Control Types
- Overview of Control
- Types of Controls

Module 9: Controls Application
- Accounting Cycles and Associated Controls
- Management Controls
- Control Frameworks

Module 10: Fraud Risks
- Fraud Risks and Types
- Fraud Controls
- Fraud Investigation

Assessment Strategy:
- 70% assignments between sessions
- 30% Participation
- Cut off score is 60% of total grade which is "100

Course Language:
English / Arabic

Prerequisites:
Intermediate level of English

Instructor's Bio:
Mr. Ibrahim Hassan is an Experienced and certified Internal Auditor with 10 years of experience in the Banking industry, and a professional instructor for Internal Audit, Risk Management, Internal Control, and Governance
- Internal Audit Manager at TUB, The United Bank.
- Internal Audit Supervisor at ABE Agricultural Bank of Egypt.
- Internal Audit Team leader at FIB, Faisal Islamic Bank of Egypt.
- Certified CIA Certified Internal Auditor from The American Institute of Internal Auditors (IIA) in Aug 2021.
- Certified CRMA Certification in Risk Management Assurance from The American Institute of Internal Auditors (IIA) in Jul 2022.
- Certified Credit from the Egyptian Banking Institute (EBI) in September 2022.
- Certified GRCA Governance Risk Compliance Auditor from Open Compliance and Ethics Group (OCEG) in May 2023.
- Certified GRCP Governance Risk Compliance Professional from Open Compliance and Ethics Group (OCEG) in June 2023.
- Certified IAAP Integrated Audit & Assurance professional from Open Compliance and Ethics Group (OCEG) in Oct 2023

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Internal Control System

Accounting and Audit

417-P26-VE

Virtual

16 hours

Course Description:

The course is specifically designed for department heads and internal control and audit staff in banks to introduce the systems of risk management and internal control according to the Committee of Sponsoring Organization (COSO). It also introduces the important role of internal control in risk management and within the framework of implementing corporate governance.

Target Audience:

Department Heads, Internal Control, and Audit Staff in Banks.

Course Objectives:

- Demonstrate the definition and importance of the internal control system in banks.
- Manage banks' risks and implement control procedures to mitigate the identified risks.

Course Outline

Module 1: The System of Internal Control

Session One: Internal Control System (Definition and Importance)

- Definition and importance of internal control
- Assignment

Session Two: Components of the Internal Control System

- Components of the internal control system
- Assignment

Session Three: Control Environment, Types, Activities, and Procedures

- Control environment
- Types of control
- Control activities and procedures.
- Assignment

Module 2: Banks' Risks and the Required Controls to Mitigate Them

Session One: Different Types of Risks

- Definition of several types of risks
  - Operational Risk
  - Credit Risk
  - Reputational Risk
  - Money Laundering Risk
  - Information Technology (IT) Risk
- Assignment

Session Two: Risks, Controls, and Procedures

- Controls and procedures to mitigate these types of risks.
- Quiz

Module 3: Impact Session

- Gathering feedback from participants to recap the key topics covered in the training.
- Group activity (Split the participants into groups to share experience, by discussing challenges faced and successes achieved, then share the top challenges and solutions to the whole group for more effective outcomes).
- Encouraging the participants to solve a case study by sharing one takeaway to apply what they learned.

Assessment Strategy:

- 80% of Assignments and Quizzes Between Sessions
- 20% Participation
- 60% Cut-Off Score

Upon successful course completion, participants will obtain:

1.5 CEUs

Course Language:

English

Prerequisites:

Intermediate level of English

Cerificate Requirements:

Participants must attend an impact session, which will take place 3–4 weeks after the last day of the course, in order to receive the certificate. This session will last two hours, and its duration will be included in the total program hours. In addition to completing all the required assignments and attending at least 80% of the course duration.

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الجوانب القانونية الخاصة بالتأجير التمويلي

7093-2

بقاعات التدريب

٦ ساعات

وصف البرنامج:

التعريف بالتأجير التمويلي كأحد الحلول التمويلية غير المصرفية وفقا للقانون المصري وقرارات الهيئة العامة للرقابة المالية.

إلى من يوجه البرنامج:

- المصرفيون العاملون بقطاعات تمويل الشركات الكبرى والمخاطر والقطاع القانوني وخاصة ممن يتعاملون مع شركات التأجير التمويلي.
- العاملون بشركات التأجير التمويلي بمختلف القطاعات.

أهداف البرنامج:

- الإلمام بالمفاهيم الرئيسية للتأجير التمويلي.
- التعريف بأنواع التأجير التمويلي والأصول التي يمكن تأجيرها تمويلياً.
- شرح الدورة المستندية لعملية منح التمويل من خلال التأجير التمويلي.
- التعرف على طرق حث العملاء على السداد والإجراءات القانونية التي يمكن اتخاذها ضد عملاء التأجير التمويلي.

محتويات البرنامج:

- التعريف بالتأجير التمويلي وأنواعه والتفرقة بينه وبين أدوات التمويل الأخرى.
- الإطار القانوني المنظم لنشاط التأجير التمويلي.
- الأصول التي يمكن تأجيرها تمويليا وطرق تأمينها.
- أطراف معاملة التأجير التمويلي وحالات تعدد المؤجرين والمستأجرين.
- الضمانات وأدوات السداد ودور سجل الضمانات المنقولة في عملية التأجير التمويلي.
- الإجراءات القانونية ضد العملاء المتعثرين.
- أمثلة عملية.

استراتيجية التقييم :

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اللغة المستخدمة:

العربية

المحاضر:

الأستاذ/احمد مجدي – محامٍ، رئيس القطاع القانوني لمجموعه شركات التمويل غير المصرفي لشركة EFG Finance Holding

الأستاذ احمد مجدي لدية خبرة تزيد عن ١٥ عامًا في مختلف مجالات القانون، لا سيما تلك المتعلقة بالمؤسسات المالية غير المصرفية (NBFI) حصل أيضا على الماجستير في القانون عام ٢٠١١ وبالإضافة الى العديد من الشهادات الأخرى مثل:

- شهادة محامي المصرفي (EBI)
- شهادة العمليات المصرفي (EBI)
- الشهادة المهنية القانونية باللغة الإنجليزية (AUC)
- مدير التزام معتمد من معهد الخدمات المالية) إحدى الشركات التابعة للهيئة العامة للرقابة المالية (
- شهادة ToT وAdvance ToT (نقابة المحامين الأمريكية - مبادرة دور القانون)
- وحاصل على ليسانس الحقوق عام ٢٠٠٨

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مقدمة عن أحكام الشيك

434-P26-VA

تعلم عن بعد

٨ ساعة

وصف البرنامج:

صمم هذا البرنامج لمساعدة جميع العاملين بالبنوك للتعرف على الإطار القانوني لمختلف أنواع الشيكات، بما في ذلك أحكام الشيك في القانون التجاري وقانون العقوبات وكيفية التفرقة بين مختلف أنواع الشيكات.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى جميع العاملين بالبنوك.

أهداف البرنامج:

- التعرف على احكام الشيك.
- المقارنة بين مختلف أنواع الشيكات والقواعد التي تحكمها.
- المقارنة بين قانون التقادم والعقوبات.
- شرح المسئولية المدنية والجنائية والعود في جرائم الشيكات وآثاره القانونية على العقوبة المقررة للتصالح في جرائم الشيكات والآثار القانونية المترتبة عليها وحالات من الواقع العملي.

محتويات البرنامج:

الجزء الأول: التعريفات

المحاضرة الأولى: التعريفات

- اهمية الشيك في المعاملات المالية.
- نبذة عن الشيك والسند الأذني والكمبيالة وايصال الامانة والفرق بينهم ولماذا أعطى المشرع الحماية القانونية للشيك عن باقي الأوراق التجارية.
- الاركان الاساسية لاعتبار الورقة التجارية شيك حسب الوارد بقانون التجارة.
- اختبار قصير.

الجزء الثاني: أنواع الشيكات والقواعد التي تحكمها

المحاضرة الأولى: أنواع الشيكات والقواعد التي تحكمها

- شكل الشيك.
- قيمة الشيك.
- تظهير الشيك.
- مقابل الوفاء ومقابل الوفاء الناقص.
- تقديم الشيك.
- ضياع الشيك.
- أحكام الشيك المسطر.
- الشيك المعتمد والشيك المصرفي.
- رفض الشيك.
- حالات وقف صرف الشيك.
- أحكام محكمة النقض الحديثة في شأن الشيكات المصرفية.
- اختبار قصير.

الجزء الثالث: قانون التقادم والعقوبات

المحاضرة الأولى: قانون التقادم والعقوبات

- تحريف الشيك وتزويره.
- مواعيد التقادم.
- العقوبات المتعلقة بإصدار شيك بدون مقابل وفاء.
- المقصود بالعود في ارتكاب جريمة الشيكات وآثاره القانونية على العقوبة.
- اختبار قصير.

الجزء الرابع: المسئولية القانونية والجنائية وحالات من الواقع العملي

المحاضرة الأولى: المسئولية القانونية والجنائية وحالات من الواقع العملي

- المسئولية القانونية على البنك.
- المسئولية القانونية لموظفي البنك والتطبيقات القضائية للمسئولية الجنائية والمدنية لجرائم الشيكات.
- اختبار قصير.

استراتيجية التقييم:

- ٧٠٪ اختبارات قصيرة.
- ٣٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٧٥ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا توجد.

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Digital Banking, Payments and Financial Crime

Compliance and Governance

493-P26-VE

Virtual

32 hours

Course Description:

This course is explaining what is happening in digital banking markets as well as the implications for new and existing market participants. Focusing on the control and risk environments it also reviews the strategy and goals that will be impacted. The course considers the model for digital banking as well as the control environment. Main regulations are also considered as well as the change that is now impacting strategy and approaches. Bitcoin and other cybercurrencies as well as Blockchain and its role are also addressed. The attendees will have gained a general introduction to the structure, controls and challenges of operating in this fast-changing sector.

Target Audience:

- Internal control dept.
- risk management dept.
- Internal audit dept.
- Branch manager.
- Senior level.

Course Objectives

By the end of the program, participants will be able to:

- Define Digital Banking.
- Explain Systems of Payment and Its Risk.
- Identify Financial Crime.
- Define the AML Frameworks in Practice in Digital Banking.
- Describe the Policies and The Strategies of Cyber Security Risk Management.
- Explain Information and Systems Security Models.
- Define Financial Crime in Digital Banking.
- Identify the Change and Future (Cyber Currencies and Blockchain).

Course Outline

Module 1: Digital Banking

Session 1: Digital Banking

- Mobile banking v digital banking.
- Structure and governance of a digital bank.
- E-Banking Innovation, Trends & Directions.
- Mobile Payments and Mobile Payments Technology.
- Risk Management in E-Banking.
- Risk management principles for electronic banking.
- Operating Strategies & Management Models.
- ECB Paper – Present and future of money in the digital age (2021).
- Quiz.

Module 2: Payment Systems and Risk

Session 1: Payment Systems and Risk

- How payment systems are changing.
- The changing regulatory environment.
- Payment Services Regulations 2017.
- PSD2.
- The impact on the infrastructure.
- Bitcoin, blockchain, Ethereum and other developments.
- SWIFT and new products.
- Visa, Mastercard and other existing product providers.
- Impact on security and systems.
- Quiz.

Module 3: Financial Crime

Session 1: Financial Crime

- The importance of KYC.
- The "All Crimes" Money Laundering Offences.
- Consent and Tipping Off.
- The terrorism dimensions.
- Ongoing monitoring.
- EU 5th and 6th AML Directive.

Digital Banking, Payments and Financial Crime

Compliance and Governance

493-P26-VE

Virtual

32 hours

- FATF on internet-based payments (June 2013).
- BIS Sound management of risks related to money laundering and financing of terrorism (July 2020).
- BIS General guidance to account opening & Wolfsberg Group SWIFT guidance (2016).
- Quiz.

Module 4: The AML Frameworks in Practice in Digital Banking

Session 1: The AML Frameworks

- Key elements of an AML framework.
- Key roles and responsibilities including the first line of defense.
- The design and implementation of a risk-based approach.
- Risk acceptance policies.
- Quiz.

Session 2: The AML Frameworks in Practice in Digital Banking

- CDD and EDD and what this will mean in practice?
- What does a PEP really mean to us?
- KYB – what are we really responsible for?
- Record keeping.
- The importance of the sanction's regime globally.
- Solutions and data mining.
- Quiz.

Module 5: Cyber Security Risk Management Policies and Strategies

Session 1: Cyber Security Risk Management Policies and Strategies

- What is a cyber security risk management strategy?
- Cyber-resilience: Range of practice (BCBS d454 2018).
- The benefits of a cybersecurity strategy.
- Building an Enterprise Security Architecture (ESA).
- The approaches for developing an effective strategy.
- The meaning of security policy.
- Cyber security policy.
- Security policy principles.
- Quiz.

Module 6: Information and Systems Security Models

Session 1: Information and Systems Security Models

- Conceptual and Logical security models.
- Cyber security challenges and solutions.
- Business data model and file security mechanisms.
- Database security mechanisms.
- Cryptographic mechanisms and their uses.
- Access Control and authentication.
- Network and application security.
- Systems security.
- Penetration testing and dealing with incidents.
- Quiz.

Module 7: Financial Crime in Digital Banking

Session 1: Financial Crime in Digital Banking

- Detecting and combating money laundering activities:
  - Building profiles & "fingerprints".
  - Clustering.
  - Link analysis.
- Data mining and fraud detection:
  - Text mining.
  - Neural data mining.

Session 2: Data mining

- Data mining and other types of financial crime:
  - Tax evasion.
  - Corruption.
  - Insider dealing, market abuses.
  - Others.
- Quiz.

Module 8: The Change and The Future

Session 1: The Change and The Future

- The impact of faster banking.
- Cryptocurrency.

Digital Banking, Payments and Financial Crime

493-P26-VE

Virtual

32 hours

- Blockchain.
- RTP and other solutions.
- The future.
- Quiz.

Module 9: Impact Session

- Gathering feedback from participants to recap the key topics covered in the training.
- Group activity (split the participants into groups to share experience, by discussing challenges faced and successes achieved, then share the top challenges and solutions to the whole group for more effective outcomes).
- Encouraging the participants to solve a case study by sharing one takeaway to apply what they learned.

Assessment Strategy:

- 80% quizzes between sessions.
- 20% Participation.
- 60% cut-off-score.

Upon Successful Completion of this Course, Participants will obtain:

2.9 CEUs

Course Language:

English.

Perquisites:

None.

Certificate requirements:

Participants must attend an impact session, which will take place 3–4 weeks after the last day of the course, in order to receive the certificate. This session will last two hours, and its duration will be included in the total program hours. In addition to completing all the required assignments and attending at least 80% of the course duration.

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Converting Compliance Policies and Procedures Into Management Actions

Compliance and Governance

498-P26-VE

Virtual

8 hours

Course Description:

This course is designed to provide the participants at all career levels of the banking sector with a clear understanding of how compliance is integral to modern banking, as well as exploring some of the key issues for banks, including corporate governance, market abuse, treating customers fairly, the role of compliance in new product launches, and money laundering. The cases involve role plays and whistle-blower scenarios.

Target Audience:

All career levels of the banking sector can participate in this program.

Course Objectives:

Upon completion of this course, participants will be able to:

- Identify an introduction to compliance.
- Explain the key role of compliance.
- Identify corporate governance.
- Recognize how to treat customers fairly.
- Identify market abuse and insider dealing.
- Explain anti-money laundering.
- Recognize anti-terrorism legislation.
- Discuss the rules for an effective compliance function.

Course Outline:

Module 1: Compliance Introduction

Session 1: Financial crime risk

- What is compliance?
- Financial crime risk.
- Reputational risk.
- Assignment.

Module 2: The Work of Compliance

Session 1: Evolution of Compliance Function

- Evolution of the compliance function.
- Focus on residual risks.
- Role of compliance.
- Compliance KRIs.
- Compliance risk dashboard.
- Compliance risk monitoring.
- Compliance monitoring program.
- Annual compliance report.
- Assignment.

Module 3: Corporate Governance

Session 1: Corporate Governance

- What is corporate governance?
- Whistleblowing.
- Assignment.

Module 4: Treating Customers Fairly

Session 1: Treating customers fairly

- The Treating Customers Fairly (TCF) policy (Conduct Risk).
- Why do banks face conduct risk, and how can TCF policies help? (Suitability).
- Assignment.

Module 5: Market Abuse and Insider Dealing

Session 1: Market Abuse

- CM regulatory bodies and legislative framework.
- The laws regulating Egyptian markets.
- Market abuse.
- Assignment.

Module 6: Anti-Money Laundering (AML)

Session 1: Anti-Money Laundering

- FATF => MENAFATF 40 Recommendations.
- Predicate offences to money laundering.
- Local legislative structure.
- Risk-based approach to AML.
- Correspondent banking.
- Professional money launderers.
- Stages of professional money laundering.
- Assignment.

Converting Compliance Policies and Procedures Into Management Actions

Compliance and Governance

498-P26-VE

Virtual

8 hours

Module 7: Anti-Terrorism Legislation

Session 1: terrorist attacks

- Recent terrorist attacks.
- Unpacking the anti-terrorist legislation.
- Assignment.

Module 8: The Rules for An Effective Compliance Function

Session 1: the rules for an effective compliance function

- 10 golden rules for an effective compliance function.
- Assignment.

Assessment Strategy:

- 70% Assignments between sessions.
- 30% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

0.75 CEUs.

Course Language:

English.

Prerequisites:

None.

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مكافحة غسل الأموال – متقدم

الإمتثال والحوكمة

486-P26-CA

بقاعات التدريب

٨ ساعة

وصف البرنامج:

صمم هذا البرنامج لإكساب المتدربين المعرفة بالجهات الدولية المنوط بها مكافحة غسل الأموال وتمويل الإرهاب والمعايير الصادرة عنها، مع التركيز على الاجراءات المصرفية لمواجهه غسل الأموال وتمويل الإرهاب، واكساب المتدربين للمهارات اللازمة للتعامل مع حالات الاشتباه والإجراءات الاخطار عن العمليات التي يشتبه في انها قد تتضمن غسل أموال او تمويل إرهاب أو أية جريمة اخرى.

إلى من يوجه البرنامج:

كافة العاملين في الجهاز المصرفي والمؤسسات المالية وأصحاب المهن والاعمال غير المالية الخاضعة لقانون مكافحة غسل الأموال وغيرها من الجهات المنوطة بمكافحة غسل الأموال وتمويل الإرهاب.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- تعريف الإطار الدولي لمكافحة غسل الأموال/مكافحة تمويل الإرهاب.
- شرح الإطار المصرفي لمكافحة غسل الاموال وتمويل الإرهاب.

محتويات البرنامج:

الجزء الأول: الإطار الدولي لمكافحة غسل الأموال/مكافحة تمويل الإرهاب

- مجموعة العمل المالي (FATF):
  - النشأة والاعضاء.
  - دور مجموعة العمل المالي (FATF).
- الأمم المتحدة:
  - اتفاقيات الامم المتحدة ذات الصلة.
  - قرارات مجلس الامن ذات الصلة.
- لجنة بازل للرقابة المصرفية.
- مجموعة اجمونت Egmont Group:
  - النشأة والأعضاء.
  - دور مجموعة اجمونت Egmont Group.

الجزء الثاني: الإطار المصرفي لمكافحة غسل الاموال وتمويل الارهاب

الفصل الأول: الالتزام

- تعريف الالتزام.
- مخاطر عدم الالتزام.
- مبادئ ومسئوليات وظيفة الالتزام.
- دور مدير الالتزام في مجال مكافحة غسل الاموال وتمويل الارهاب.

الفصل الثاني: العناية الواجبة بالعملاء وإدارة مخاطر غسل الأموال وتمويل الإرهاب

- التعرف على العملاء والمستفيدين الحقيقين.
- التحقق من هوية العملاء والمستفيدين الحقيقين.
- تصنيف مخاطر العملاء.
- العناية المشددة:
  - العناية المشددة ببعض فئات العملاء.
  - العناية المشددة ببعض العمليات والخدمات والمنتجات.
- المتابعة والرقابة المستمرة للمعاملات.
- تحديث بيانات العملاء.
- امثلة وحالات عملية.

الفصل الثالث: الاخطار عن العمليات المشتبه فيها والتدريب

- الالتزامات في مجال التدريب.
- أنواع السجلات والمستندات التي يتعين الاحتفاظ بها.
- مدة الاحتفاظ.
- شروط الاحتفاظ.

الفصل الرابع: الإخطار عن العمليات المشتبه فيها

- المؤشرات الاسترشادية للتعرف على العمليات المشتبه بها.
- المؤشرات الاسترشادية للكشف عن العمليات المشتبه في ان تكون لها علاقة بتمويل إرهاب.
- النظم الداخلية لمتابعة المعاملات غير العادية والمشتبه فيها.
- النظم الداخلية للتوصل الى المعاملات المشتبه فيها.
- امثلة وحالات عملية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج بالإضافة إلى مشاركتهم في

مكافحة غسل الأموال – متقدم

486-P26-CA

بقاعات التدريب

٨ ساعة

التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٧ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد

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Corporate Governance – What Really Matters?

Compliance and Governance

502-P26-VE

Virtual

22 hours

Course Description:

This course is designed to learn the participant that one of the key lessons that firms have appreciated as a consequence of the recent crisis is the need to adopt an integrated approach to effective management linking all risk areas including governance and compliance with strategy and performance management, poor standards of risk management including governance and compliance risk have led to extensive criticism in many sectors and to catastrophic problems and failure of some of the largest and best-known businesses. In the aftermath of such issues, both market and stakeholder expectations have increased significantly, increasing the responsibilities placed on senior management. Developing a sound understanding of corporate governance best practice and comparing this with the approach adopted within your firm is a challenging but essential undertaking. There is a clear challenge in building consistent governance frameworks that also add value to your organization. This will be addressed in this course, explaining the main issues and identifying the approaches to be adopted.

Target Audience:

Board members and senior managers with responsibility for:

- Risk Management.
- Corporate Governance.
- Corporate Strategy.
- Internal audit.

Course Objectives:

By the end of the program, participants will be able to:

- Explain what the main role of Corporate Governance is.
- Explain The 3 Lines Model and Corporate Governance.
- Describe the best practice for corporate governance.
- Determine the responsibilities and the qualifications for Corporate Governance.
- Clarify the Strategy and Corporate Governance.
- Explain the effect of Independence, Remuneration, and Conflicts of Interest, and how to deal with them.
- Explain the Corporate Social Responsibility to the Board members.
- Recognize the role of the Board in managing the risk.
- Explain the aim of reporting to the Board members.
- Recognize the importance of Planning and stress testing.

Course Outline:

Module 1: Introduction to Corporate Governance

Session 1: Introduction to Corporate Governance

- Why do we need corporate governance?
- Lessons from the crisis.
- Key features of corporate governance.
- The challenge of corporate governance.
- The changing expectations of directors.
- What really matters to a board.
- The current risk universe – what is important?
- What really matters to other stakeholders?
- Implementing corporate governance within a firm: key lessons and issues.
- What appears to work best?
- Moving to more agile reporting.
- Assignment.

Module 2: The 3 Lines Model and Corporate Governance

Session 1: The 3 Lines Model and Corporate Governance

- What is the 3-line model?
- How does that differ from the 3 lines of defense?
- What does this mean for corporate governance?
- Does this change the governance structure?
- What does this mean for a firm and reporting to the board?
- Will this add value?
- Assignment.

Module 3: Key Corporate Governance Best Practice

Session 1: Key Corporate Governance Best Practice

- The relationship between corporate governance and risk management.
- Governance, risk, and compliance (GRC).

Corporate Governance – What Really Matters?

Compliance and Governance

502-P26-VE

Virtual

22 hours

- What does GRC mean?
- Corporate Governance Key Drivers.
- Increasing emphasis on the prevention of bribery and corruption.
- Financial Crime – A key focus of Corporate Governance.
- Financial Crime – Global Survey Report.
- Financial crime deterrence and tax transparency responsibilities.
- Disclosure and transparency.
- Assignment.

Module 4: Corporate Governance in Practice

Session 1: Corporate Governance in Practice

- Board responsibilities.
- Board qualifications and composition.
- Board structure and practices.
- Senior management.
- Governance and group structures.
- Risk management function, its role, and sophistication.
- Risk identification, monitoring, and controlling.
- Risk reporting and exception-based escalation.
- Compliance and their 2nd line role.
- Internal audit and the 3 lines model.
- Quiz.

Module 5: Corporate Governance and Strategy

Session 1: Corporate Governance and Strategy

- The role of strategy and strategic risk.
- The challenges currently faced.
- Dealing with change.
- The mission and governance.
- Developing strategy.
- What are firms saying?
- Quiz.

Module 6: Independence, Remuneration, and Conflicts of Interest

Session 1: Independence, Remuneration, and Conflicts of Interest

- What is a non-executive director?
- What are their responsibilities?
- Identifying and dealing with conflicts of interest.
- Ethical dilemmas in practice.
- Succession planning.
- Quiz.

Module 7: The Board and Corporate Social Responsibility

Session 1: The Board and Corporate Social Responsibility

- What is CSR?
- What are banks doing?
- ESG and corporate governance.
- The role of the governance body.
- Examples of statements.
- Assignment.

Module 8: The Board and Risk Management

Session 1: The Board and Risk Management

- The risk appetite statement.
- The risk appetite framework.
- Risk management responsibilities.
- The role of the 2nd line risk management function.
- The board and models.
- Reporting obligations.
- Assignment.

Module 9: Board Reporting

Session 1: Board Reporting

- What does the board need to know?
- Metrics and reporting.
- KCIS, KPIS, and KRIS.
- Exception-based escalation.
- Pull and push.
- Approving and noting.
- Quiz.

Module 10: Planning and Stress

Session 1: Planning and Stress

- Stress testing and scenario modelling – why are they important?

Corporate Governance – What Really Matters?

Compliance and Governance

502-P26-VE

Virtual

22 hours

- What is expected?
- How to model Stresses.
- Inherent and residual risk.
- What is operational resilience?
- The impact on business continuity planning.
- The Contingency Funding Plan.
- Quiz.

Assessment Strategy:

- 80% Assignments and quizzes.
- 20% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English

Prerequisites:

None

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Third-Party Risk Management

Risk Management

8410-1

In-Class

16 hours

Course Description:

In today's interconnected business environment, organizations rely heavily on external partners, suppliers, and vendors. While these relationships provide numerous benefits, they also introduce potential risks that can impact operations, security, and compliance.
This course provides essential knowledge and tools to identify, assess, and mitigate third-party risks, helping participants safeguard their organization's interests and ensure long-term success.

Target Audience:

- Risk, Governance, compliance, internal audit, and ICT professionals.
- Bankers with experience in risk management and Third-Party Risk Management.

Course Objectives:

- Introduce one of the top emerging risks for better understanding the related impact.
- Spread Third Party Risk Management Culture as part of the overall risk management culture.
- Understand the legal and regulatory frameworks surrounding third-party risk management to ensure compliance with industry standards and laws.
- Understand the principles that underlie an efficient and effective approach to Third Party Risk Management and the value it brings to the organization.
- Have a clear understanding of the Third-Party Risk Management Framework.
- Gain knowledge on how to implement strategies and controls to mitigate and manage third-party risks effectively.
- Introduce effective techniques in managing Third-Party Risks.
- Understand how to embed the Third-Party Risk Management Framework as part of the overall Enterprise Risk Management Framework to support organizations in achieving their objectives.

Course Outline:

Module 1: Introduction To Third-Party Risk Management

- Why Third-Party Risk Management Matters?
- Top Trending Operational Risks.
- Major Incidents across the world.

Module 2: Main TPRM Concepts

- Main concepts
- Main Definitions concerning TPRM.
- Classifying Third-Party relationships according to the nature of the service/product.
- Critical Third Parties.

Module 3: TPRM Related Guidelines

- CBE Guidelines in Third-Party Risk Management.
- Regulatory bodies across the world.
- Regulatory fines due to Third-party practices.

Module 4: Governance Of Third-Party Risk Management

- TPRM as Part of the overall GRC Framework.
- Four lines of defence in TPRM.
- Key Stakeholders in Managing Third-Party Risks.

Module 5: Third-Party Risk Management Essentials

- Third-Party Risk Domains.
- Supply Chain Security.
- Third Party Resilience.

Module 6: Third-Party Risk Lifecycle

- Third-party Risk Assessment.
- Third-party due diligence
- Contracting Process
- Onboarding and Ongoing Monitoring
- Termination/Off-Boarding

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Third-Party Risk Management

Risk Management

8410-1

In-Class

16 hours

Module 7: Third-Party Risk Management Process

- Third-Party Risk Management tools.
- TPRM Culture.

Module8: ESG & TPRM

- Best Practices of applying ESG principles in TPRM.

Assessment Strategy:

Participants will be evaluated based on their interaction and participation in group exercises during the course.

Course Language:

- Materials, case studies, and supplements will be provided in English.
- Explanations and illustrations will be bilingual.

Instructor:

Mr. Mostafa Al Sharif - Head of Third-Party Risk Management, one of the leading banks in Egypt, is experienced with stages of Enterprise Risk Management in Financial Institutions.

- Over 12 years of expertise in various fields including Third-Party Risk Management, Operational Risk Management, Conduct Risk, External Audit, Compliance, Business Continuity Management, Information Security, and Banking Operations.
- Started his career as an External Auditor at KPMG – Hazem Hassan, later joining Commercial International Bank (CIB) for 11 years.
- Currently leads TPRM in one of Egypt's top banks.
- Strong technical capability in integrated Risk Management, Compliance, Business Continuity, and Operations.
- Participated in establishing prudent Risk Policies and Frameworks based on international best practices.
- One of the first CTPRP (Certified Third-Party Risk Professional – Shared Assessments, USA) in Egypt and Africa.
- Holds certifications in Credit and Risk Management from the American University in Cairo (AUC).
- He is currently pursuing a postgraduate Master's degree.
- Committed to promoting risk awareness in Egypt's financial sector through practical, hands-on training.

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أساليب قياس وإدارة المخاطر

إدارة المخاطر

451-P26-VA

تعلم عن بعد

٢١ ساعة

وصف البرنامج:

سيتعرف المشاركون في هذا البرنامج على مفهوم إدارة المخاطر، والأعمال المرتبطة بها، والإجراءات التي تتضمنها في العمل المصرفي. كما سيتعلم المشاركون كيفية تطبيق المناهج الخاصة بقياس وتحديد درجة المخاطر الائتمانية، ومخاطر التشغيل، والسوق، والسيولة. وسيتعرفون على مبادئ اتفاقية بازل، والقواعد الحديثة لإدارة المخاطر في القطاع المصرفي.

إلى من يوجه البرنامج:

يُوجَّه هذا البرنامج إلى كبار المصرفيين المتخصصين في الائتمان، وإدارة المشروعات، وإدارة المخاطر، والعاملين بإدارات الائتمان والتمويل، ومسؤولي التفتيش والالتزام.

أهداف البرنامج:

- شرح مفهوم ووظيفة إدارة المخاطر.
- شرح تعريف مخاطر الائتمان وأساليب قياسها.
- تعريف مخاطر التشغيل وأساليب قياسها.
- تعريف مخاطر السوق وأساليب قياسها.
- تعريف إدارة مخاطر السيولة.
- وصف مبادئ وأساليب اختبارات الضغط.

محتويات البرنامج:

الجزء الأول: مقدمة في إدارة المخاطر في البنوك

المحاضرة الأولى: مقدمة في إدارة المخاطر في البنوك

- مفهوم ووظيفة إدارة المخاطر.
- مفهوم إدارة مخاطر المؤسسة.
- أنواع المخاطر المصرفية.
- العلاقة بين قياس وتقييم المخاطر.
- التنبؤ باستخدام الأساليب الإحصائية لقياس المخاطر.
- اختبار قصير.

الجزء الثاني: إدارة مخاطر الائتمان

المحاضرة الأولى: إدارة مخاطر الائتمان

- مقدمة في مخاطر الائتمان ومكوناتها.
- مخاطر الائتمان على مستوى العميل والمحفظة.
- مفهوم إدارة المحفظة الائتمانية.
- أساليب قياس مخاطر الائتمان.
- نماذج التنبؤ بمخاطر الائتمان.
- شرح المبادئ الأساسية لإدارة المخاطر الائتمانية.
- تكليف خارجي.

الجزء الثالث: إدارة مخاطر التشغيل

المحاضرة الأولى: إدارة مخاطر التشغيل

- مقدمة في مخاطر التشغيل.
- مفهوم مخاطر العمليات المصرفية الإلكترونية.
- عملية التقييم الذاتي للمخاطر والرقابة عليها.
- أهمية البيانات الداخلية والخارجية لأحداث الخسائر التشغيلية.
- تكليف خارجي.

المحاضرة الثانية: أساليب قياس مخاطر التشغيل

- أساليب قياس مخاطر التشغيل:
  - أسلوب المؤشر الأساسي.
  - الأسلوب النمطي.
  - أسلوب القياس المتقدم.
  - معايير تطبيق AMA.
- المبادئ الأساسية لإدارة مخاطر التشغيل.
- تكليف خارجي.

الجزء الرابع: إدارة مخاطر السوق

المحاضرة الأولى: إدارة مخاطر السوق

- مقدمة عن مخاطر السوق.
- الأسلوب النمطي.

451-P26-VA

تعلم عن بعد

٢١ ساعة

- أسلوب النموذج الداخلي (القيمة المعرضة للخطر).
- المبادئ الأساسية لإدارة مخاطر السوق.
- تكليف خارجي.

الجزء الخامس: إدارة مخاطر السيولة

المحاضرة الأولى: إدارة مخاطر السيولة

- مقدمة عن مخاطر السيولة (سيولة التمويل وسيولة السوق).
- العلاقة بين الأزمات المالية ومخاطر السيولة.
- مؤشرات الإنذار المبكر لأزمات السيولة.
- نسبة تغطية السيولة.
- نسبة صافي التمويل المستقر.
- المبادئ الأساسية لإدارة مخاطر السيولة.
- اختبار قصير.

الجزء السادس: مبادئ وأساليب اختبارات الضغط

المحاضرة الأولى: مبادئ وأساليب اختبارات الضغط

- اختبارات الضغط ودورها في إدارة المخاطر المصرفية.
- أهمية اختبارات الضغط.
- مبادئ وأساليب اختبارات الضغط.
- تكليف خارجي.

الجزء السابع: محاضرة لمتابعة الأثر التدريبي:

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم:

- ٦٠٪ تكليفات خارجية واختبارات قصيرة.
- ٤٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٩ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

خبرة لا تقل عن عامين في التمويل أو العمل المصرفي.

متطلبات الحصول على الشهادة:

بالإضافة إلى إكمال جميع الواجبات المطلوبة وحضور ما لا يقل عن٨٠٪ من مدة الدورة، يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي ستُعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وستُحتسب مدتها ضمن إجمالي ساعات البرنامج.

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Enterprise Risk Management

Risk Management

466-P26-VE

Virtual

20 hours

Course Description:

This course aims to provide a clear understanding of Enterprise Risk Management and its purpose, including Internal Environment, Objective Setting, Event Identification, Risk Assessment, Risk Response, Control Activities, Information and Communication, and Monitoring.

Target Audience:

Junior to middle level.

Course Objectives

- Understand Risk.
- Explain Enterprise Risk Management.
- Explain the purpose of ERM.
- Identify Internal Environment.
- Define objective setting.
- Explain event identification.
- Explain Risk assessment.
- Define Risk response.
- List control activities.
- Explain information and communication.
- Identify monitoring

Course Outline

Module 1: Understanding Risk

Session One: Definition of Risk Management

- Definition and understanding of Risk.
- The importance of Risk Management.
- Assignment.

Module 2: Enterprise Risk Management

Session One: Function of Risk Management

- What is Enterprise Risk Management (ERM)?
- Understanding the concept of ERM.
- The Risk Management Function.
- ERM Processes.
- Assignment.

Module 3: Purpose of ERM

Session One: Uses of Enterprise Risk Management (ERM)

- Uses of Enterprise Risk Management (ERM).
- Strategy Setting.
- Scope of Activities.
- Interrelated Risks.
- Risk Appetite.
- Reasonable Assurance.
- Assignment.

Module 4: Internal Environment

Session One: The role and elements of the internal environment

- The Role of Internal Environment.
- Elements of Internal Environment.
- The BOD.
- Integrity and Ethical Values.
- Commitment to Competence.
- Organizational Structure.
- Authority and Responsibility.
- Implications.
- Assignment.

Module 5: Objective Setting

Session One: Objective Setting

- What Is Objective Setting?
- Understanding Objectives.
- Strategic Objectives.
- Operations Objectives.
- Reporting Objectives.
- Compliance Objectives.
- Achievement of Objectives.
- Risk Appetite and Risk Tolerance.
- Assignment.

Enterprise Risk Management

Risk Management

466-P26-VE

Virtual

20 hours

Module 6: Event Identification

Session One: Event Identification Techniques

- What Is an Event?
- Influencing Factors.
- External Factors.
- Internal Factors.
- Event Identification Techniques.
- Assignment.

Module 7: Risk Assessment

Session One: Assessing Risk

- Assessing Risk.
- Inherent and Residual Risk.
- Estimating Likelihood and Impact.
- Data Sources.
- Assessment Techniques.
- Benchmarking.
- Probabilistic Models.
- Assignment.

Module 8: Risk Response

Session One: Risk Response Categories

- Risk Response Categories.
- Evaluating Responses.
- Cost vs. Benefit.
- Alternative Responses.
- The Portfolio View.
- Assignment.

Module 9: Control Activities

Session One: What Are Control Activities?

- What Are Control Activities?
- Integration with Risk Response.
- Performance Indicators.
- Information System Controls.
- Assignment.

Module 10: Information & Communication

Session One: Information & Communication

- The Need for Information.
- The Use of Information.
- Information Systems and Risk.
- Communication.
- Expectations and Responsibilities.
- External Communication.
- Assignment.

Module 11: Monitoring

Session One: ERM monitoring

- Changes in Enterprise Risk Management (ERM).
- What Is ERM Monitoring?
- Ongoing Monitoring.
- Separate Evaluations.
- Processes and Methodologies.
- Reporting Requirements.
- Assignment.

Assessment Strategy

- 70% Assignments between sessions.
- 30% Participation.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

1.8 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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Implementing Operational Risk

Risk Management

474-P26-VE

Virtual

22 hours

Course Description:

Following the Development of a Modern Operational Risk Framework and Policy, An Efficient, Effective, and Successful Implementation of Operational Risk Is Critical to Any Bank or Financial Institution. This Course Will Provide Operational Risk Professionals and Specialists with The Technical and Behavioral Knowledge and Techniques Needed to Review, Benchmark, and Refine Operational Risk Plans Within a Bank or Financial Organization. With A Focus on Both Qualitative and Quantitative Techniques, It Offers Integrated Solutions for Operational Risk and Suggests Approaches to The Problems That an Institution Will Face in Meeting These Demanding Requirements.

Target Audience:

- Heads of Risk.
- Risk Managers.
- Board of Directors.
- Heads of Audit.
- Audit Managers.
- Heads of Compliance.
- Project Managers.
- Business Heads.
- Risk Management Professionals.
- Any Professional Who Needs to Know How Operational Risks Affect Their Organization.

Course Objectives

By the end of the program, participants will be able to:

- Understanding Operational Risk.
- Explain Operational Risk Management.
- Define Risk & Assessment.
- Select Operational Risk Measurement .
- Explain Internal and External Loss Data.
- Define Scenario Analysis and Stress Testing.
- Explain How to Mitigate Operational Risk.
- Explain Risk and Control Self-Assessment.
- Explain how to monitor, report, and handle incidents.
- Explain Risk and Control Self-Assessment.
- Apply Building It All Together.

Course Outline

Module 1: Understanding Operational Risk

Session 1: Understanding Operational Risk

- What Is Operational Risk?
- Defining the Scope of Operational Risk.
- How Do Banks Manage Their Operational Risks?
- The Development of Operational Risk Management.
- Frequency Vs. Impact.
- Inherent and Residual Risk.
- Expected Vs. Unexpected Losses.
- Near Miss Events.
- Risk Appetite.
- Operational Risk Sound Practices and What They Mean in Reality.
- Types of Losses.
- What Is Excluded from The Basel Definition – Other Risks?
- Quiz.

Module 2: Operational Risk Management

Session 1: Operational Risk Management

- Operational Risk Management Activities:
  - Identification.
  - Assessment.
  - Measurement.
  - Mitigation/Control.
  - Monitoring and Reporting.
- The Operational Risk Framework.
- The Role of Management in Operational Risk.
- The Three Lines Model.
- Implementing an Operational Risk Framework.
- Operational Risk Management Within an ERM Framework.
- The Relationship of Operational Risk Management to Internal Control and Internal Audit.

Implementing Operational Risk

Risk Management

474-P26-VE

Virtual

22 hours

- Operational Risk Governance.
- Risk Champions.
- Quiz.

Module 3: Risk Identification & Assessment

Session 1: Risk Identification & Assessment

- Identification of Operational Risks.
- Risk Workshops.
- Identification of Controls.
- Assessing Inherent and Residual Risks.
- Operational Risk Management Boundaries.
- The Assessment of Operational Risk.
- Risk Acceptance Policy.
- Quiz.

Module 4: Operational Risk Measurement

Session 1: Operational Risk Measurement

- Management Versus Mitigation Versus Measurement.
- Basel II Measurement Approaches.
- Basic Indicator Approach.
- The Standardized Approach.
- The Advanced Measurement Approach.
- Basic Criteria for Using the Measurement Approaches.
- Operational Risk Indicators.
- Risk Indicators and Risk Appetite.
- Key Risk Indicators.
- Quiz.

Module 5: Internal and External Loss Data

Session 1: Internal and External Loss Data

- What Are the Key Uses of Internal Loss Data?
- Event Types.
- Obtaining Internal Loss Data.
- Gross Loss Vs. Net Loss.
- The Key Issues That Need to Be Addressed.
- Loss Data Relevance and Scaling - What Should Be Done?
- Use of External Data.
- The Two Types of External Loss Data – Public and Pooled Data.
- Making External Data Relevant to Your Organization.
- Deriving Value from Historical Events.
- Quiz.

Module 6: Scenario Analysis and Stress Testing

Session 1: Scenario Analysis and Stress Testing

- What Is Scenario Analysis.
- Uses of Scenario Analysis.
- Developing Credible Scenarios and Applying Them in Practice – What Are the Key Issues That Need to Be Addressed.
- How Stress Testing Differs from Scenario Analysis?
- What Is a Suitable Operational Risk Stress Test?
- Quiz.

Module 7: Mitigating Operational Risk

Session 1: Mitigating Operational Risk

- What Is Operational Risk Mitigation?
- The Objective of Operational Risk Mitigation.
- Mitigation Techniques.
  - People.
  - Technology.
  - Processes.
  - External Events.
- Identification of Key Controls.
- The Challenges of Implementing Effective Controls.
- Business Continuity Planning.
  - The Key Elements of An Event Business Continuity Plan.
  - Cascading and Escalating Risk.
  - Business Continuity for Extreme Events.
- Quiz.

Module 8: Risk and Control Self-Assessment

Session 1: Risk and Control Self-Assessment

- What Is an RCSA?
- What Is the Objective of Risk and Control Self-Assessment?
- RCSA Approaches

Implementing Operational Risk

Risk Management

474-P26-VE

Virtual

22 hours

- RCSA Workshops.
- Review of The Level of Accuracy of Data Produced.
- Consideration of The Problems with Risk and Control Self-Assessment.
- What Works and What Fails?
- Quiz.

Module 9: Monitoring, Reporting, and Incident Management

Session 1: Monitoring, Reporting, and Incident Management

- Monitoring Operational Risk.
- Event Reporting and Monitoring.
- Reporting Process.
- Developing and Designing Key Risk Indicators.
- Thresholds.
- Evaluating Kris.
- Incident Management.
- Assigning Owners & Risk Managers of Loss/Risk Incidents.
- Root Cause Analysis.
- Progress Monitoring and Closing Events.
- Quiz.

Module 10: Other Key Issues

Session 1: Other Key Issues

- The Role of Insurance.
- COSO And Operational Risk.
- EBA And Outsourcing.
- Supervision of Operational Risk.
- Operational Risk Disclosure.
- Quiz.

Module 11: Building It All Together

Session 1: Building It All Together

- What Are the Problems in Practice?
- The Regulators' View.
- Meeting The "Use Test".
- The Future – Where Next?
- Quiz.

Assessment Strategy

- 70% Quizzes.
- 30% Participation.
- The cut-off score is 60% of the Total Grade, Which Is "100."

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

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Strategic Management and Planning

Leadership Development

281-P26-VE

Virtual

22 hours

Course Description:

This course is designed to address the recently observed market need to develop the fundamental skills of strategic management and planning for those working at the middle management level and are prepared for top management positions.

Target Audience:

This course is designed for senior staff and managers in the organization

Course Objectives:

- Define the concept of strategy.
- Apply the process of strategic management in the organization.
- Discuss how to develop a comprehensive strategy.
- Embrace and manage the required change.

Course Outline

Module One: Strategy and You

Session One: Introduction to Strategy

- Origin of strategy
- Definition of strategy
- Strategy in our daily routine
- Are you a strategic thinker?
- Assignment

Module Two: Strategy in Your Firm

Session One: Strategic Management

- What is Strategic Management?
  - Definition
  - Characteristics
  - Benefits
  - Risks
  - Killers
- Assignment

Session Two: Strategic Management Components

- Components of strategic management
  - Vision importance
  - Environmental scanning (Steep, Porter, Supply Chain, and SWOT)
  - Strategy formulation
  - Strategy implementation
  - Evaluation and control
- Assignment

Module Three: A Road Map

Session One: How to Set a Strategy?

- Strategic direction
  - Vision and Mission Development in Practice
  - Values
  - Goal and objective setting
- Assignment

Session two: Hierarchy of Strategy

- Hierarchy of Strategy
  - Corporate strategies
    - Generic Strategies
    - Portfolio Analysis
  - Business Strategies
  - Different functional strategies
- Assignment

Session Three: Evaluating Strategy

- Plans and evaluation
  - Action plan
  - Balanced scorecard
  - KPI's
- Assignment

Module Four: Strategy Why Fails?

Session One: Mistakes to Avoid While Setting a Strategy

- People and fear of change
- Embrace and manage the change
- Assignment

Strategic Management and Planning

Leadership Development

281-P26-VE

Virtual

22 hours

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100".

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English

Prerequisites:

None.

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Leadership Effectiveness

Leadership Development

276-P26-CE

In-Class

24 hours

Course Description:

This program empowers team leaders and managers to master essential leadership skills. By exploring strategic management, effective communication, motivation theories, and efficient time use, participants will enhance their team management capabilities and problem-solving abilities. Applying these techniques will lead to a more productive organization with organized and effective teams.

Target Audience:

This course is designed for team leaders and managers who aim to enhance their leadership skills. They will be able to manage their teams effectively, improve communication, apply motivation strategies, and solve problems efficiently, ultimately leading to a more productive and organized workplace.

Course Objectives:

- Recognize managerial functions and fundamental leadership concepts
- Define strategic management and its components
- Apply team management techniques in an effective way
- Explore various methods and forms of effective communication
- Apply motivation theories and demonstrate delegation techniques
- Identify the problem-solving process and decision-making
- Use time in the most efficient and effective way

Course Outline

Module 1: The Concept of Leadership

- Difference between a leader and a manager
- Managerial functions
- Skills required to practice the management process
- Leadership styles
- Leadership theories
- Skills and qualities of an effective manager

Module 2: Fundamentals of Strategic Management

- Strategic management
- Components of strategic management
- The corporation's value chain

Module 3: Managing and Building a Team

- Definition of a team
- Benefits of a team
- Team charters
- Team management (for the team, for individuals)
- Team management process
- Handling team conflicts
- Methods of evaluating the team
- Obstacles to working with the team
- Training team members
- Dos/Don'ts

Module 4: Effective Communication

- Definition of effective communication
- The importance of communication and its objectives
- The communication processes
- Communication channels
- Directions of communication
- Modes of communication
- Intrapersonal communication
- Interpersonal communication
- Social styles
- Perception
- Importance of trust
- Tips and tricks to improve communication
- Encouraged behavior and discouraged behavior in communication

Module 5: Motivation and Effective Delegation

- Definition of motivation
- Types of motivations
- Benefits of motivation
- Theories of motivation
- Converts desires to motivators
- Practical steps in motivation
- Different motivational methods
- Constraints of motivation

Leadership Effectiveness

276-P26-CE

In-Class

24 hours

- Definition of delegation
- Advantages and importance of delegation
- Delegation process
- Factors affecting the effectiveness of delegation
- Limitation on delegation
- Delegation obstacles
- Dos and Don'ts in Delegation

Module 6: Problem-Solving and Decision-Making

- Defining the problem
- Problem-solving process
- Defining the decision
- Types of decisions
- Obstacles to decision making
- Mistakes to avoid when making decisions and solving problems

Module 7: Time and Stress Management

- Time management
- Time quadrants and prioritization
- Stress management

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English

Prerequisites:

None

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Beyond Leadership: Coaching, Mentoring & Group Mastery

Leadership Development

9188

In-Class

16 hours

Course Description:

This comprehensive course combines the essential principles of coaching, mentoring, & group dynamics to provide professionals with a complete toolkit for improving individual & team performance in the workplace. Participants will explore how coaching & mentoring drive development, how groups function and evolve, and how to apply these insights to real-world organizational challenges. Through practical frameworks, case studies, and actionable models, the course prepares participants to lead, develop, and support high-performing individuals and cohesive teams.

Target Audience:

- Team leaders and supervisors.
- Middle and senior managers.
- Project leaders and cross-functional team facilitators.
- Anyone responsible for coaching, mentoring, or managing team performance.

Course objectives:

- Understand the strategic role of coaching, mentoring, & group development in fostering a high-performance work environment.
- Apply essential coaching and mentoring techniques to support professional growth, enhance motivation, and drive results.
- Evaluate group performance factors such as norms, composition, cohesiveness, and communication to strengthen collaboration.
- Lead individuals and groups through stages of development by aligning coaching and mentoring practices with group dynamics for sustained performance.

Course Outline:

Module One: Foundations of Coaching, Mentoring & Group Dynamics

- Why Coaching, Mentoring, and Group Development Matter
- Strategic Benefits at the Individual, Team, and Organizational Level
- Definitions and Differences: Coaching vs. Mentoring vs. Group Leadership
- Groups vs. Teams: Understanding the Distinction

Module Two: Coaching & Mentoring Essentials

- What is Coaching?
- Characteristics of an Effective Coach
- The GROW Coaching Model
- What is Mentoring?
- Characteristics of a Great Mentor
- Designing Coaching & Mentoring Programs
- Common Challenges and Pitfalls

Module Three: Group Dynamics & Performance Factors

- Types of Groups in Organizations
- Group Norms and Expectations
- Size, Composition, and Socialization
- Cohesiveness and Its Impact on Group Functioning
- Aligning Coaching & Mentoring with Group Needs

Module Four: Stages of Group Development & Integrated Approaches

- Stage 1: Mutual Acceptance
- Stage 2: Communication & Decision Making
- Stage 3: Motivation & Productivity
- Stage 4: Control & Organization
- Applying Coaching & Mentoring Strategies at Each Stage
- Leveraging Individual Development for Group Success

Assessment Strategy:

- Participation
- Group Exercise

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Mastering Performance & Leadership Essentials

Leadership Development

9186

In-Class

16 hours

Course Description:

This program is designed to help participants develop the essential skills that drive effective performance management, with a focus on four core management fundamentals. Each module introduces key management concepts and reinforces learning through engaging, hands-on activities, ensuring that participants can apply what they've learned in a fun and interactive way.

Target Audience:

- New and aspiring managers or supervisors.
- Team leaders seeking to enhance their management skills.
- Frontline managers are responsible for staff performance and motivation.
- Employees transitioning into leadership roles.

Course objectives:

- Identify the personal qualities and skills of an effective manager/supervisor.
- Recognize the importance of setting clear objectives and instructions to facilitate good performance.
- Understand the principle of MBWA (Management by Walking Around) to check that standards are being maintained through effective performance monitoring.
- Identify ways to motivate staff in the workplace
- Understand the importance of constructive feedback in maintaining performance standards.
- Analyze problems and apply decision-making strategies to develop effective solutions while avoiding common errors.

Course Outline:

Module 1: Introduction to Effective Management

- The Four Fundamental Questions Employees Need to Answer
- The Four Management Fundamentals
- Kevin Burns' Video "How Managers Must Engage Their Staff"
- Good Practice
- The Perfect Manager
- The Perfect Employee

Module 2: Setting Direction & Leading

- The Management Cycle
- Leadership Styles "Situational Leadership"
- Goals and Direction Setting Aligned with Vision & Strategy
- SMART Goals and Making the Intangible Tangible

Module 3: Monitoring & Managing Performance

- Monitoring Performance against Quantifiable Objectives
- Monitoring Performance against Behavioral Objectives
- Is It a Training Problem?
- Management by Walking Around (MBWA)

Module 4: Motivating & Developing Staff

- What Motivates Us?
- Maslow's Hierarchy of Needs
- Frederick Herzberg's Motivational Model
- Additional Examples of Motivators & Hygiene Factors
- Motivating Others Checklist
- Skill vs Will Matrix

Module 5: Giving & Receiving Feedback

- Positive & Negative Feedback
- BEF Formula for Constructive

Module 6: Problem-Solving & Decision-Making

- Defining the Problem
- Problem-Solving Process
- Defining the Decision
- Types of Decisions
- Obstacles to Decision Making
- Common Mistakes to Avoid in Problem Solving & Decision Making

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Mastering Performance & Leadership Essentials

Leadership Development

9186

In-Class

16 hours

Assessment Strategy:
Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:
1.3 CEUs

Program language:
- English Material
- Bilingual Delivery

Prerequisites:
None

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Human Resources Audit

Human Resources

9170

In-Class

16 hours

Course Description:

A well-executed and managed human resources audit may help decrease employee turnover, disengagement, and friction. It may also help maintain strong morale and provide a competitive advantage. The audit ensures that the Human Resources department operates smoothly and efficiently to the best of its ability. It assists organizations in staying up to date on current laws and regulations, trends, and practices. The systematic verification of all aspects of human resources, including job analysis and design, recruitment and selection, placement and orientation, training and development, compensation, career progression, motivation, dispute and conflict resolution, and so on, can assist organizations in becoming the best players in their industries.

Target Audience:

This course is intended for HR Leaders and Managers.

Course objectives:

By the end of the course, participants will be able to:

- Recognize the strategic importance of human capital and the role of HR audits in aligning individual and organizational goals.
- Evaluate all facets of the HR function to identify performance outcomes, improvement areas, and root causes of success or failure.
- Assess HR policies, procedures, and practices across all organizational levels to ensure consistency and effectiveness.
- Identify gaps and inefficiencies in HR operations to streamline processes and support cost reduction.
- Understand the full HR audit cycle, including timing, pre-audit preparation, on-site review, and reporting.
- Apply a structured approach to conducting HR audits, from scope definition to action planning and progress evaluation.
- Utilize appropriate audit methodologies—interviews, workshops, questionnaires, and observation—to gather reliable data and insights.

Course Outline:

Module 1: Importance of HR Audit:

- The Importance of Human Capital
- Aligning individual and organizational goals
- HR needs to become business partners
- Track initiatives, assess and quantify the outcomes, then create a road plan for course adjustment
- Developing a World-Class Human Resources Department

Module 2: Objectives and Rationale of HR Auditing:

- Evaluate all facets of human resources
- Determine the success causes and failures
- Evaluate employees' performance outcomes
- Work on identifying areas for improvement

Module 3: Scope of HR Audit:

- People at all levels
- Policies and procedures
- Results, Achievements, and Failures of policies
- HR Policies and HR Programs

Module 4: Benefits of HR Audit

- Gap Identification
- Streamline the HR department
- Cost reduction support

Module 5: Frequency of HR Audit and HR Audit Process

- Monthly or once a year
- Pre-Audit Information
- On-Site Review
- Record Review
- Audit Report

Human Resources Audit

Human Resources

9170

In-Class

16 hours

Module 6: HR Audit Steps

- Scope determination
- Plan development
- Report production
- Action plan creation
- Evaluate the progress

Module 7: Methods

- Individual Interview method
- Group Interview Method
- Workshop Method
- Questionnaire Method
- Observation
- HRM.
- Technological Innovations: Examining how technology can be leveraged to support and enhance Green HRM practices.

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

The Strategic HR Business Partner: from Support Function to Strategic Growth Partner

Human Resources

9174

In-Class

16 hours

Course Description:

The necessity of building a continuous link between HR and business leaders has driven Dave Ulrich to introduce the HRBP model to the world of HR. This model helps HR to move from a support function to a strategic partner to business leadership.

Target Audience:

This course is intended for HR Business Partners and Mid to Senior-Level HR Leaders & Managers.

Course objectives:

By the end of the course, participants will be able to:

- Explore the Dave Ulrich HRBP Model and identify and assess the core competencies.
- Build consultative skills to align HR initiatives with stakeholder business agendas and drive collaborative action planning.
- Acquire data-driven methods by translating people data into business impact through metrics, change leadership, and executive storytelling.

Course Outline:

Module 1: The HRBP Model- concept and implementation

- The Dave Ulrich Model for the HRBP
- The critical competencies for an effective HRBP
- Self-assessment and how to develop forward

Module 2: Partnering with the business

- Your stakeholder and his business agenda
- Developing an effective action plan
- Consultative Selling to manage your business partner

Module 3: Executing HRBP strategic practices

- Talk numbers; HR metrics and deliverables
- Be the Change Agent- Kotter's * steps applied to HR projects
- Executive Storytelling_ data visualization and boardroom presentations

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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Communicating with Clarity and Impact

Skills for Success

294-P26-CE

In-Class

8 hours

Course Description:

This course is designed for new employees who want to enhance their body language to engage others, utilize a four-point communications model, and employ questioning techniques. Additionally, they will use active listening and non-verbal techniques. By mastering these skills, employees will gain confidence in articulating ideas, engaging others, and contributing meaningfully to both personal and organizational objectives through effective communication.

Target Audience:

This course is tailored for new employees seeking to enhance their communication skills and effectively utilize various forms of communication.

Course Objectives:

- Identify essential communication principles.
- Define what the FBI is
- Use the techniques of asking questions.
- Develop effective communication skills through active listening and non-verbal communication techniques.

Course Outline

Module 1: How Well Do You Communicate?

- How well do you communicate?
- Four basic principles of communication

Module 2: Use Engaging Language

- Focus on behavior, not personality
- Be specific
- "I" messages and owning your language

Module 3: Use the Power of Questions

- Controlling a conversation
- Different types of questions
- The questioning funnels

Module 4: Use Active Listening and Non-Verbal Communication

- Evaluate your listening skills
- Listening and empathy
- Active listening
- How to listen better
- Matching non-verbal communication
- Importance of body language

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English.

Prerequisites:

None.

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Negotiating for Better Results

Sales & Marketing & Customer Care

256-P26-CE

In-Class

14 hours

Course Description:

This course is tailored for professionals ranging from junior to senior levels, aiming to enhance their negotiation skills and overcome their fears. By employing diverse techniques, strategies, and personal assessment tests, participants can identify the negotiation process and its associated techniques, impacting both personal and professional contexts, as this will elevate self-esteem and enhance problem-solving capabilities.

Target Audience:

This course is designed for professionals from junior to senior levels seek to enhance negotiation skills and negotiate with confidence

Course Objectives:

- Define negotiation and distinguish between different personality styles.
- Identify negotiation strategies and their process
- Use techniques to prepare and open the negotiation by creating a positive impression
- Utilize information exchange and bargaining techniques effectively.
- Discuss how to manage the closing stage effectively in negotiation.

Course Outline

Module 1: Introduction to Negotiation and Personality Dynamics

- What is Negotiation
- The successful negotiator
- Why should I know personality styles?
- Personality style
- Strengths and weaknesses of each personality
- Influencing different personality styles

Module 2: Negotiation Strategies

- Negotiation strategy
- Soft and Hard negotiation
- Negotiation process

Module 3: Negotiation Preparation

- Prepare for the negotiation
- Research for preparation
- Creating a good impression
- Setting ground rules while opening the negotiation

Module 4: Exchange Information and Bargain

- Exchange information
- The bargaining phases
- Techniques of the bargaining phase
- Getting past No to Yes
- Negative emotions

Module 5: Close Negotiation

- Moving from bargaining to closing
- Different possible outcomes in Negotiation

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercise.

Upon Successful Completion of this Course, participants will obtain:

1.2 CEUs

Course Language:

English

Prerequisites:

None.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

How to Make a Perfect Sales Day

Sales, Marketing, and Customer Care

9195

In-Class

8 hours

Course Description:

This program equips frontline sales staff, relationship managers, and sales leaders with the practical tools and strategic skills needed to structure their day for maximum productivity, deliver impactful customer interactions, and lead high-performing sales teams. Participants will learn to balance service with sales, manage time effectively, and build sustainable sales strategies that align with organizational goals

Target Audience:

- Sales Staff (Direct & Tele)
- Relationship Managers
- Branch Managers

Course objectives:

By the end of the course, participants will be able to:

- Recognize how to plan and prioritize daily sales activities.
- Understand how to manage time effectively between service and sales.
- Discuss how to track progress and adjust activities dynamically.
- Define how to coach and mentor sales teams for higher performance.
- Identify strategic sales leadership.

Course Outline:

Module 1: Principles of an Effective Sales Day

- Planning your day as a sales professional
- Prioritizing high-value customers
- Structuring sales calls & meetings

Module 2: Time and Activity Management

- Time management best practices
- Balancing walk-in customers and planned activities
- Handling customer walk-ins effectively

Module 3: Leveraging Technology for Productivity

- Using CRM to track activities
- Leveraging technology to maximize productivity

Module 4: Reflection and Self-Evaluation

- Daily self-evaluation techniques
- End-of-day reflection and tracking

Module 5: Strategic Sales Leadership in Branch

- Leading change in sales organizations
- Building a sustainable sales culture

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

English

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

التحليل المالي والمؤشرات المالية للمشروعات الصغيرة والمتوسطة

506-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لتحليل البيانات المالية خصيصًا لتلبية احتياجات الأفراد الذين لديهم خلفية كافية في المحاسبة والتمويل والائتمان والمصرفيون ممن لديهم مسئوليات مصرفية تجاه المشروعات الصغيرة والمتوسطة. سيساعدهم هذا البرنامج على اتخاذ القرارات التجارية من خلال فهم معلومات المحاسبة المالية والنسب المالية المناسبة عن طريق مشاركتهم واجتيازهم الاختبارات المقدمة.

إلى من يوجه البرنامج:

المصرفيون ممن لديهم مسئوليات مصرفية تجاه المشروعات الصغيرة والمتوسطة متضمنا هؤلاء المتعاملين في تمويل الشركات الصغيرة والمتوسطة.

أهداف البرنامج:

فهم كيفية اتخاذ القرار الائتمانيّ السليم لتمويل المشروعات الصغيرة والمتوسطة.

محتويات البرنامج:

الجزء الاول: تحليل القوائم المالية

- أهمية التحليل المالي.
- أنواع المصادر المالية وأولويتها في السداد.
- قائمة الدخل وقائمة التدفقات النقدية.
- مصادر واستخدامات النقدية.
- مصادر النقدية بالشركة.
- استخدامات الأموال.
- الميزانية العمومية.
- الالتزامات.
- حقوق الملكية.
- تبويب القوائم المالية. Spreading
- دورة تحول الأصول وكيفية تمويلها.
- مراحل دورة تحول الأصول.
- المخاطر التي قد تعوق إتمام دورة تحول الأصول.
- التحليل باستخدام النسب والمؤشرات المالية.

استراتيجية التقييم:

- يتم عقد اختبار للمشاركين في نهاية البرنامج لمدة ساعة.
- يجب على كل مشارك الحصول على درجة النجاح ٦٠٪ لاجتياز الاختبار.
  - ٢٠٪ درجة للمشاركة.
  - ٨٠٪ درجة للاختبار النهائي.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ١,٩ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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SMEs Monitoring & Restructuring

Small and Medium Enterprises

7384-P26-C.A

In-Class

24 hours

Course Description:

This course is designed for bank staff responsible for managing non-performing loans (NPLs) extended to small and medium enterprises (SMEs). Participants will be able to identify early warning signs of financial distress, understand the root causes of borrower problems, distinguish between the borrower's "ability to pay" and "willingness to pay," and devise appropriate strategies for loan resolution. Under scenarios of both ad hoc and systemic financial distress, participants will apply their knowledge and strategies to manage NPLs effectively. By the end of the course, participants will successfully bring non-performing customers back to their activity, converting NPLs to performing loans (PLs), thereby positively impacting the banks' financial statements and the economy in general.

Target Audience

SME Relationship Managers, Credit Analysts, Workout Specialists, Risk Officers/ Analysts, Internal Auditors, Regulators, Credit Admin, Investigation Dept and Compliance officers.

Course Objectives:

By the end of the program, participants will be able to:

- Understand the Asset Conversion Cycle, Including Associated Risks and Mitigation Strategies.
- Analyze Causes of Business Failure and Recognize Early Warning Signs.
- Identify Workout Strategies, Processes, and Implementation Techniques.

Course Outline:

Module 1: Business Assessment and loan classification

- Asset conversion cycle steps
- ACC Risk & Mitigate
- Financial Position and Cash Flow
- Non-Financial Analysis and Assessment

Module 2: Reasons for Business Failure

- key Early Warning Signals that can indicate distress in the SME
- Reasons why businesses fail

Module 3: Restructuring

- Overview of the credit cycle process
- Regulatory framework regarding NPLs
- Loans Workout Strategies, Options and Decisions
- Traditional tools for dealing with NPLs
- Non -Traditional tools for dealing with NPLs
- Steps and stages of restructuring
- Restructuring Implementation and Follow-up
- Comprehensive case study

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 2.1 CEUs.

Assessment Strategy:

- 20% participation
- 80% Exercises and Final Case

Course Language:

English

Prerequisites:

Delegates are expected to have a minimum 3 years SME credit experience.

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تطوير مهارات مديري الفروع في تنمية وتمويل المشروعات الصغيرة والمتوسطة – أدوات مبتكرة وأساليب فعالة

ACCREDITED BY ACCET A Partnership for Quality®

البنك المركزي المصري المعهد المصرفي المصري

المشروعات الصغيرة والمتوسطة

8630-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

تم تصميم هذه الدورة خصيصًا لتمكين مديري الفروع في المؤسسات المالية المصرفية وغير المصرفية من فهم طبيعة وخصائص سوق المشروعات الصغيرة والمتوسطة في مصر، ودور مؤسسات التمويل في دعم نمو هذا القطاع الحيوي وتعزيز استدامته. تركز الدورة على الأساليب الحديثة في إدارة وتنمية محفظة التسهيلات الائتمانية، مع تزويد المشاركين بأدوات وتقنيات متقدمة تساعدهم على تحليل المخاطر، وتطوير الحلول التمويلية الفعالة، وتحقيق التوازن بين التوسع الائتماني وإدارة المخاطر بكفاءة، كما تساهم الدورة في تعزيز فهم المشاركين للإطار التنظيمي والرقابي، مما يمكنهم من تصميم وتنفيذ استراتيجيات تمويل مبتكرة تلبي احتياجات السوق، وتدعم دور المؤسسات المالية في تحفيز المشروعات الصغيرة والمتوسطة كركيزة أساسية للنمو الاقتصادي.

إلى من يوجه البرنامج:

- يستهدف البرنامج مديري الفروع ونوابهم والمرشحون للمناصب القيادية في المؤسسات المالية المصرفية وغير المصرفية.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- شرح المهام الاستراتيجية لمديري الفروع في تمويل المشروعات الصغيرة والمتوسطة.
- إيضاح الأدوات التحليلية اللازمة للإدارة الفعالة لمحفظة المشروعات الصغيرة والمتوسطة.
- التعرف على إدارة المخاطر ودعم تمويل المشروعات الصغيرة والمتوسطة.

محتويات البرنامج:

الجزء الأول: المهام الاستراتيجية لمديري الفروع في تمويل المشروعات الصغيرة والمتوسطة

- **طبيعة وخصائص سوق المشروعات الصغيرة والمتوسطة ودوره في التنمية الاقتصادية:**
  - مفهوم المشروعات الصغيرة والمتوسطة وفقًا للبنك المركزي والمنظمات الدولية والإقليمية.
  - توقعات تعديل مفهوم المشروعات الصغيرة والمتوسطة.
  - الخصائص النوعية لتمويل المشروعات الصغيرة والمتوسطة.
  - آليات العمل المصرفي لمواجهة فرص وتحديات المشروعات الصغيرة والمتوسطة.
  - تدريب عملي
- **الأطر القانونية والتشريعية والمبادرات الحكومية الداعمة لقطاع المشروعات الصغيرة والمتوسطة:**
  - إجراءات البنك المركزي لتسهيل حصول المشروعات على التمويل.
  - قانون ١٥٢ لسنة ٢٠٢٠ لتنمية المشروعات المتوسطة والصغيرة.
  - قانون تنظيم ممارسة العمل الأهلي رقم ١٤٩ لسنة ٢٠١٩.
  - قانون سوق رأس المال رقم ٩٥ لسنة ١٩٩٢.
  - بورصة النيل NILEX.
  - شركات التخصيم ودورها في دعم المشروعات الصغيرة والمتوسطة.
  - شركات التأجير التمويلي Financial Leasing.
  - أحدث الإحصائيات حول تمويل المشروعات الصغيرة والمتوسطة.
- **المهام والمسؤوليات الرئيسية لمديري الفروع:**
  - مسئوليات ومهام مدير الفرع.
  - عوامل نجاح مدير مؤسسة التمويل ودوره في دعم المشروعات.
  - تدريب عملي
- **تسويق العلاقات لتعزيز رضا العملاء وولائهم:**
  - أهمية تسويق العلاقات في قطاع المشروعات الصغيرة والمتوسطة.
  - استراتيجيات بناء علاقات قوية مع عملاء المشروعات الصغيرة والمتوسطة.
- **الشمول المالي وتطوراته في مصر حتى عام ٢٠٢٥:**
  - تعريف الشمول المالي.
  - تطبيق الممارسات المصرفية المسؤولة لضمان استدامة التمويل.
  - مصر – تطورات ملحوظة في مجال الشمول المالي.
  - التحديات التي تواجه تطور الشمول المالي.
  - إصلاحات تعزيز الشمول المالي والجهود المبذولة.

الجزء الثاني: الأدوات التحليلية اللازمة للإدارة الفعالة لمحفظة المشروعات الصغيرة والمتوسطة

- **تحليل السوق والقطاع:**
  - أهداف تحليل السوق والقطاع.

تطوير مهارات مديري الفروع في تنمية وتمويل المشروعات الصغيرة والمتوسطة – أدوات مبتكرة وأساليب فعالة

8630-P26-CA

بقاعات التدريب

٢٤ ساعة

- الأهمية العملية لتحليل السوق والقطاع.
- مكونات تحليل السوق والقطاع.
- أدوات مساعدة في التحليل.
- نموذج عملي لتحليل قطاعي.
- التوصية الائتمانية (مثال تحليلي).
- تدريب عملي.

• **تحليل الجدارة الائتمانية:**
- الأهداف الرئيسية لتحليل الجدارة الائتمانية.
- التقييم الرقمي للجدارة الائتمانية.
- الاستعلام الشامل.

• **مؤشرات الأداء المالي:**
- أهمية مؤشرات الأداء المالي في إدارة محفظة المشروعات الصغيرة والمتوسطة.
- المؤشرات والنسب المالية الأساسية لتقييم الأداء المالي.
- أهم المؤشرات التي يجب أن تركز عليها المشاريع الصغيرة في بداياتها.

• **نظم المعلومات الإدارية:**
- ما هو نظام المعلومات الإدارية.
- أهمية MIS في إدارة محفظة المشروعات الصغيرة والمتوسطة.
- مكونات MIS الفعّال في هذا السياق.
- نموذج Dashboard تحليلي لمحفظة المشروعات الصغيرة والمتوسطة– SMEs.
- تقارير الأداء الدورية (KPI Reports –) شهرية/ربع سنوية.

• **نظم الإنذار المبكر:**
- مفهوم نظام الإنذار المبكر.
- أهمية الإنذار المبكر.
- مقارنة بين أنظمة الإنذار الحديثة والتقليدية.
- علامات انذار مبكر كمؤشرات لتعثر القروض.

• **الفرق بين إدارة الائتمان وإدارة التحصيل:**
- مفهوم إدارة الائتمان.
- استراتيجيات إدارة الائتمان.
- الأهداف الرئيسية لإدارة الائتمان.
- الأدوات التحليلية لإدارة الائتمان.
- خطوات إدارة الائتمان.
- مفهوم إدارة التحصيل.
- استراتيجيات إدارة التحصيل.
- الأهداف الرئيسية لإدارة التحصيل.
- الأدوات التحليلية لإدارة التحصيل.
- خطوات إدارة التحصيل.
- مقارنة عملية بين إدارة الائتمان وإدارة التحصيل.

• **المعايير البيئية والاجتماعية والحوكمة:**
- القطاع المصرفي يعزز جهوده في مجال التمويل المستدام.
- ما هي معايير ESG؟
- لماذا تُعتبر معايير ESG مهمة؟
- تدريب عملي.

استراتيجية التقييم:

سيتم تقييم المتشاركين بناء على تفاعلهم ومشركاتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ٢ وحدات تعليم مستمر (تمنح بناء على الساعات الفعلية للمحاضرات).

اللغة المستخدمة:

العربية

متطلبات الحضور:

شريطة توافر عدد ٣ سنوات خبرة على الأقل.

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الإقراض متناهي الصغر لمؤسسات التمويل الأصغر

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البنك المركزي المصري
المعهد المصرفي المصري

الإقراض متناهي الصغر

19-P26-VA

تعلم عن بعد

٣٦ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لمساعدة العاملين بوحدات التمويل متناهي الصغر بالقطاع الغير مصرفي وبشكل خاص السادة مسئولي ومديري الإقراض متناهي الصغر للتعرف على الخدمات المصرفية للمشروعات متناهية الصغر بشكل احترافي يتوافق مع الممارسات المصرفية المقبولة، بمشاركتهم واجتيازهم على التقييم النهائي سيتم المساعدة على تكوين كوادر بشرية فاعلة في قطاع التمويل متناهي الصغر.

إلى من يوجه البرنامج:

- كل العاملين بوحدات التمويل متناهي الصغر بالقطاع الغير مصرفي أو ممن يسند إليهم – او سيسند إليهم – مهام ومسؤوليات تتعلق بتمويل المشروعات متناهية الصغر، وبشكل خاص السادة مسئولي ومديري الإقراض متناهي الصغر في مؤسسات التمويل الأصغر.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- شرح قواعد ممارسة نشاط التمويل متناهي الصغر في القطاع غير المصرفي.
- تطبيق مهارات التحليل المالي للقوائم المالية والتقييم الائتماني السليم لاحتياجات مؤسسات التمويل متناهي الصغر.
- تطبيق مهارات تقييم الجدارة الائتمانية لمؤسسات التمويل متناهي الصغر.
- استخدام منهجيات تمويل مؤسسات التمويل متناهي الصغر.

محتويات البرنامج:

الجزء الأول: طبيعة وتحليل سوق نشاط التمويل متناهي الصغر غير المصرفي

المحاضرة الأولى: مقدمة في التمويل متناهي الصغر

- ماهية وطبيعة صناعة التمويل متناهي الصغر غير المصرفي.
- الشمول المالي والمبادئ العامة لصناعة التمويل متناهي الصغر غير المصرفي.
- مناهج إقراض عملاء التمويل متناهي الصغر غير المصرفي.
- تكليف خارجي.

المحاضرة الثانية: تنظيم نشاط التمويل متناهي الصغر

- القواعد والضوابط الحاكمة للتمويل متناهي الصغر غير المصرفي في مصر.
- السياسة الائتمانية لمؤسسات التمويل متناهي الصغر وضوابطها.
- تكليف خارجي.

المحاضرة الثالثة: تحليل نشاط التمويل متناهي الصغر

- تحليل سوق نشاط التمويل متناهي الصغر غير المصرفي في مصر وإحصاءاته.
- نماذج عمل مؤسسات التمويل متناهي الصغر في السوق المصري.
- تكليف خارجي.

الجزء الثاني: مبادئ التحليل المالي للقوائم المالية وتقييم أداء المشروعات متناهية الصغر

المحاضرة الأولى: القوائم المالية لمؤسسات التمويل متناهي الصغر

- مقدمة عن القوائم المالية لمؤسسات التمويل متناهي الصغر.
- القوائم المالية للجمعيات والمؤسسات الأهلية.
- القوائم المالية لشركات التمويل متناهي الصغر.
  - قائمة المركز المالي.
  - قائمة الدخل.
  - قائمة التدفق النقدي.
- الايضاحات المتممة للقوائم المالية.
- تكليف خارجي.

المحاضرة الثانية: تحليل واستخدام معايير السلامة المالية الرئيسية للمشروع وتقييمه

- تحليل مؤشرات / معايير / نسب السلامة المالية الرئيسية للمشروع.
- أولا: نسب السيولة.
- ثانيا: نسب النشاط.
- ثالثا: نسب الربحية.
- رابعا: الهيكل التمويلي.
- تكليف خارجي.

المحاضرة الثالثة: قياس معايير الملاءة المالية لمؤسسات التمويل الأصغر

- معايير الملاءة المالية من قواعد النشاط ممارسة الشركات لنشاط التمويل الأصغر.
- تكليف خارجي.

المحاضرة الرابعة: تطبيقات متنوعة على التحليل المالي للقوائم المالية

- تطبيقات نسب السيولة.
- تطبيقات نسب الهيكل التمويلي.

الإقراض متناهي الصغر لمؤسسات التمويل الأصغر

19-P26-VA

تعلم عن بعد

٣٦ ساعة

الجزء الثالث: أسس منح الائتمان وإجراء التقييم الائتماني السليم لاحتياجات مؤسسات التمويل الأصغر

المحاضرة الأولى: تطبيق أسس منح الائتمان عند التعامل مع المشروعات متناهية الصغر

- تعريف الائتمان وخصائصه.
- أنواع الائتمان.
- سجل الضمانات المنقولة ومميزاتها.
- تكليف خارجي.

المحاضرة الثانية: أهمية الاستعلام في منح الائتمان والطرق المختلفة لإجرائه

- طبيعة الاستعلام المصرفي (الاستعلام الائتماني I-Score – الاستعلام الميداني).
- تقرير الاستعلام الميداني.
- عناصر التقرير الشامل والأساسي لزيارة الاستعلام الميداني للعميل في المرة الأولى.
- عناصر التقرير الشامل لزيارة استعلام متابعة تنفيذ المشروع لإنفاق التمويل.
- التقرير الشامل لزيارة استعلام المتابعة أثناء عدم الانتظام.
- التقرير الشامل لزيارة استعلام التحريات أثناء فترة التعثر.
- تكليف خارجي.

المحاضرة الثالثة: الجدارة الائتمانية وعناصر تحليل المقترض للحكم على جدارته الائتمانية

- عناصر تحليل المقترض للحكم على جدارته الائتمانية.
- معايير التصنيف للجدارة الائتمانية.
- تكليف خارجي.

الجزء الرابع: مناهج الإقراض متناهي الصغر لمؤسسات التمويل الأصغر

المحاضرة الأولى: مناهج الإقراض للاحتياج قصير الأجل

- مقدمة في مناهج الاقراض.
- منهجية دورة تحول الأصول.
- تكليف خارجي.

المحاضرة الثانية: آليات التمويل قصير الأجل

- التمويل الموسمي.
- آلية الاستثمار العامل.
- تطبيق عملي على الاحتياج التمويلي قصير الأجل.
- تكليف خارجي.

المحاضرة الثالثة: مناهج الإقراض للاحتياج متوسط الأجل

- منهجية التدفقات النقدية:
  - قائمة التدفقات النقدية المتوقعة.
  - ارشادات استخدام قائمة التدفقات النقدية المتوقعة.
- تحديد هيكل التمويل الانسب وفقاً لكل منهجية :
  - هيكلة التمويل قصير الأجل.
  - هيكلة التمويل متوسط الأجل.
- تكليف خارجي.

المحاضرة الرابعة: تطبيقات متنوعة على مناهج الإقراض

- تطبيق عملي على الاحتياج التمويلي قصير الأجل.
- تطبيق عملي على الاحتياج التمويلي متوسط الأجل.

استراتيجية التقييم:

- المشاركة أثناء المحاضرة التفاعلية عن بعد ٢٠٪.
- التكليفات الخارجية بين المحاضرات ٢٠٪ .
- اختبار رسمي في نهاية البرنامج ٦٠٪ .
- درجة النجاح اعتباراً من ٦٠٪ من إجمالي ١٠٠٪.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

عدد ٣,٤ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

- يتطلب هذا البرنامج خبرة لا تقل عن سنه بالمشروعات متناهية الصغر.

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التحصيل عبر الهاتف للتمويل متناهي الصغر

الإقراض متناهي الصغر

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بقاعات التدريب

١٢ ساعة

وصف البرنامج:

يهدف هذا البرنامج إلى تزويد موظفي التحصيل في البنوك والمؤسسات المالية وفرق العمل المعنية بتقديم خدمات التمويل المتناهي الصغر، بالمهارات والمعرفة اللازمة لضمان عمليات تحصيل فعالة، مع التركيز على استراتيجيات التعامل مع العملاء، وتقنيات الإقناع، واستخدام الأدوات التكنولوجية الحديثة لرفع كفاءة عمليات المتابعة والتحصيل، وسيتم تقييم المشاركين بناء على تفاعلهم ومشاركتهم بالتدريبات الجماعية.

إلى من يوجه البرنامج:

- موظفو التحصيل في البنوك والمؤسسات المالية.
- فرق العمل المعنية بتقديم خدمات التمويل المتناهي الصغر.

أهداف البرنامج:

- إتقان مهارات الاتصال الفعال وتقنيات التحصيل الأساسية عبر الهاتف، بما في ذلك التعامل مع أنماط العملاء المختلفة.
- تطوير استخدام الاستراتيجيات المتقدمة والتعامل مع الحالات الصعبة والاعتراضات لضمان تحصيل ناجح عبر الهاتف.

محتويات البرنامج:

الجزء الاول: أساسيات التحصيل عبر الهاتف

- مقدمة في التحصيل عبر الهاتف
  - أهمية التحصيل في استدامة الأعمال.
  - الفرق بين التحصيل التقليدي والتحصيل عبر الهاتف.
- مهارات الاتصال الفعال في التحصيل
  - مهارات الاستماع الفعال.
  - نبرة الصوت وتأثيرها على العميل.
  - طرح الأسئلة بذكاء.
  - القدرة على الإقناع والتأثير.
  - التحكم في الحوار وإدارته.
  - التعاطف مع العميل دون التهاون.
  - التعامل مع الاعتراضات بحرفية.
  - إنهاء المكالمة بأسلوب احترافي.
- مراحل عملية التحصيل عبر الهاتف
  - التحضير قبل الاتصال.
  - افتتاحية المكالمة: كيفية كسب ثقة العميل.
  - تقديم المعلومات وإقناع العميل بالسداد.
  - التعامل مع الاعتراضات والمماطلة.
  - تقنيات التعامل مع الاعتراضات عبر الهاتف.
- تحليل أنماط العملاء وكيفية التعامل معهم
  - العميل المتعاون.
  - العميل المشغول دائماً.
  - العميل الغاضب أو العدواني.
  - العميل المراوغ أو المماطل.
  - العميل الغير المهتم.
  - العميل المتردد او الغير واثق.
  - العميل المتحجج بعدم القدرة المالية.
  - العميل الذي يرفض التحدث نهائياً.
- تمارين تطبيقية على مهارات التحصيل
  - محاكاة مكالمات تحصيل مع مواقف مختلفة (أمثلة مختلفة).

الجزء الثاني: تقنيات متقدمة واستراتيجيات التحصيل

- التعامل مع الاعتراضات وإقناع العميل بالسداد
  - أسباب الاعتراضات الشائعة وحلولها.
  - استراتيجيات الإقناع وتعزيز الدافع للسداد.
  - تقنيات التعامل مع الأعذار المتكررة.
- التعامل مع الحالات الصعبة والعملاء المتعثرين
  - استراتيجيات لحالات العسر المالي الحقيقي.
  - كيفية اقتراح خطط سداد مرنة.
  - متى يتم تصعيد الحالة للإدارة القانونية.
- مهارات التفاوض والإغلاق الناجح للمكالمات
  - استراتيجيات التفاوض الفعال.
  - كيفية تحقيق التزام واضح بالسداد.
  - إنهاء المكالمة بشكل احترافي.

* EBI's discount policy is not applicable to this program.

التحصيل عبر الهاتف للتمويل متناهي الصغر

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بقاعات التدريب

١٢ ساعة

- أدوات التكنولوجيا في التحصيل الهاتفي
  - استخدام أنظمة CRM والمتابعة الآلية.
  - تحليل البيانات لتحسين الأداء.

استراتيجية التقييم:

سيتم تقييم المشاركين بناء على تفاعلهم ومشاركتهم بالتدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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* EBI's discount policy is not applicable to this program.

إدارة محافظ التمويل الاستهلاكي الائتمانية وتحجيم مخاطرها

التمويل الاستهلاكي

8504-P26-CA

بقاعات التدريب

١٦ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج بهدف تدريب العاملين بقطاع المخاطر وخدمة العملاء ومقدمي الخدمات الائتمانية، ومديري الفروع، والمديرون التنفيذيون، مديرو نظم المعلومات، مديرو الالتزام المراجعة الداخلية، ورؤساء القطاعات بمؤسسات التمويل الاستهلاكي، على كيفية تقييم مخاطر الائتمان، وإدارة محافظ الاقراض والمخاطر المرتبطة بها، واستخدام مؤشرات الإنذار المبكر والتعرف على الاطار المقبول للمخاطر وشهية الخطر Risk Appetite ونسب التعثر وحدود الإيقاف للمنتجات، والتأمين، والامتثال للوائح الإقراض والسياسة الائتمانية، سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

إلى من يوجه البرنامج:

يوجه البرنامج الى العاملين بقطاع المخاطر وخدمة العملاء ومقدّمو الخدمات الائتمانية، ومديرو الفروع، والمديرون التنفيذيون، مديرو نظم المعلومات، مديرو الالتزام المراجعة الداخلية، ورؤساء القطاعات بمؤسسات التمويل الاستهلاكي.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرًا على:

- التعرف على أهمية إدارة المحفظة الائتمانية وتحليل المخاطر وتحليل جودة محفظة التمويل الاستهلاكي.
- تطبيق مؤشرات الإنذار المبكر (EWIs) واختبارات التحمل.
- تحسين السياسات الائتمانية في التمويل الاستهلاكي لضمان توازن الربحية والمخاطر.

محتويات البرنامج:

الجزء الأول: تحليل محفظة التمويل الاستهلاكي من منظور المخاطر

- أهمية إدارة المحفظة الائتمانية وتحليل المخاطر:
  - العلاقة بين جودة المحفظة والمخاطر المالية في التمويل الاستهلاكي.
  - التحديات الرئيسية في تحليل المحافظ الائتمانية الخاصة بالقروض الاستهلاكية.
- تحليل جودة المحفظة الائتمانية:
  - تحليل التركيب الائتماني (Credit Composition Analysis) لمحافظ التمويل الاستهلاكي.
  - تحليل الأداء الائتماني (Credit Performance Analysis) وفقًا لأنماط سلوك المستهلك.
  - تصنيف العملاء وفقًا لسلوك السداد وتأثير العوامل الاقتصادية على القروض الاستهلاكية.
- أساليب تحليل مخاطر المحفظة:
  - تحليل الدفعات الائتمانية (Vintage Analysis) لفهم تطور جودة القروض الاستهلاكية.
  - تحليل معدلات التعثر (Delinquency Analysis - 30-60-90 يومًا) وتأثيرها على قرارات الائتمان.
  - تحليل القروض غير المنتظمة (NPL - Non-Performing Loans) وإجمالي الخسائر الائتمانية (GCL - Gross Credit Loss) والخسائر الائتمانية الصافية (NCL - Net Credit Loss) وتأثيرها على الربحية.
  - تحليل نسبة الشطب (Charge-Off Analysis) ومنحنيات الاسترداد في التمويل الاستهلاكي.
  - تحليل الديون المعدومة (Write-Off Analysis) واستراتيجيات تقليل الخسائر في قروض الأفراد.
  - تحليل الحساسية للمحفظة (Portfolio Sensitivity Analysis) بناءً على سلوك المستهلكين.

الجزء الثاني: مؤشرات الإنذار المبكر (EWIs) وتقييم المخاطر في التمويل الاستهلاكي

- تحديد المؤشرات المبكرة للمخاطر:
  - أنواع مؤشرات الإنذار المبكر في قروض التمويل الاستهلاكي:
    المؤشرات المالية والتشغيلية.
    مؤشرات سلوك الحسابات (حجم العمليات، التأخيرات،....الخ).
    المؤشرات السوقية والاقتصادية وتأثيرها على السلوك الاستهلاكي.
- منهجيات التقييم الائتماني الأساسية:
  - نماذج تقييم المخاطر الائتمانية (Credit Risk Assessment Models) للتمويل الاستهلاكي.
  - احتمالية التعثر (PD)، الخسارة في حالة التعثر (LGD)، والتعرض في حالة التعثر (EAD).
  - تحليل القوائم المالية والنسب المالية الرئيسية للأفراد.

8504-P26-CA

بقاعات التدريب

١٦ ساعة

- اختبارات التحمل / الاجهاد (Stress Testing) لمحافظ التمويل الاستهلاكي:
  - تصميم سيناريوهات الضغط المالي وتأثيرها على المحفظة.
  - تحليل قدرة المحفظة على تحمل الصدمات الاقتصادية في قطاع التمويل الاستهلاكي.
  - قرار هيئة الرقابة المالية لاختبارات الاجهاد.

الجزء الثالث: تنفيذ سياسات المخاطر وتحسين استراتيجيات إدارة المحفظة

- تحسين السياسات الائتمانية وإدارة المخاطر في التمويل الاستهلاكي:
  - تحديد شهية المخاطر (Risk Appetite) وحدود الإيقاف.
  - تقييم الامتثال للوائح والتشريعات التنظيمية الخاصة بالتمويل الاستهلاكي.
- بناء إطار شامل للإنذار المبكر وتحليل المخاطر:
  - دمج المؤشرات المالية وغير المالية في نظام الإنذار المبكر للتمويل الاستهلاكي.
  - قياس الأداء وتحسين النظام باستخدام تحليلات البيانات المتقدمة.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركته في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٣ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Microsoft Access™ - Level II

Information Technology

113-P26-CE

In-Class

16 hours

Course Description:

This Advanced Access training class is designed for participants who have basic skills with Microsoft Access and want to learn advanced-level database design to gain the ability to establish and manage relationships, design and execute complex queries, integrate external data sources, create and customize advanced forms, generate and format detailed reports, automate tasks with macros, and develop and maintain desktop applications, given access to Microsoft Access software and relevant datasets, with a high level of proficiency and confidence.

Target Audience:

This course is intended for participants who have basic skills with Microsoft Access and who want to learn advanced-level

Course Objectives:

- Explain the concept of relationships in databases.
- Create Parameter Queries for dynamic results.
- Construct Tables from Other Databases into Access tables.
- Develop a sub-form for displaying related data within a main form.
- Design Reports in Design View.
- Use Macro Basics and their purpose in Access.
- Create the Navigation Form.

Course Outline:

Module 1: Relationships

- Review of Relationships
- Referential Integrity
- Relationships
- A Few Words about Naming Conventions

Module 2: Advanced Queries

- Query Design View.
- Review of Select Queries.
- Review of Select Queries with Criteria
- Logical Operators.
- Parameter Queries
- Action Queries

Module 3: Table Functions

- Importing data.
- Linking Tables from External Sources.
- Import tables from other Databases.
- Tables from Templates and Application Parts.

Module 4: Advanced Forms

- Design View.
- Formatting.
- Tab Order.
- Create Forms with Application Parts.
- Creating a Sub-form.
- Alter a Form.

Module 5: Advanced Reports

- Design View.
- Report Sections
- Arranging Fields on a Report.
- Resizing the Detail Section.
- Grouping and Sorting.
- Setting Properties on a Report.
- Special Report Fields.
- Controls.
- Sub reports.
- Application Parts.
- Deleting a Report.
- Formatting a Report.

Module 6: Macros

- Macro Basics
- Running a Macro

Microsoft Access™ - Level II

Information Technology

113-P26-CE

In-Class

16 hours

Module 7: Completing the Desktop Application

- The Navigation Form
- Running Macros from a Navigation Form
- Setting the Navigation Form as the Default Form
- Splitting the Database
- Distributing the Front-End Database
- Database Maintenance

Assessment and Attendance Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

Satisfactory completion of Microsoft Access - Level I.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Business Continuity Management

Information Technology

8513

In-Class

24 hours

Course Description:

The ISO 22301 identifies the fundamentals of Business Continuity Management (BCM) and provides a basis for implementing a world-class Business Continuity Management System within any organization. This 3-day 22301 Training provides an intensive and comprehensive learning experience for those wishing to understand in great depth the fine details of the ISO 22301 and its relation with Operational Resilience.
Training methodologies include power-point-based classroom lectures, group discussions, and individual/group exercises based on a case studies, and videos.

Target Audience:

- Business continuity Heads, Coordinators, Program/ Project Managers
- Project managers
- Auditors who wish to fully understand the implementation of BCMS
- Members of an organization that want to prepare for a business continuity
- function or for a BCMS project management function
- Auditor

Course Objectives:

- To Understand the implementation of a Business Continuity Management System (BCMS) in accordance with ISO 22301.
- To Gain a comprehensive understanding of the concepts, approaches, standards, methods and techniques required for the effective management of a BCMS.
- To Understand the relationship between the components of a BCMS and the compliance with the requirements of different stakeholders of the organization.
- To Acquire the necessary expertise to support an organization in implementing, managing and maintaining a BCMS as specified in ISO 22301.
- To Acquire the necessary expertise to manage a team implementing ISO 22301.
- To Develop the knowledge and skills required to advise organizations on best practices in the management of business continuity.
- To Understand the relation between Business continuity and Operational Resilience.

Course Outline:

- The 6 Major areas impact the business continuity
- The 10 Global Business Risks
- What is a Business Crisis to any Organization?
- The Difference Between Business Continuity and Operational Resilience
- Common Misperceptions About BCM
- Why Senior Management support so important
- Story of Black Swan theory and its relation with Business Continuity
- Being proactive in Business continuity
- Types of Crisis
- What is ISO (The International Organization for Standardization)
- Why we Need ISO 22301
- What is ISO 22301 (Plan – Do – check – Act)
- 7 P's of business Continuity

Important Definitions

- Activity – Resilience – Business Continuity – Business Continuity Plan –
- Business Continuity Management – Business Continuity Management System – Business Impact analysis – Disaster Recovery - Recovery Time
- Objectives – Business continuity Policy - Competences – Compliance –
- Recovery Point Objectives

ISO 22301 Clauses

- Clause 4 : Context of the organization
- Clause 5 : Leadership
- Clause 6 : Planning
- Clause 7 : support
- Clause 8 : Operation
- Clause 9 : Performance evaluation
- Clause 10 : Improvement

ISO 22301 implementation Lifecycle

- Program Management
  - Top Management support Letter (Memo)
  - Perform ISO22301 GAP Assessment
  - BCM Policy

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Business Continuity Management

Information Technology

8513

In-Class

24 hours

- BCM Teams formation
- Project Plan
- Identify the context of the organization
- Develop ISO 23301 Documentation system

Understand the Organization

- Risk Assessment
  - Risk Assessment methodology aligned with ISO31000
  - Risk Register
  - Risk Report
  - Risk Treatment Plan

Business Impact Analysis

- Questionnaire Development
- Conduct Business Impact Analysis Meetings
- Different reports (RTO , RPO , Systems ,Dependencies)

Business Continuity Strategy

- Loss of People
- Los of Premises
- Loss of Data
- Loss of equipment
- Loss of critical Vendors

Business continuity Plan Development (Sections of Business continuity Plan)

- Key Roles and Responsibilities
- Alternate site location/address
- Off-site Data and storage requirement
- Business Continuity Strategy
- List of recovery team / Backup
- Supplier / Vendor details
- Incident Response Plan
- Emergency numbers
- Recovery Plan
- Plan Maintenance
- Plan Test record

Test, Maintenance and audit Business continuity

- Test Process
- Test Documents
- When to conduct Business Continuity Plan Maintenance
- How to audit Business Continuity Management System

Embedding the Culture Business Continuity Management

- E-learning
- Embedding culture to all employees

Tips to avoid failure in Business continuity Management

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this course

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Analyzing Data with Excel

Information Technology

7123

In-Class

24 hours

Course Description:

This course is designed for business professionals, analysts, and Excel users who want to strengthen their data analysis skills. Through practical exercises and guided instruction, participants will learn how to import data from various sources, build Excel Data Models, apply DAX functions, and create powerful visualizations. By the end of the program, learners will be able to independently perform advanced data analysis in Excel and integrate it seamlessly with Power BI to deliver accurate, insightful business reports.

Target Audience:

This course is intended for business analysts, financial professionals, and decision-makers who need to enhance their ability to process, model, and visualize data using Excel in order to support effective business decisions.

Course Objectives:

By the end of this course, learners will be able to:

- Apply classic Excel techniques and construct PivotTables.
- Utilize the Excel Data Model and DAX formulas to perform structured analysis.
- Transform data and load clean datasets into Excel for analysis
- Analyze available database sources, and construct relationships and hierarchies for advanced analysis
- Transform structured and unstructured Excel reports into usable analytical datasets
- Apply DAX functions, develop measures, and advanced calculations for business insights
- Create reports using Cube Functions, and construct an effective visual dashboard
- Integrate Excel data into Power BI.

Course Outline:

Module 1: Data Analysis in Excel

- Classic Data Analysis with Excel
- Excel PivotTables
- Limitations of Classic Data Analysis

Module 2: The Excel Data Model

- Using an Excel Data Model
- DAX

Module 3: Importing data from files

- Importing Data into Excel
- Shaping and Transforming Data
- Loading Data

Module 4: Importing data from databases

- Available Data Sources
- Previewing, Shaping, and Transforming Data
- Loading Data
- Table Relationships and Hierarchies

Module 5: Importing data from Excel reports

- Importing Data from Excel Reports
- Transforming Excel Report Data

Module 6: Creating and formatting measures

- Data Analysis Expressions
- Measures
- Advanced DAX Functions

Module 7: Visualizing data in Excel

- Using Pivot Charts
- Using Cube Functions
- Creating Charts for Cube Functions

Module 8: Using Excel with Power BI

- Power BI
- Using Excel As a Data Source in Power BI
- Power BI Mobile App

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Analyzing Data with Excel

7123

In-Class

24 hours

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

In addition to their professional experience, students who attend this training should already have the following technical knowledge:

- Basic knowledge ofthe Microsoft Windows operating system and its core functionality.
- Good knowledge of Excel spreadsheets, functions, and charts
- Working knowledge of relational databases

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Financial Modeling

Credit & Finance

8458-1

In-Class

30 hours

Course Description:

This workshop provides comprehensive, hands-on training in building and analyzing financial models from scratch. Participants will acquire practical skills and knowledge essential for effective financial analysis and strategic decision-making.

Target Audience:

- Finance professionals with an intermediate to solid understanding of finance and accounting concepts and basic Excel proficiency.
- Suitable for investors, credit analysts, investment analysts, accountants, and finance experts involved in building, refining, or troubleshooting complex models, or those seeking solutions to advanced modeling

Course Objectives:

By the end of the course, participants will be able to:

- Develop comprehensive, integrated financial statements based on financial accounting principles.
- Apply essential Excel functions for financial modeling and performance analysis.
- Implement scenario-building and sensitivity analysis to enhance model accuracy.

Course Outline:

Introduction to Financial Modeling

- Overview and applications of financial models
- Best practices in model planning and structure
- Key elements of effective financial models
- Design, formatting, and organizational techniques
- Structural integrity and formula validation

Essential Excel Tools & Formulas

- Logical functions for analysis
- Lookup and reference functions for data handling
- Managing text and date functions
- Using macros in financial modeling

Building the Financial Model

- Core model components and front-end design
- Executive summary, headers, footers, and formatting
- Managing inputs, assumptions, and data validation

Revenue Projection & Scenario Analysis

- Constructing dynamic revenue scenarios
- Sensitivity analysis and what-if scenarios
- Designing a structured revenue schedule

Cost Analysis & Operational Expenses

- Categorizing COGS and operational costs
- Developing a detailed cost schedule
- Understanding operating leverage and semi-variable costs

Income Tax Calculation & Scheduling

- Estimating future income tax
- Differentiating current vs. deferred tax
- Tax calculation walkthrough

Depreciation & Fixed Assets (PP&E)

- Importance of depreciation scheduling
- Forecasting depreciation expenses
- Using lookup functions for CapEx integration
- Waterfall visualization and full asset depreciation

Working Capital Forecasting

- Projecting working capital and key metrics
- Developing a working capital schedule
- Calculating balances and forecasting needs

Financial Statement Compilation

- Integrating model components into financial statements
- Constructing the income statement, cash flow statement, and balance sheet

Capital Structure & Debt Modeling

- Debt categories and schedule creation
- Debt vs. equity estimation
- Long-term debt analysis and revolver modeling
- Designing an equity schedule

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Financial Modeling

Credit & Finance

8458-1

In-Class

30 hours

Model Outputs & Troubleshooting

- Identifying and fixing model issues
- Summary page organization
- Formatting, presentation, and print preparation

Assessment Strategy:

Participants will be evaluated according to their interaction and their participation in group exercises during the course.

Course Language:

English

Prerequisites:

N/A

Instructor:

Mr. Mina Wagih - He is Associate Director - Corporate Credit Risk - Risk Exposure Management Group, Commercial International Bank (CIB), Egypt

Mr. Mina has an experience over 17 years in conducting close supervision on specific industries performing accounts, Assessing and approving/concurring on the provided credit approval memos from the business, Identifying and assessing all risks affecting the company, ensuring that assigned risk ratings comply with policy guidelines Review and approve the conducted stress testing scenarios.

He also supervises and trains the subordinates to review and guide the assigned tasks.

Mr. Mina Holds an MBA Degree in Banking and Global Finance from Paris ESLSCA Business School in 2017.

- Certified credit & investment analyst CIB "Credit Course".
- Professional Certificate in Accounting and Audit "MAC" (AUC).
- And has a bachelor's degree in accounting

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* EBI's discount policy is not applicable to this program.

التحليل المالي لأغراض التقييم والتمويل والاستثمار

الإئتمان والتمويل

325-P26-VA

تعلم عن بعد

٢٥ ساعة

وصف البرنامج:

سيكتسب المشاركون في هذا البرنامج المعارف والمهارات اللازمة لتحليل القوائم المالية والتى تمثل أحد الخطوات الرئيسية في اتخاذ القرارات المالية والقرارات التي تتعلق بالإقراض والتأجير.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين في إدارات الائتمان، متابعة الائتمان، المخاطر، الاستثمار وإدارة المحافظ، والعاملين بالإدارات المالية وإدارات المراجعة والتكاليف في المؤسسات المالية الأخرى.

أهداف البرنامج:

- شرح هيكل وعناصر القوائم المالية.
- شرح كيفية تحليل القوائم المالية واتخاذ القرارات ذات الصلة.
- شرح محددات استخدام القوائم المالية في تقييم مؤسسات الأعمال وأهمية الحصول على معلومات إضافية.

محتويات البرنامج:

الجزء الأول: القوائم المالية

المحاضرة الأولى: مقدمة عن القوائم المالية

- مستخدمي القوائم المالية وطبيعة المصالح المرتبطة بكل منهم.
- خصائص المعلومات المحاسبية المدرجة بالقوائم المالية:
  - الصلة.
  - الأساس المقارن.
  - الاعتمادية.
  - الثبات.
- أنواع القوائم المالية:
  - قائمة المركز المالي (الموازنة).
  - قائمة الدخل.
  - قائمة عناصر الدخل الشامل الأخرى.
  - قائمة التدفقات النقدية.
  - قائمة التغير في حقوق الملكية.
  - قائمة توزيعات الأرباح المقترحة.
  - الإيضاحات المتممة للقوائم المالية.
- تكليف خارجي.

المحاضرة الثانية: الفرضيات والمبادئ المحاسبية الأساسية

- الفرضيات والمبادئ المحاسبية الأساسية:
  - مبدأ تحقق الإيراد.
  - أساس الاستحقاق.
  - مبدأ الأهمية النسبية.
  - فرضية الاستمرارية.
- تكليف خارجي.

المحاضرة الثالثة: معايير النشر الخاصة بالعناصر الأساسية للقوائم المالية

- معايير النشر الخاصة بالعناصر الأساسية للقوائم المالية:
  - الأصول الثابتة (المملوكة والمستأجرة).
  - الأصول غير الملموسة.
  - الاستثمارات المالية.
  - المخزون.
  - العملاء والمدينون وأوراق القبض.
- أنواع تقارير مراقبي الحسابات الخارجيين.
- تكليف خارجي.

الجزء الثاني: خطوات عملية التحليل المالي

المحاضرة الأولى: كيفية إعداد القوائم المالية

- تجهيز القوائم المالية لعملية التحليل المالي.
- التحليل باستخدام النسب المالية:
  - تحليل نسب السيولة.
  - تحليل مؤشرات ومكونات الربحية والدخل.
  - تحليل هيكل التمويل والرافعة المالية.
  - تحليل كفاءة إدارة الأصول.
  - تحليل مؤشرات السوق واتجاهات أسعار الأسهم.
- تكليف خارجي.

التحليل المالي لأغراض التقييم والتمويل والاستثمار

325-P26-VA

تعلم عن بعد

٢٥ ساعة

المحاضرة الثانية: التحليلات المقارنة والمالية

- التحليل المقارن.
- تحديد الأوزان النسبية لعناصر النسب المالية (أساسية/فرعية).
- بناء نموذج التحليل المالي الشامل.
- تكليف خارجي.

المحاضرة الثالثة: التقييم العام المتوازن (احتسابه وتقييمه)

- استخراج مؤشر التقييم العام المتوازن.
- اتخاذ القرار الاستثماري/التشغيلي/التمويلي بناء على نتائج التحليل المالي.
- تكليف خارجي.

الجزء الثالث: محددات استخدام القوائم المالية في التحليل المالي

المحاضرة الأولى: محددات استخدام القوائم المالية

- محددات استخدام النسب المالية في عملية التحليل المالي.
- تأثير التغير في معدلات التضخم على سلامة عملية التحليل المالي باستخدام القوائم المالية.
- تكليف خارجي.

المحاضرة الثانية: – تأثير التغير في أسعار العملات الأجنبية على سلامة عملية التحليل المالي باستخدام القوائم المالية.

- تأثير التغير في أسعار العملات الأجنبية على سلامة عملية التحليل المالي باستخدام القوائم المالية.
- تكليف خارجي.

المحاضرة الثالثة: – أهمية الحصول على المعلومات الإضافية من خارج القوائم المالية

- مصادر الحصول على المعلومات الإضافية من خارج القوائم المالية.
- تكليف خارجي.

استراتيجية التقييم

- ٨٠٪ تكليفات خارجية.
- ٢٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢,٣ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

الإلمام بالقواعد المحاسبية.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Financial Leasing

Credit & Finance

6245-2

In-Class

6 hours

Course Description:

This course is designed for participants seeking a comprehensive understanding of financial leasing. Upon successful completion, learners will be able to: define the core concept and key characteristics of financial leasing, identify its advantages and disadvantages for both lessors and lessees, and effectively differentiate it from other financing methods. Furthermore, they will be equipped to analyze the structure and key components of a financial lease agreement and critically evaluate the financial implications of entering such arrangements.

Target Audience:

This program is designed for individuals with little to no prior experience in financial leasing who are interested in pursuing a career in this field.

Course Objectives:

- Understand the concept of financial leasing and its key characteristics.
- Identify the advantages and disadvantages of financial leasing for lessors and lessees.
- Differentiate financial leasing from other financing methods.
- Analyze the structure and key components of a financial lease agreement.
- Evaluate the financial implications of entering a financial lease.

Course Outline:

Module 1: Overview of Financial Leasing

- Definition and basic concept of financial leasing
- Leasing Portfolio amount
- Assets dealt with through leasing.
- Targeted companies and sectors
- Regulator & Principles governing financial leasing transactions.
- Types of financial leasing (Direct lease and Sale & Lease back)

Module 2: Principles and Benefits of Financial Leasing

- Advantages for lessees: Improved cash flow, access to recent technology, tax benefits (depending on location).
- Advantages for lessors: High returns, portfolio diversification, secured loans.
- Disadvantages for lessees: Limited ownership rights, potential for obsolescence, residual value risk.
- Disadvantages for lessors: Credit risk, risk of early termination, asset management challenges

Module 3: Differentiation between Financial Leasing & other financing and leasing options

- Differentiating between operating leases and finance leases
- Financial leasing vs Banks

Module 4: Granting Financial Leasing

- Purpose of leasing facility
- Repayment methods
- Components of a typical financial lease agreement
- Basic financial analysis techniques for evaluating lease proposals.
- Legal and documentation considerations in lease structuring

Module 5 Conclusion and Q&A

- Recap of key learning points.
- Emerging trends and the future of financial leasing.
- Open forum for questions and discussions.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Course Language:

English

Introduction to Financial Leasing

Credit & Finance

6245-2

In-Class

6 hours

Instructor:

Mr. Belal Mohamed Gamal - Head of Large Corporates & Syndicated Facilities – Cairo Leasing Corporation (BDC Affiliate)

Mr. Belal currently leads the Large Corporates and Syndicated Facilities Division at Cairo Leasing Corporation. He previously worked at QNB Al-Ahli Leasing as a Senior Commercial Marketing Executive and as a Corporate Recovery Analyst. His background includes solid experience in corporate finance and leasing.

Qualifications:

- Bachelor of Commerce – Business Administration (English Section), Benha University, 2009
- CFA Level 1 – CFA Institute, 2015
- Certificate in Credit Analysis – Egyptian Banking Institute, 2018
- MBA in Business Administration and Management – Arab Academy for Science (Expected 2025)

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* EBI's discount policy is not applicable to this program.

Fundamentals of Financial Statement Analysis

Credit and Finance

342-P26-VE

Virtual

24 hours

Course Description:

This course, designed for employees in credit, risk, investment, portfolio management, finance, and accounting departments at financial institutions, equips participants with essential financial statement analysis skills. Learners will demonstrate proficiency in interpreting financial statements, including balance sheets, income statements, and cash flow statements, under guided instruction. By analyzing real-world case studies, participants will apply fundamental accounting concepts and techniques such as horizontal analysis, vertical analysis, and ratio analysis. The course enables learners to evaluate credit risk and loan applications effectively in professional settings. Through assignments and case studies, participants will showcase their ability to mitigate financial risks and make informed decisions.

Target Audience:

The program targets employees at the credit, credit monitoring, risk, investment departments and employees at the portfolio management, finance departments and cost and accounting departments in other financial institutions.

Course Objectives

- Identify the types of financial statements, their relationships, and fundamental accounting concepts.
- Describe the components of a balance sheet, including assets, liabilities, and owners' equity.
- Explain the structure and importance of the income statement, including revenues, COGS, and taxes.
- Recognize the categories and methods of preparing cash flow statements.
- Identify horizontal, vertical, and ratio analysis techniques to interpret financial statements.
- Understand the process of evaluating credit risk and the contents of a credit application.
- Demonstrate comprehension of financial statement analysis through practical case study applications.

Course Outline

Module One: Introduction

Session One: Introduction

- Financial statements.
- Types of Financial Statements.
- Relationship between the Financial Statements.
- Fundamental Accounting Concepts/principals.
- The Eight Limitations of Accounting.
- What's in the Annual Reports?
- Audit Reports.
- Assignment.

Module Two: Balance Sheet Statement

Session One: Balance Sheet Statement

- Current assets.
- Non-current assets.
- Current Liabilities.
- Non-Current Liabilities.
- Owners' Equity.
- Assignment.

Module Three: Income Statement

Session One: Income Statement

- Income Statement (P&L Statement).
- Revenues/Sales/Turnover.
- Cost of goods sold (COGS).
- Gross Profit.
- Operating section.
- Non-operating section.
- Taxes.
- Importance of income statement.
- Assignment.

Fundamentals of Financial Statement Analysis

Credit and Finance

342-P26-VE

Virtual

24 hours

Module Four: Cash Flow Statements

Session One: Cash Flow Statements

- Cash Flow Statements.
- Categories of Cash Flow Statements.
- Methods of preparing cash flow statement.
- Assignment.

Module Five: Financial Statements Analysis

Session One: Financial Statements Analysis

- What's financial statement analysis?
- What's the purpose of financial statement analysis?
- Limitations of Financial Statements Analysis.
- Techniques of Analysis:
  - Horizontal Analysis.
  - Vertical Analysis.
  - Ratios.
- Dupont Formula.
- Assignment.

Module Six: Credit Risk Analysis

Session One: Credit Risk Analysis

- What's Credit Risk?
- Who's responsible to Mitigate the credit Risk?
- How to evaluate the credit Risk and the loan application?
- Credit Application Contents.
- Assignment.

Module Seven: Case Study

Session One: Case Study - Part 1

- Case Study.
- Assignment.

Session Two: Case Study - Part 2

- Case Study.
- Assignment.

Assessment Strategy:

- 80 % assignments between sessions.
- 20% participation.
- Cut off score is 60% of total grade which is "100".

Upon Successful Completion of this Course, participants will obtain:

2.2 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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الكشف عن التزييف والتزوير

479-P26-VA

تعلم عن بعد

٢٨ ساعة

وصف البرنامج:

يكتسب المشاركون أثناء هذا البرنامج المهارات الضرورية لكشف العملات المزيفة والمستندات المزورة، بالإضافة إلى التعرف على مسئوليات موظفي البنوك في التعامل مع حالات التزييف والمستندات المزورة. كما يكتسب المشاركون المهارات اللازمة للتمييز بين التوقيعات والأختام الرسمية الصحيحة والمزورة.

إلى من يوجه البرنامج:

يوجه هذا البرنامج لموظفي البنوك الذين يتعاملون مع العملات الورقية والمستندات.

أهداف البرنامج:

- تعريف التزييف والتزوير.
- وصف التوقيعات والاختام.
- التمييز بين التوقيعات الصحيحة والمزورة.
- وصف الخصائص الأمنية لتأمين المستندات.
- تطبيق على أنواع التزوير الحديثة.
- تعريف تزييف العملات.
- استخدام الأدوات اللازمة للكشف عن العملات المزورة.

محتويات البرنامج:

الجزء الأول: مقدمة عن التزييف والتزوير.

المحاضرة الأولى: مقدمة عن التزييف والتزوير.

- المفاهيم الرئيسية لتزييف وتزوير المستندات.
- مسئولية الكشف عن عمليات التزوير والمستندات المزيفة.
- تكليف خارجي.

الجزء الثاني: التوقيعات والاختام

المحاضرة الأولى: التوقيعات والاختام

- اشكال التوقيعات والاختام.
- القواعد الرئيسية لخطوط الكتابة.
- تكليف خارجي.

الجزء الثالث: التمييز بين التوقيعات الصحيحة والمزورة

المحاضرة الاولى: التمييز بين التوقيعات والأختام الصحيحة والمزورة

- التميز بين التوقيعات الصحيحة والمزورة.
- التمييز بين الأختام الصحيحة والمزورة.
- تكليف خارجي.

الجزء الرابع: الخصائص الأمنية لتأمين المستندات

المحاضرة الأولى: الخصائص الأمنية لتأمين المستندات

- مفهوم الخصائص الأمنية في المستندات.
- دور الخصائص الأمنية.
- الخصائص الامنية الحديثة للمستندات.
- تكليف خارجي.

الجزء الخامس: تطبيق على أنواع التزوير الحديثة

المحاضرة الأولى: الأنواع المختلفة التزوير الحديثة

- التقنيات الحديثة في الطباعة في إتمام جرائم التزوير في المستندات والعملات.
- التقدم التقني والتكنولوجي في مجال برامج الحاسب الألى من التأثير على الظاهرة الاجرامية في جرائم التزييف والتزوير ، وتحولها من جريمة حرفية الى جريمة مبرمجة.
- تكليف خارجي.

المحاضرة الثانية: الأنواع المختلفة التزوير الحديثة

- تقنية مسح الرموز الشريطية والاستجابة السريع الكيو ار كود .(Barcode & QR code)
- اليات الكشف عن مستندات إثبات الهوية المصرية والعربية والأجنبية.
- تكليف خارجي.

الجزء السادس: تزييف العملات

المحاضرة الأولى: تزييف العملات

- أنواع العملات.
- الأدوات التي يحتاجها فاحصي العملات لأداء مهامهم.
- تكليف خارجي.

الكشف عن التزييف والتزوير

479-P26-VA

تعلم عن بعد

٢٨ ساعة

المحاضرة الثانية: خطوات الكشف عن العملات المزورة

- خطوات الكشف عن العملات المزورة.
- الخصائص الأمنية الحديثة في العملات.
- تكليف خارجي.

الجزء السابع: الأدوات اللازمة للكشف عن العملات المزورة

المحاضرة الأولى: طرق الكشف عن العملات المزورة

- الأدوات التي يحتاجها فاحصي العملات لأداء مهامهم.
- خطوات الكشف عن العملات المزورة.
- تكليف خارجي.

استراتيجية التقييم:

- ٤٠٪ المشاركة أثناء المحاضرة التفاعلية عن بعد.
- ٦٠٪ تكليفات خارجية.
- درجة النجاح ٦٠٪ من مجموع الدرجات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢٫١ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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الإطار العام لنظم العمليات المصرفية

360-P26-VA

تعلم عن بعد

٣٦ ساعة

وصف البرنامج:

صُممت هذه الدورة للمختصين في القطاع المصرفي، ومسؤولي الامتثال، وكل من يرغب في تعميق فهمه للأنظمة والعمليات المصرفية. بحلول نهاية الدورة، سيكون المشاركون قادرين على شرح هيكل ومهام البنوك المركزية، بما في ذلك البنك المركزي المصري، وتطبيق معرفتهم بالعمليات المصرفية الأساسية مثل أنواع الحسابات، والصرف الأجنبي، والأوراق التجارية، ورسائل SWIFT. كما سيتعمقون في تحليل منتجات الخدمات المصرفية التجزئة، وإدارة الائتمان، وأدوات التمويل التجاري مثل خطابات الاعتماد والضمانات، بالإضافة إلى تطبيق تقنيات مكافحة غسيل الأموال وتمويل الإرهاب. من خلال دراسات حالة واقعية، ونقاشات تفاعلية، وتدريبات عملية، سيعبر المشاركون عن فهم شامل وتطبيق عملي للمفاهيم المصرفية الرئيسية.

إلى من يوجه البرنامج:

- الموظفون الجدد في البنوك العاملين في مجالات الخدمات المصرفية التجزئة، العمليات، التمويل التجاري، أو إدارة الائتمان.
- الموظفون الجدد أو الشباب الذين يبحثون عن أساسيات الأنظمة المصرفية.

أهداف البرنامج:

- توضيح هيكل النظام المصرفي ودوره في دعم التنمية الاقتصادية.
- استخدام المعرفة بالعمليات المصرفية لحل المشكلات العملية في القطاع.
- تطوير استراتيجيات لتحسين رضا العملاء باستخدام منتجات وخدمات التجزئة المصرفية.
- إظهار كيفية استخدام أدوات التمويل التجاري، مثل خطابات الاعتماد والضمانات.
- شرح مبادئ مكافحة غسيل الأموال والجرائم المالية في البنوك.

محتويات البرنامج:

الجزء الأول: النظام المصرفي ودوره في التنمية الاقتصادية

المحاضرة الأولى: دور النظام المصرفي في الاقتصاد.

- دور القطاع المصرفي.
- البنك المركزي المصري.
- العلاقة بين الحكومة والبنك المركزي المصري.
- اختبار قصير.

المحاضرة الثانية: أنواع البنوك ووظائفها

- أنواع البنوك وادوارها.
- اختبار قصير.

الجزء الثاني: الأعمال المصرفية المختلفة

المحاضرة الأولى: الهيكل التنظيمي والكفاءات المصرفية.

- الهيكل التنظيمي للبنوك التجارية.
  - المكاتب الأمامية والمكاتب الخلفية.
  - العمليات المصرفية.
  - قنوات التوزيع.
- الكفاءات الأساسية المطلوب توافرها في المصرفيين.
- اختبار قصير.

المحاضرة الثانية: الحسابات البنكية وإدارتها

- أنواع الحسابات المختلفة الشائعة بالبنوك.
- أنواع أخرى من الحسابات (من منظور الملكية والنشاط).
- إغلاق الحساب.
- المعاملات النقدية.
- اختبار قصير.

المحاضرة الثالثة: الصرف الأجنبي والأوراق التجارية

- الصرف الأجنبي.
- الأوراق التجارية.
  - الكمبيالات.
  - السندات الإذنية.
  - الشيكات.
- اختبار قصير.

المحاضرة الرابعة: الخدمات الدولية والائتمان.

- SWIFT.
- قسم/إدارة الائتمان.
- اختبار قصير.

الإطار العام لنظم العمليات المصرفية

360-P26-VA

تعلم عن بعد

٣٦ ساعة

المحاضرة الخامسة: الخزانة والقطاعات الداعمة

- إدارة الخزانة وأسواق رأس المال.
- سوق الأوراق المالية.
- غرفة التداول.
- علاقات المراسلين.
- القطاعات الداعمة.
- الاستدامة.
- اختبار قصير.

الجزء الثالث: التجزئة المصرفية وعملياتها

المحاضرة الأولى: أساسيات التجزئة المصرفية

- تعريف التجزئة المصرفية.
- مزايا التجزئة المصرفية.
- منتجات التجزئة المصرفية.
- اختبار قصير.

المحاضرة الثانية: الائتمان والتحول الرقمي

- تقييم الجدارة الائتمانية – I-score.
- مخاطر الائتمان للأفراد.
- القنوات المصرفية الالكترونية / الرقمية.
- التحديات ومستقبل التجزئة المصرفية.
- اختبار قصير.

الجزء الرابع: تمويل التجارة

المحاضرة الأولى: أدوات وتطبيقات تمويل التجارة

- التجارة الخارجية / الدولية.
- الاعتماد المستندي (L/C) وخطاب الضمان (L/G).
- أدوات التجارة الأخرى.
- دراسة حالة: شركة ABC والمناقصة الحكومية.
- اختبار قصير.

الجزء الخامس: مكافحة غسل الأموال

المحاضرة الأولى: مفاهيم وتدابير مكافحة غسل الأموال.

- تعريف غسل الأموال.
- عملية غسل الأموال.
- تمويل الإرهاب.
- الهيئات الدولية المؤثرة في مكافحة غسل الأموال.
- الأنشطة المثيرة للقلق والتي قد تتضمن غسل أموال او تمويل الارهاب.
- التدابير المصرفية الشائعة لاكتشاف معاملات غسل الأموال.
- اختبار قصير.

الجزء السادس: محاضرة لمتابعة الأثر التدريبي:

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم:

- ٧٠٪ اختبار رسمي في نهاية البرنامج.
- ٣٠٪ اختبارات قصيرة و تكليفات خارجية.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٣,٢ وحدات تعليم مستمر.

اللغة المستخدمة:

الإنجليزية/العربية.

360-P26-VA

تعلم عن بعد

٣٦ ساعة

متطلبات الحضور:
مستوى متوسط من اللغة الإنجليزية في حالة حضور البرنامج باللغة الإنجليزية.

هذا البرنامج يؤهلك لحضور:
برنامج تصميم وتطوير منتجات التجزئة المصرفية.

متطلبات الحصول على الشهادة:
يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي ستُعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وستُحتسب مدتها ضمن إجمالي ساعات البرنامج بالإضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠٪ من مدة الدورة.

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Quality Management for Banking Operations

Banking Operations

364-P26-CE

In-Class

12 hours

Course Description:

This course is designed to address the deployment of quality management principles for the excellence of operations activities. Observance of Quality Management System (QMS) in carrying out operations activities will lead to increasing and continually developing the operations staff performance and their fundamental skills.

Target Audience:

The course targets candidates who work in operations division and quality management departments.

Course Objectives

- Identify operations activities
- Understand quality management principles for operations activities
- Establish a QMS (Quality Management System) for operations activities
- Evaluate operations and risk management

Course Outline

Module 1: Positioning of Operations Activities

- Centralization of concepts and objectives.
- Operations activities organization chart.
- Operations between front and back office.
- Operations division department by department.
- Listing of operations activities.

Module 2: Operations Management

- Formation of job descriptions template for cash and none cash activities
- Ideal staffing and operations time units (OUT)
- Operation's dash boards and indicators

Module 3: Quality Management System Aspects

- Quality management world
- Quality management concepts
- Deming Cycle "PDAC"
- Key indicators:
  - Key Performance Indicator
  - Key Quality Indicator
  - Key Risk Indicator
- Quality documents and procedures
- ISO families and QMS

Module 4: Operations and Risk Management

- Definition of operations risk
- Identifying risk within operations activities
- Operation risk management

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

1 CEUs.

Course Language:

English.

Prerequisites:

- Intermediate level of English Language.
- Experience not less than two years in the operations departments.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Navigating Digital Banking, E-Payments, and Fraud Challenges

Banking Operation

6550-2

In-Class

16 hours

Course Description:

This course is designed to equip bank employees with the knowledge and skills to navigate the rapidly evolving landscape of digital banking, including emerging trends, risks, and opportunities. Participants will gain a deep understanding of the latest developments in fraud, digital currency, e-payment, online banking, mobile wallets, artificial intelligence, and other innovative areas, enabling them to provide exceptional customer service and stay ahead of the competition.

Target Audience:

- Bank employees, including customer service representatives, branch managers, Tellers, risks, and fraud management professionals.
- Financial institution employees, including compliance officers, IT, and non-IT.
- Anyone interested in staying up to date with the latest trends and innovations in digital banking.

Course Objectives:

- Understand the latest trends and innovations in digital banking, including online banking, mobile wallets, and emerging payment technologies.
- Develop knowledge about different types of fraud in digital banking, such as phishing, smishing, vishing, and deepfake fraud, as well as strategies for fraud detection and prevention.
- Learn about digital currencies, including Bitcoin and Ethereum, and understand blockchain technology and its applications in the banking industry.
- Gain insights into various e-payment systems, including online banking, mobile payments, credit cards, and ATMs, as well as their security features, risks, and emerging trends.
- Develop skills in using online banking and mobile wallet applications, understanding their evolution, security features, risks, and best practices for secure usage.
- Understand the role of artificial intelligence (AI) and machine learning (ML) in banking, including their applications in fraud detection, customer service, and risk management, as well as ethical considerations.
- Acquire knowledge about cybersecurity threats in digital banking and strategies for mitigating risks, such as encryption, two-factor authentication, incident response, and disaster recovery planning.
- Learn about regulatory frameworks and compliance requirements for digital banking services, such as PSD2, GDPR, and PCI-DSS, as well as best practices for regulatory compliance.
- Understand the importance of customer experience in digital banking and strategies for designing effective digital channels, enhancing customer engagement, and building loyalty.
- Explore the future of banking and emerging technologies, such as quantum computing and 5G networks, and develop strategies for staying ahead of the curve in a rapidly evolving industry.

Course Outline:

Module 1: Introduction to Digital Banking

- Overview of digital banking and its impact on the financial industry.
- Key drivers of digital transformation in banking.
- Benefits and challenges of digital banking.

Module 2: Emerging Trends in Fraud

- Types of fraud in digital banking (e.g., phishing, smishing, vishing).
- Advanced fraud techniques (e.g., deepfake, AI-powered fraud).
- Fraud detection and prevention strategies.

Module 3: Digital Currencies and Blockchain

- Introduction to digital currencies (e.g., Bitcoin, Ethereum).
- Blockchain technology and its applications in banking.
- Regulatory frameworks for digital currencies.

Module 4: E-Payment Systems

- Overview of e-payment systems (e.g., online banking, mobile payments, credit cards and ATMs).
- Security features and risks associated with e-payment systems.
- Emerging trends in e-payment systems (e.g., electronic checks, contactless payments, wearables).

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Navigating Digital Banking, E-Payments, and Fraud Challenges

Banking Operation

6550-2

In-Class

16 hours

Module 5: Online Banking and Mobile Wallets
- Evolution of online banking and mobile wallets.
- Security features and risks associated with online banking and mobile wallets.
- Best practices for online banking and mobile wallet security.

Module 6: Artificial Intelligence and Machine Learning in Banking.
- Introduction to AI and ML in banking.
- Applications of AI and ML in fraud detection, customer service, and risk management.
- Ethical considerations and challenges of AI and ML in banking.

Module 7: Cybersecurity in Digital Banking.
- Overview of cybersecurity threats in digital banking.
- Strategies for mitigating cybersecurity risks (e.g., encryption, two-factor authentication).
- Incident response and disaster recovery planning.
- Module 8: Regulatory Frameworks and Compliance.
- Overview of regulatory frameworks for digital banking (e.g., PSD2, GDPR, PCI-DSS).
- Compliance requirements for digital banking services.
- Best practices for regulatory compliance in digital banking.

Module 8: Regulatory Frameworks and Compliance.
- Overview of regulatory frameworks for digital banking (e.g., PSD2, GDPR, PCI-DSS).
- Compliance requirements for digital banking services.
- Best practices for regulatory compliance in digital banking.

Module 9: Customer Experience and Digital Channels.
- Importance of customer experience in digital banking.
- Designing effective digital channels (e.g., mobile apps, online platforms).
- Strategies for enhancing customer engagement and loyalty.

Module 10: Future of Banking and Emerging Technologies.
- Emerging technologies in banking (e.g., quantum computing, 5G networks).
- Potential impact of emerging technologies on the banking industry.
- Strategies for staying ahead of the curve in a rapidly evolving industry.

Assessment Strategy:
Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Course Language:
English.

Prerequisites:
Intermediate level of English.

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Navigating Digital Banking, E-Payments, and Fraud Challenges

Banking Operation

6550-2

In-Class

16 hours

Trainer BIO

Dr. Zakaria Abokabera:

Instructor Biography: I am Zakaria Abokabera, a renowned expert in document examination and digital forensics. With experience in the fields of signatures and currency verification, cybercrime, E-payment, Artificial intelligence, and digital fraud prevention, I am a certified instructor dedicated to educating individuals and institutions on advanced techniques in these areas. As a recognized researcher and innovator, I have developed multiple patented technologies and AI applications for documents for forensic analysis.

Education:

Bachelor of Science in Pharmacy (Honors) - Al-Azhar University, 2004 - Master in Document Fraud Detection using Spectral Chemical Analysis - Cairo University, 2020 - Ongoing PhD in Digital and Physical Document Security - Cairo University.

Certifications:

- EMRTD (Electronic Machine-Readable Travel Document)- IOM-UN.
- TOT MTRDs (Training of Trainers in Electronic Machine-Readable Travel Document)- IOM-UN IDL (Instructional Design for Learning) – EBI.
- Blending Learning Techniques – EBI.
- Advanced Instructional Strategies in the Virtual Classroom - University of California Irvine, USA - New Frontiers in Document Examination – Foster + Freeman.
- IACRB Certified Computer Forensics Examiner (CCFE) - InfoSec Institute, USA.
- IACRB Certified Mobile Forensics Examiner (CMFE) - InfoSec Institute, USA.
- AI Prompt Engineering - Google, USA.
- Online Payment Security Privacy - Newcastle University, UK.
- Introduction to Cyber Security - Open University, UK.
- Understanding Transitional Organized Crime – UNODC.
- Blockchain Business Foundations - BTA, USA.
- Fundamentals of Artificial Intelligence (AI) – Google.
- Generative AI from Google.
- Forensic 2030 Foster + Freeman.
- Crime Scene Laser Application – Foster + Freeman.
- Other specialized learning certificates.

Years of Experience at EBI:

From 2010 till present.

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Cards Operations and Settlement – Advanced

Banking Operations

390-P26-VE

Virtual

8 hours

Course Description:

This course is tailored for branch managers, senior staff in retail departments, and card chamber personnel to enable them to comprehensively understand and apply the intricacies of card transaction operations, including real-time payment systems, settlement processes, emerging trends in the card business, payment security through tokenization, and foundational insights into artificial intelligence and blockchain, through interactive lectures, case studies, and practical examples.

Target Audience:

Branch manager, senior staff in retail departments and card chamber.

Course Objectives:

By the end of the program, participants will be able to:

- Explain the functionality and significance of real-time payment systems.
- Compare major trends in the card business to highlight their differences.
- Interpret four expert-predicted future uses of credit cards to understand their potential.
- Categorize ten key payment trends based on their characteristics.
- Demonstrate the application of tokenization in securing payment transactions.

Course Outline

Module 1: Real Time Payments System.

Session One: Real Time Payments System.

- Core features of RTPS.
- Snapshot of payment system and their settlement speed.
- Evolution road map for banks.
- Key take aways.
- Four ways to make cross-border payment:
- Target Instant Payment Settlement (TIPS) and how does it work.
- Four ways to make cross-border payments blockchain.
- Assignment.

Module 2: Trends in the Card Business

Session One: Trends in the Card Business

- Taking a Look at credit cards current Trends.
- Leader in credit card innovation.
- Artificial Intelligence will Make Tailored Experiences Even Better.
- Expect More Innovative Security Solutions.
- Assignment.

Module 3: Four Things Experts think Credit Cards will be used for in the Future.

Session One: Four Things Experts think Credit Cards will be used for in the Future.

- Transportation.
- Person-person transaction.
- Privacy keepers.
- Artificial intelligence Ans smart cards.
- Assignment.

Module Four: Ten Trends of Payment.

Session One: Ten Trends of Payment.

- Ten trends overview.
- Assignment

Module Five: Tokenisation.

Session One: Tokenisation.

- What is the aim of tokenization?
- How can tokens be used to protect payment?
- Tokenization and de- tokenization process.
- Taken format and objectives of tokenization.
- Who can be a TSP and its responsibilities?
- Assignment.

Assessment Strategy:

- 70 % Assignments.
- 30% Participation.
- 60% Cutoff score

Upon Successful Completion of this Course, participants will obtain:

0.75 CEUs.

Course Language:

English

Prerequisites:

Intermediate level of English Language.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified International Retail Banker (CIRB) – Level 2
Associate International Retail Banker

In cooperation with the Retail Banking Institute

Banking Operations

4592-6

In-Class

64 Hours

Course Description:

The Associate International Retail Banker program introduces candidates to the management functions of retail banks and how to operate a retail bank in challenging environments. This level builds on the knowledge gained in the Affiliate International Retail Banker program. On completing the program, candidates will be able to understand the principles of managing risk, finances, people, and portfolios, along with the functions of recovery and collections. In this level, candidates will also learn the business models of fintech businesses and the partnership ecosystem.

Target Audience:

Candidates who are entitled to attend this level must be in a managerial position, beginning as a supervisor, officer, or similar position with a minimum of 3 years in the Retail area. The candidate can be enrolled in level II directly.

Course Outline

The Associate International Retail Banker program covers:

- Payments, Transactions, and Settlement.
- Accounting and Finance.
- Customer Management II.
- Recovery and Collections.
- Fintech I – Drivers, Models & Profitability.
- Fintech II – Partnerships.
- Managing the Product Portfolio.
- People Management.
- Operations II.
- Retail Credit Risk Management II.

To bypass level two (The Associate International Retail Banker), you must be qualified as a manager and above, with a minimum of 5 years as a manager in the Retail area.

Retail Banking Institute

The Retail Banking Institute delivers independent professional education for companies and individuals across the areas of retail banking and payments.

Our principal qualification is the Certified International Retail Banker. We also offer the Certificate in Digital Payments and the Certificate in Customer Management.
Our faculty draws on decades of experience in banking and education around the world, and the latest research on banking and payments from the Lafferty Group. Most of our classes are delivered digitally and are self-paced to suit candidates who are already working in full-time positions. We also offer in-person training at the executive level. As big technology players, fintechs, telcos, and a range of non-bank players push into digital banking and finance, there's never been a more exciting time to join the world of retail banking.

The Retail Banking Institute is part of the Lafferty Group

RBI History

Retail Banking Institute has its roots in the early 1980s, when Lafferty Group launched a newsletter to inform and educate banks about global developments in what was then an emerging field. At that time, retail bankers were hardly identifiable within banks' management structures, while the credit card and the ATM were barely 20 years old. Corporate bankers became bank CEOs.

Little was published about retail banking, but Lafferty Group filled this knowledge gap with its newsletters, management reports, research services, conferences, and workshops. In the 1990s, Lafferty Group launched its Councils, where senior bankers came together to share best practices in confidential sessions hosted around the world.

By then, retail banking was emerging as the main source of profits for many banks, and more and more heads of retail were becoming bank CEOs. Investors had come to value retail profits far more highly than those from any other field of banking.

With the arrival of the Global Financial Crisis of 2007-08, illegal and improper practices of all kinds were soon exposed, and the bad behaviour sometimes extended to retail banking. Inevitably, the absence of structured education and qualifications for retail bankers came to the fore, especially when the findings of government enquiries into the causes of the crisis were published, several years after being established.

*** EBI's discount policy is not applicable to this program.**

Certified International Retail Banker (CIRB) – Level 2
Associate International Retail Banker

In cooperation with the Retail Banking Institute

Banking Operations

4592-6

In-Class

64 Hours

After much research and consultation with clients, Lafferty Group decided that it should seek official recognition for its work in retail banking education and training. This led it to apply for Institute status with the Registrar of Companies in the Department for Business, Enterprise and Regulatory Reform of the United Kingdom.

Success depended on the regulators being satisfied that the company had been engaged in retail banking research, training, and education at the highest level for several decades and was in effect already functioning as an Institute. The regulators agreed.

Permission to operate in the name of the Retail Banking Institute was granted in September 2020.

Assessment Strategy

No final evaluation is required, as the participants will be directly examined through the RBI, and the pass rate is 60%.

Course Language:

English.

Prerequisites:

Candidates who are entitled to attend this level must be in a managerial position, beginning as a supervisor, officer, or similar position with a minimum of 3 years in the Retail area.

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* EBI's discount policy is not applicable to this program.

Certified International Retail Banker (CIRB) – Level 3
Certified International Retail Banker

In cooperation with the Retail Banking Institute

Banking Operations

4593-6

In-Class

44 Hours

Course Description:

The Certified International Retail Banker program is the top and final level of our Certified International Retail Banker education program. Candidates at this level will most likely be the bank's next generation of senior leaders or those showing the potential to be senior and executive management. The content is designed for management and leadership positions across the different types of retail banking services, including SMEs, private banking, and wealth management.

Target Audience:

Candidates who are entitled to attend this level must be at the managerial level, starting at the manager and above, with a minimum of 5 years as a manager in the Retail area. The candidate can be enrolled in level III directly.

Course Outline

The Certified International Retail Banker program covers:

- Asset and Liability Management.
- ESG/Sustainability and Climate Change.
- Bank Governance.
- Leadership of a Retail Bank (including Strategy).
- Building a Modern Customer-Centric Retail Bank (Fintech III).
- Risk Management III.
- Brand Management.

Retail Banking Institute

The Retail Banking Institute delivers independent professional education for companies and individuals across the areas of retail banking and payments.

Our principal qualification is the Certified International Retail Banker. We also offer the Certificate in Digital Payments and the Certificate in Customer Management.

Our faculty draws on decades of experience in banking and education around the world, and the latest research on banking and payments from the Lafferty Group. Most of our classes are delivered digitally and are self-paced to suit candidates who are already working in full-time positions. We also offer in-person training at the executive level. As big technology players, fintechs, telcos, and a range of non-bank players push into digital banking and finance, there's never been a more exciting time to join the world of retail banking.

The Retail Banking Institute is part of the Lafferty Group.

RBI History

Retail Banking Institute has its roots in the early 1980s, when Lafferty Group launched a newsletter to inform and educate banks about global developments in what was then an emerging field. At that time, retail bankers were hardly identifiable within banks' management structures, while the credit card and the ATM were barely 20 years old. Corporate bankers became bank CEOs.

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By then, retail banking was emerging as the main source of profits for many banks, and more and more heads of retail were becoming bank CEOs. Investors had come to value retail profits far more highly than those from any other field of banking.

With the arrival of the Global Financial Crisis of 2007-08, illegal and improper practices of all kinds were soon exposed, and the bad behaviour sometimes extended to retail banking. Inevitably, the absence of structured education and qualifications for retail bankers came to the fore, especially when the findings of government enquiries into the causes of the crisis were published, several years after being established.

After much research and consultation with clients, Lafferty Group decided that it should seek official recognition for its work in retail banking education and training. This led it to apply for Institute status with the Registrar of Companies in the Department for Business, Enterprise and Regulatory Reform of the United Kingdom.

Success depended on the regulators being satisfied that the company had been engaged in retail banking research, training, and education at the highest level for several decades and was in effect already functioning as an Institute. The regulators agreed.

*** EBI's discount policy is not applicable to this program.**

Certified International Retail Banker (CIRB) – Level 3
Certified International Retail Banker

In cooperation with the Retail Banking Institute

Banking Operations

4593-6

In-Class

44 Hours

Permission to operate in the name of the Retail Banking Institute was granted in September 2020

Assessment Strategy:
No final evaluation is required, as the participants will be directly examined through the RBI, and the pass rate is 60%.

Course Language:
English

Prerequisites:
Candidates who are entitled to attend this level must be at the managerial level, starting at the manager and above, with a minimum of 5 years as a manager in the Retail area.

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عمليات تمويل التجارة

العمليات المصرفية

355-P26-VA

تعلم عن بعد

٢٥ ساعة

وصف البرنامج:

تعريف العاملين بإدارات التجارة الخارجية، الائتمان، المستوردين والمصدرين بالمنتجات والخدمات التي يقدمها القطاع المصرفي لعملاء التصدير والاستيراد في مجال خدمات التجارة بطريقة عملية باستخدام مجموعة من التمارين المصممة خصيصا لهذا الغرض، وهذه التمارين تدرس فيها مختلف الاعتمادات المستندية والتحصيلات المستندية وذلك ليتمكنوا من عرض الخدمات المناسبة لكل عميل من أجل تحقيق أكبر عائد للعميل والبنك مع الحفاظ على حقوق كل منهما.

إلى من يوجه البرنامج:

- العاملين الجدد بإدارات التجارة الخارجية.
- العاملين بإدارات الائتمان.
- المستوردين والمصدرين.
- المهتمين بالانضمام إلى إدارة التجارة الخارجية.

أهداف البرنامج:

- تعريف المخاطر المتعلقة بالتجارة الخارجية ودور البنوك في التغلب عليها.
- شرح شروط التجارة الدولية (INCOTERMS 2020 Publication 723)
- وصف طرق السداد في التجارة الخارجية مع دراسة متعمقة لعمليات التحصيلات المستندية (إصدار ٥٢٢)
- توضيح عمليات الاعتمادات المستندية (إصدار ٦٠٠)
- تطبيق مستندات الشحن المختلفة ومعايير الفحص من خلال حالات عملية.

محتويات البرنامج:

الجزء الأول: المخاطر المتعلقة بالتجارة الخارجية ودور البنوك في التغلب عليها

المحاضرة الأولى: المخاطر المتعلقة بالتجارة الخارجية ودور البنوك في التغلب عليها

- مقدمة عن التجارة الخارجية.
- المخاطر المتعلقة بالتجارة الخارجية.
- دور البنوك في تخفيض المخاطر المتعلقة بالتجارة الخارجية.
- إجراءات التعاقد وإبرام الصفقة.
- عقد التجارة الخارجية (الفاتورة المبدئية).
- شروط الشحن.
- اختبار قصير.

الجزء الثاني: شروط التجارة الدولية (INCOTERMS 2020 Publication 723)

المحاضرة الاولى: مقدمة عن شروط التجارة الدولية (INCOTERMS 2020 Publication 723)

- مقدمة.
- المصاريف الإضافية.
- المجموعات الأربعة لشروط التسليم.
- اختبار قصير.

المحاضرة الثانية: تفاصيل شروط التجارة الدولية

- شرح تفصيلي لكل شرط من الشروط الاحدى عشر.
- تدريبات عملية.
- اختبار قصير.

الجزء الثالث: طرق الدفع في التجارة الخارجية مع دراسة كاملة للتحصيل المستندي

المحاضرة الاولى: طرق الدفع في التجارة الخارجية مع دراسة كاملة للتحصيل المستندي

- طرق الدفع في التجارة الخارجية: الدفع المقدم، الحساب المفتوح، التحصيل المستندي، الاعتماد المستندي.
- تعريف التحصيل المستندي طبقا للإصدار ٥٢٢.
- أطراف التحصيل المستندي.
- أنواع التحصيل.
- أمر التحصيل.
- اختبار قصير.

المحاضرة الثانية: التحصيلات المستندية

- آليات تحويل الاموال المتعلقة بالتحصيلات المستندية.
- دراسة الكمبيالة المستخدمة في التحصيل المستندي.
- تدريبات عملية.
- اختبار قصير.

355-P26-VA

تعلم عن بعد

٢٥ ساعة

الجزء الرابع: الاعتمادات المستندية

المحاضرة الأولى: عملية الاعتمادات المستندية

- دورة الاعتماد المستندي من خلال شرح نظري ثم عملياً من خلال رسائل السويفت (فئة ٧).
- لائحة الأعراف والقواعد الموحدة للاعتمادات المستندية إصدار رقم ٦٠٠.
- العلاقة بين المستورد والبنك فاتح الاعتماد.
- إصدار الاعتماد المستندي.
- اختبار قصير .

المحاضرة الثانية: الاعتمادات (التوفر – الأنواع)

- مسؤولية البنك الفاتح والمبلغ والمعزز والمعين.
- طرق الدفع في الاعتماد المستندي بالاطلاع، دفع آجل، قبول وتفاوض.
- ورش عمل لدراسة تطبيق وإصدار خطاب الضمان.
- التأكيد والتفاوض.
- انواع الاعتمادات المستندية.
- تكليف خارجي.

الجزء الخامس: مستندات الشحن وأصول فحص المستندات

المحاضرة الاولى: مستندات الشحن وأصول فحص المستندات

- الفاتورة التجارية.
- مستندات النقل.
- مستند التأمين.
- المستندات الاخرى.
- أصول فحص المستندات.
- تدريبات عملية.
- تكليف خارجي.

الجزء السادس: محاضرة لمتابعة الأثر التدريبي

- سؤال المتدربين عن المواضيع الرئيسية التي تم تناولها في التدريب.
- نشاط جماعي (تقسيم المشاركين إلى مجموعات لمشاركة الخبرات من خلال مناقشة التحديات التي واجهوها والنجاحات التي حققوها، ثم عرض أبرز التحديات والحلول المقترحة أمام المجموعة كاملة لتحقيق نتائج أكثر فعالية).
- تشجيع المشاركين على حل حالة عملية من خلال مشاركة فكرة لتطبيق ما تعلموه.

استراتيجية التقييم:

- ٨٠٪ تكليفات خارجية واختبارات قصيرة.
- ٢٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢,٣ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد.

هذا البرنامج يؤهلك لحضور:

الأعراف والقواعد الدولية الموحدة للاعتمادات المستندية.

متطلبات الحصول على الشهادة:

يجب على المشاركين حضور محاضرة لقياس مدى تأثير البرنامج، والتي سُتعقد بعد ٣ إلى ٤ أسابيع من اليوم الأخير للدورة، وذلك من أجل الحصول على الشهادة. ستستغرق هذه الجلسة ساعتين، وسُتحتسب مدتها ضمن إجمالي ساعات البرنامج. بالاضافة إلى إكمال جميع التكليفات الخارجية المطلوبة وحضور ما لا يقل عن ٨٠٪ من مدة الدورة.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Carbon Border Adjustment Mechanism (CBAM)

Banking Operation

8639-1

In-Class

16 hours

Introduction:

In line with the EU's commitment to fight climate change, the European Green Deal set out a clear path towards achieving the EU's ambitious target of a 55% net reduction in greenhouse gas emissions compared to 1990 levels by 2030 and to become climate-neutral by 2050. The EU's Carbon Border Adjustment Mechanism (CBAM) is the EU's tool to put a fair price on the carbon emitted during the production of carbon-intensive goods that are entering the EU, and to encourage cleaner industrial production in non-EU countries. The CBAM will ensure the carbon price of imports is equivalent to the carbon price of domestic production, and that the EU's climate objectives are not undermined. The CBAM is designed to be compatible with the World Trade Organization (WTO) rules. CBAM will apply in its definitive regime from 2026, while the current transitional phase lasts between 2023 and 2025. This gradual introduction of the CBAM is aligned with the phase-out of the allocation of free allowances under the EU Emissions Trading System (ETS) to support the decarbonization of EU industry. Egypt is one of the countries that will be impacted by CBAM due to its exports of goods in sectors at high risk of carbon leakage, including iron/steel, cement, fertilizers, aluminum, hydrogen, and electricity generation. CO2 emissions tariffs on imports implemented under the CBAM could threaten the export competitiveness of developing countries, including Egypt, in the EU market. Egyptian industries need to invest in advanced technologies that reduce carbon emissions. This includes upgrading machinery, adopting energy-efficient processes, and transitioning to renewable energy sources. The banking sector in Egypt should seek the opportunity to support the Egyptian industries in "greening" their products or decarbonizing their production.

Target audience:

This training would support functions of Corporate, Risk, Credit Risk, E&S Risk, Sustainability & Sustainable Finance to understand the requirements of CBAM and methods of calculations of the carbon emissions associated with CBAM goods in light of the EU requirements.

Course Objectives:

Explain the causes, impacts, and global framework of climate change.
Describe key concepts and standards for corporate carbon footprint reporting.
Clarify GHG emission calculation methods using activity data and emission factors.
Summarize main EU climate regulations and CBAM compliance requirements.
Demonstrate CBAM calculation process for sector-specific carbon emissions.
Calculate GHG emissions for the cement sector using real case data.
Analyze CBAM reporting requirements for cement and iron & steel sectors.
Evaluate embedded carbon emissions for fertilizers and aluminum industries.
Assess direct and indirect emissions under CBAM for electricity and hydrogen.

Course Outline:

Module 01: Basics of Climate Change

- What is Climate Change?
- Greenhouse gas emissions (types and sources) and global warming potential
- Causes and Impacts of Climate Change
- International Framework, Conventions, and Agreements
- Egypt's GHG contribution and commitments
- Climate risks for financial institutions: physical and transitional

Module 02: Carbon Footprint Reporting

- What is a Carbon Footprint?
- International Standards and Guidelines
- GHG Protocol Corporate Accounting and Reporting Standard: Scope 1, Scope 2, and Scope 3
- Organization vs. Product Carbon Footprint
- Setting Boundaries

Module 03: GHG Calculation Methodology

- Sources of GHG emissions
- Calculation Tiers
- GHG emission calculation methodology: Activity Data and Emission Factors
- Group Exercise: Determine sources of emissions and scopes for the provided case studies

*** EBI's discount policy is not applicable to this program.**

Carbon Border Adjustment Mechanism (CBAM)

Banking Operation

8639-1

In-Class

16 hours

Module 04: Overview of EU Climate Regulations
- EU Climate Change Commitments
- EU Emission Trading Scheme (ETS)
- Overview of CBAM
- CBAM process for importers and non-EU establishments
- Timeframe: transitional and effective periods
- Reporting templates and other requirements

Module 05: CBAM Calculation Methodology and Case Studies
- Embedded Carbon
- Direct and Indirect Emissions
- Sector-specific considerations
- Cement Sector
- Iron & Steel Sector
- Fertilizers Sector
- Aluminum Sector
- Electricity
- Hydrogen

Module 06: GHG accounting Exercise
- Cement Sector (Energy and Industrial Process)

Module 07: CBAM Case Studies and Exercises
- Cement Sector
- Iron & Steel Sector

Module 08: CBAM Case Studies and Exercises -1
- Fertilizers Sector
- Aluminum Sector

Module 09: AM Case Studies and Exercises -2
- Electricity Sector
- Hydrogen Sector

Assessment Strategy:

The participants will be evaluated based on an "online" assessment at the end of the 2nd training day.

Course Language:

English

Instructor(s)

Dr. Dalia Sakr

Senior Energy, Resource Efficiency, and Climate Change Consultant.

Dr. Dalia Sakr has more than 23 years of experience in providing sustainability, circular economy, and climate change related advisory services in the Middle East, Africa, and Asia regions. She is at present the founder of SHiFTERRA Consultancy and adjunct faculty at the American University in Cairo in the Professional Program on Environmental Sustainability. She has a PhD degree on Cleaner Production, Cleaner Products, Industrial Ecology and Sustainability from Erasmus University of Rotterdam in the Netherlands and Master of Science in Environmental Engineering Specialization from the American University in Cairo.

Dr. Sakr is a seasoned expert in providing consultancy services to multilateral organizations, such as UNIDO, UNDP, EBRD, and GIZ. Moreover, she has led the International Finance Corporation (IFC) Resource Efficiency (REF) Program, under the World Bank Group (WBG), in the extended MENA region. In terms of green and climate finance, she supported the capacity building and technical assistance for financial institutions in relation to climate risk assessment and decarbonization strategies under USAID Business Egypt project with DAI Global and in collaboration with the Egyptian Banking Institute (EBI). Furthermore, Dr. Sakr supported KfW (German Development Bank) to prepare Project Concept Document on the establishment of Energy Efficiency Fund in Egypt. In preparation to COP27, she drafted climate finance proposals for the Ministry of Electricity and Renewable Energy in cooperation with UNDP and Updates to Egypt's Nationally Determined Contributions (NDC). She prepared GHG estimations for Clean Development Mechanism (CDM) projects under Kyoto Protocol and voluntary carbon markets, Egypt's Greenhouse Gas Inventory for National Communications to UNFCCC, and carbon footprint reports for financial institutions and multiple industrial sectors, energy and water utilities, and waste management companies. She provided numerous climate change and sustainability trainings to private sector, governments, and academia. Dr. Sakr is listed as climate change expert under the UNFCCC on GHG inventory, mitigation, adaptation, and financial support.

She is a certified expert under the Egyptian Environmental Affairs Agency (EEAA) on environmental risk assessments (qualitative and quantitative), environmental management systems, and solid waste management. She also received GRI Certified Sustainability Professional Training 2021. Moreover, she holds a certificate on "Green

*** EBI's discount policy is not applicable to this program.**

Carbon Border Adjustment Mechanism (CBAM)

Banking Operation

8639-1

In-Class

16 hours

Banking MENA: Applying Green Energy Finance Programme" from Renewables Academy (RENAC Germany) on green energy finance and international climate finance.
Under Quality Austria, she was a certified environmental & quality manager and ISO 14001 & ISO 9001 auditor and trainer. She has co-/authored numerous policy papers, peer reviewed journal papers, and technical reports, such as: World Bank policy paper on recommended measures to scaling up distributed solar (off-grid) in emerging markets with the focus on Egypt, Circularity as Green Recovery Industrial Strategy with Alternative Policy Solutions at AUC (food & beverages, textiles, and cement sectors), Egypt's Country Environmental Analysis 2024 (circular economy), among others.

Dr. Dalia Nakhla

Dr. Dalia Nakhla - is an environmental engineering and management consultant with more than 25 years of experience. She is certified as an Environmental Impact Assessment (EIA) and Solid Waste Management (SWM) Consultant by the Egyptian Ministry of Environment and was a member of the Board of Directors of the National Waste Management Regulatory Agency, Ministry of Environment.
She is registered in Egypt's Roster of Experts in the United Nations Framework Convention on Climate Change (UNFCCC) as she has contributed in the preparation of the first Biennial Update Report (BUR) for Egypt through preparation of the greenhouse gases inventory resulting from industrial processes and has reviewed other developing countries BURs as part of a Team of Technical Experts.
She has also been appointed a member of the Editorial Board of the Emission Factor Database (EFDB) for the Industrial Processes and Product Use sector (IPPU) by the Intergovernmental Panel on Climate Change (IPCC).
Dr. Nakhla is also certified by the United Nations Industrial Development Organization (UNIDO) as a national Energy Management Systems (EnMS) Expert and has worked extensively with a number of energy intensive industries such as cement, ceramic, iron and steel and petrochemicals in planning and implementing energy management systems and energy efficiency measures in their industries.
She is also an expert in preparation of life cycle assessment studies. She is currently acting as a Pollution Abatement Key Expert as part of the Technical Assistance team of the Egyptian Pollution Abatement Program (EPAP III) to support the industrial enterprises to improve performance and comply with environment regulations.
Moreover, she is an Adjunct Faculty in the Professional Engineering Program at The American University in Cairo as well as the Masters of Science Program in Engineering at Ain Shams University teaching courses in the field of environmental impact assessment, environmental management, solid
waste management, life cycle assessment, cleaner production, greenhouse gases and climate change and energy management systems.

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الشمول المالي

378-P26-CA

بقاعات التدريب

١٦ ساعة

وصف البرنامج:

هذا البرنامج تم تصميمه لمناقشة موضوع الشمول المالي من خلال جانب العرض والطلب، العرض يمثل دور البنوك في تعزيز الشمول المالي من خلال تقديم الابتكارات التكنولوجية بغرض تيسير وصول الخدمات المالية لأكبر عدد من الافراد وكذلك المساهمة في تحويل المنشأت بغير القطاع الرسمي الى القطاع الرسمي. ايضا سيتم التطرق الى دور المؤسسات الاخرى في تعزيز جانب العرض من خلال التثقيف والتعليم المالي ضمن استراتيجية متكاملة للشمول المالي.

إلى من يوجه البرنامج:

- رؤساء الشمول المالي.
- رؤساء الالتزام.
- رؤساء التجزئة.
- رؤساء تطوير المنتجات.
- رؤساء الفروع.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادراً على:

- شرح الشمول المالي.
- شرح كيفية قياس الشمول المالي.
- تعريف مشروعات وأنشطة الشمول المالي.
- دراسة التعليمات الرقابية الخاصة بالشمول المالي

محتويات البرنامج:

الجزء الأول: مقدمة عن الشمول المالي

- الشمول المالي على المستوي الدولي.
- أهمية الشمول المالي.

الجزء الثاني: قياس الشمول المالي

- قياس الشمول المالي.
- مؤشرات قياس الشمول المالي.
- قياس الشمول المالي على جانب الطلب.
- نسبة الشمول المالي على جانب العرض.
- الإطار العام للشمول المالي.

الجزء الثالث: مشروعات الشمول المالي

- مشروعات ومبادرات الشمول المالي.

الجزء الرابع: التعليمات الرقابية

- التعليمات الرقابية.
- القواعد المنظمة لتصنيف منتجات وخدمات الشمول المالي وإجراءات العناية الواجبة المبسطة.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٣ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Trade Finance – Case Studies

Banking Operations

373-P26-CE

In-Class

8 hours

Course Description:

This course addresses the important issues under the international chamber of commerce ICC publications related to trade finance tools. Through which participants (CDCS holders) will refresh their acquired knowledge and challenge their understanding of ICC publications.
Sharing experience and going through some important articles/rules of which they are used in day-to-day activities. Also, it is important to identify the risk faced when dealing with trade finance tools and how to mitigate that risk, considering the ultimate protection needed for involved parties. The course targets candidates who work in trade activities, including trade finance officers who hold CDCS certificates.

Target Audience:

The course targets candidates who work as credit officers and companies who seek CDCS recertification.

Course Objectives:

- Discuss the important ICC publications.
- Demonstrate other trade finance products.

Course Outline

Module 1: ICC Publication Review

- UCP / ISP98
- Responsibilities under Documentary credit / Collections / Letters of Guarantee
- Trade finance tool types
- Disputes and case studies
- Transport Documents and Insurance documents.
- Arbitration and DOCDEX (Documentary Instruments Dispute Resolution Expertise)

Module 2: Other Trade Finance Products

- What is the trade finance supported products?
- Shipping guarantees and LOI
- Definitions of Risk and risk mitigation under trade finance tools

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.7 CEUs

Course Language:

English.

Prerequisites:

- Intermediate level of English Language
- Advanced knowledge in trade finance and/or CDCS holders

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Fixed Income

Investment and Treasury

406-P26-CE

In-Class

16 hours

Course Description:

This course is designed for employees in bank dealing rooms, asset managers, corporate financial officers, and related professionals seeking to deepen their understanding of the bond market. Participants will learn to apply fixed income concepts, use money market instruments, demonstrate bond pricing and duration techniques, and utilize interest rate swaps for risk management. Through interactive lectures, case studies, and practical exercises, the course covers financial markets, money market instruments, bond pricing, duration, and derivatives, equipping participants with the skills to solve financial problems and design effective hedging strategies.

Target Audience:

This course is intended for employees working in dealing room in all banks, all asset managers as well as for corporate financial officers and for those in related fields who seek to expand their knowledge of the bond market.

Course Objectives

- Apply fixed income concepts and time value of money principles to solve financial problems.
- Use money market instruments to perform calculations and evaluate banking applications.
- Demonstrate bond pricing and duration techniques to manage interest rate risk.
- Identify duration and hedging strategies to mitigate fixed income risks.
- Utilize interest rate swaps to design hedging strategies in the fixed income market.

Course Outline

Module 1: Introduction to Fixed Income Instruments

- The financial markets.
- The Financial System.
- The key players in the Fixed Income market.
- Fixed Income Instruments.
- Risks associated with Fixed Income securities:
  - Credit Risks.
  - Market Risks.
  - Operational Risk.
- What is ALM?
- Time Value.
- Annuity Formula.
- Market maker versus market user.
- Impact of Compounding.
- Time Value of Money Exercises.

Module 2: Money Market Instruments

- Day count.
- Benchmark rates:
  - Simple Interest - interest due.
  - Simple Interest - Future value.
  - Simple Interest – Present value.
  - Simple Interest – Per annum Interest rate.
- Money market instruments.
- Interbank Market.
- Treasury Bills.
- Certificate of deposits.
- The Repo Market.
- Haircuts .
- Case Study: Uses of Money Market Instruments in Banking.

Module 3: Treasury Bills Secondary Market

- Introduction to Bond Market.
- Bonds characteristics.
- Conditions of Bond issue.
- Types of Bonds:
  - Zero Coupon Bonds.
  - Fixed Interest Bonds.
  - Convertible Bonds.
  - Foreign Currency Bonds.
  - Eurobonds.
  - Green Bonds.
- Bond Quotation and Pricing.

Fixed Income

Investment and Treasury

406-P26-CE

In-Class

16 hours

- What is a Rating.
- Case Study: Managing Interest Rate Risk in Banking with Duration and Modified Duration.

Module 4: Fixed Income Market Risk Analysis

- Risks Associated with Fixed Income Securities.
- The Volatility of Bonds.
- Measures of bond price sensitivity.
- Duration:
  - Macaulay duration.
  - Calculation of Duration.
  - Interpretations of Duration.
  - Modified duration.
  - Dollar Duration.
- Uses of Duration.
- Duration Hedging.

Module 5: Derivatives & the Fixed income market

- Yield curves.
- Derivatives.
- Hedging.
- Speculation.
- Interest rate swap.
- The Swap Mechanism:
  - Coupon or Plain Vanilla Swaps.
  - Settlement calculation.
  - Interest rate Swap uses – Hedging.
- Case study: Interest rate swaps.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs.

Course Language:

English.

Prerequisites:

- Basic knowledge of corporate finance and time value of money, as well as familiarity with MS Excel.
- Intermediate level of English.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Familiarize Yourself with Treasury

Investment & Treasury

7404-2

Virtual

8 hours

Course Description:

This program provides participants with a comprehensive understanding of treasury products, interest rate structures, and the dynamic relationship between a bank's assets and liabilities. It also covers associated pricing mechanisms, strategies for revenue enhancement, and risk management practices. By the end of the course, participants will gain a clear understanding of the strategic role of the treasury function within a bank.

Target Audience:

This program is intended for middle management professionals working in the fields of banking operations, retail, corporate banking, and risk management.

Course Objectives:

By the end of this course, participants will be able to:

- Analyze the structure, functions, and risk controls of treasury operations in foreign exchange

Course Outline:

Treasury Operations, Structure, and Risk Management

Session 1: Banks Treasury Function.

- Introduction to Foreign Exchange And Money Markets.
- The Structure of Rates.
- The Effective Cost of Funds.
- Assignment.

Session 2: Risk Controls, Treasury Responsibilities and Organization Chart.

- Risk and Controls in Foreign Exchange and Money Market Operations.
- Treasury Responsibilities/Functions.
- Organization Chart/Skills.
- Assignment.

Assessment Strategy:

- 70% Assignment.
- 30% participation.
- 60% Cut-Off Score.

Upon Successful Completion of this Course, participants will obtain:

N/A

Course Language:

English.

Prerequisites:

None

Instructor Bio

MS Zeinab Hashem – currently is the Chairman of ADIB Capital, with over 35 years of experience in banking.

Her career highlights include:

- CEO & Managing Director at ADIB for 5 years
- Group Head of Treasury & Foreign Division at the National Bank of Egypt (NBE) for 6 years
- Treasurer at Citibank in Jordan, Gabon, Turkey, and Tunisia
- Operations Head & Projects Head at Citibank

Academic Background:

- MBA, Harvard University, 1983
- MSc in Solid State Physics, American University in Cairo (AUC), 1973
- BSc in Chemistry and Physics, AUC, 1969

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أوراق عمل المدقق الداخلي

المحاسبة و المراجعة

422-P26-CA

بقاعات التدريب

٢٥ ساعة

وصف البرنامج:

سيتعرف المشاركون في هذا البرنامج على كيفية تنفيذ عملهم وفقًا للمعايير الدولية الصادرة عن المعهد الأمريكي للمدققين الداخليين (IIA)، بالإضافة إلى معرفة تفاصيل وتصميم الأوراق المطلوبة (محتويات ملف التدقيق الداخلي)، وكذلك تصميم وتفاصيل جميع أنواع تقارير المراجعة الداخلية.

إلى من يوجه البرنامج:

- المدققون الداخليون ومديرو التدقيق الداخلي بالبنوك والشركات.
- المراقبون الداخليون ومديرو الرقابة الداخلية بالبنوك والشركات.

أهداف البرنامج:

- تحديد مبادئ التدقيق الداخلي وفقًا للمعايير الدولية الصادرة عن المعهد الأمريكي للمدققين الداخليين (IIA).
- توضيح خطة التدقيق الداخلي وفقًا للمخاطر.
- شرح عملية التدقيق الداخلي وإعداد ملف المراجعة كاملًا أثناء جميع مراحل المراجعة، وفقًا لـ IIA.
- توضيح كيفية إعداد وإصدار تقارير المراجعة الداخلية.

محتويات البرنامج:

الجزء الأول: أساسيات التدقيق الداخلي

- تعريف التدقيق الداخلي.
- خصائص التدقيق الداخلي.
- معايير التدقيق الداخلي.
- ميثاق الأخلاق المهني للتدقيق الداخلي.

الجزء الثاني: خطة التدقيق الداخلي وفقًا للمخاطر

- كيفية إعداد خطة التدقيق الداخلي وفقًا للمخاطر.

الجزء الثالث: تنفيذ عملية التدقيق الداخلي

- أهداف ونطاق التدقيق الداخلي.
- إعداد خطة التدقيق الداخلي.
- فحص وتقييم أدلة التدقيق.

الجزء الرابع: إصدار تقارير التدقيق الداخلي

- كيفية إعداد تقارير التدقيق الداخلي (مشروع/أولي) والتقارير النهائية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناءً على تفاعلهم أثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذه الشهادة بنجاح يؤهل المتدربين للحصول على:

٢.١ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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الضوابط الرقابية ومخاطر تكنولوجيا المعلومات الأساسية للمدققين الداخليين و الرقابة الداخلية

المحاسبة والمراجعة

7262-2

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

في ظل تزايد اعتماد المؤسسات المالية، خاصة البنوك، على الأنظمة الآلية وتطبيقات تكنولوجيا المعلومات والمعاملات المالية الآلية، تتزايد مخاطر تكنولوجيا المعلومات، كما تتزايد احتمالات تحقيق خسائر تشغيلية / مخاطر سمعه وبما في ذلك الخسائر المالية نتيجة المخاطر المرتبطة بأنظمة المعلومات والتطبيقات والأنظمة الآلية والتي يتم الاعتماد عليها في الأعمال اليومية في كافة قطاعات البنك.(IT Applications & automated systems)

يهدف هذا البرنامج إلى تعزيز المعرفة بمفاهيم ومصطلحات تكنولوجيا المعلومات الأساسية بين جميع موظفي البنك، وخاصة المدققين غير المتخصصين في تكنولوجيا المعلومات (Non-IT audit) وموظفي وظائف الرقابة الداخلية (Internal control) ، ومختصي قطاع الحوكمة ، والالتزام ، ومديري الفروع والإدارات التنفيذية. وذلك من خلال تعزيز الفهم الأفضل وتحسين التواصل فيما يتعلق بمخاطر تكنولوجيا المعلومات والضوابط المتعلقة بها(IT risk & controls) ، حيث نهدف إلى حماية أصولنا الأكثر قيمة – متمثلة في البيانات والمعلومات – وتقليل المخاطر التي قد تنشأ عن تزايد استخدام الأنظمة الآلية.

يهدف البرنامج إلى تعزيز فعالية البيئة الرقابية ومنظومة إدارة المخاطر عن طريق إدارة المخاطر المتعلقة بنظم المعلومات، وجعل تلك المخاطر ضمن حدود المخاطر المقبولة.

سيكتسب المشاركون المفاهيم الأساسية حول:

- أهمية وجود بيئة قوية رقابية فعالة لتكنولوجيا المعلومات في المؤسسات المالية خاصة البنوك.
- مخاطر تكنولوجيا المعلومات الرئيسية والضوابط المرتبطة بها وتأثيرها المحتمل على فعالية البيئة الرقابية بالبنوك.
- ضمان قيام القطاعات الرقابية ومنها المدققين المختصين بفحص العمليات والائتمان والأعمال المالية بفحص وتقييم الضوابط المتعلقة بالتطبيقات الآلية والأنظمة (Applications) أثناء قيامهم بمهام التدقيق والمراجعة الداخلية على قطاعات البنك المختلفة.
- مفاهيم ومصطلحات تكنولوجيا المعلومات الأساسية اللازمة للتواصل مع المختصين بنظم المعلومات والفهم الفعالين لبيئة عمل نظم المعلومات.
- أفضل الممارسات لضوابط تكنولوجيا المعلومات الفعالة خاصة فيما يخص التطبيقات الآلية في الإدارات والفروع.
- استراتيجيات دمج ضوابط تكنولوجيا المعلومات مع عمليات الرقابة المصرفية الشاملة لضمان الاستدامة والاستقرار.

وبحلول نهاية هذه الدورة، سيتم تزويد المشاركين بالمعرفة والمهارات اللازمة للمساهمة في حماية أصول المعلومات الخاصة بمؤسستهم والتخفيف من المخاطر المتعلقة بتكنولوجيا المعلومات، وبالتالي دعم الهدف الأشمل للاستدامة والاستقرار في المؤسسات المالية والبنوك.

إلى من يوجه البرنامج:

- المراجعين الداخلين المختصين بفحص الحسابات المالية والائتمانية والتشغيلية (المدققين الداخليين).
- موظفو الرقابة الداخلية.
- موظفي الامتثال (الالتزام).
- موظفي المخاطر التشغيلية.
- موظفي حوكمة الشركات.
- حديثي التعيين في إدارة مراجعي تكنولوجيا المعلومات.
- المراجعين الخارجيين المختصين في مراجعة البيانات المالية والائتمان ومخاطر التشغيل.
- موظفو ومديرو البنوك والفروع والإدارات لتعزيز فهم بيئة تكنولوجيا المعلومات ومخاطر وضوابط تكنولوجيا المعلومات الرئيسية.

أهداف البرنامج:

- تحديد الأدوار الرئيسية للمدققين الداخليين ومسئولي القطاعات الرقابية غير المختصين بتكنولوجيا المعلومات.
- تطوير المفاهيم الأساسية لمراجعة مدى كفاية وفعالية التدقيق على تكنولوجيا المعلومات.
- تفهم العلاقة بين فعالية البيئة الرقابة على تكنولوجيا المعلومات والبيئة الرقابية في البنوك:
- شرح الضوابط الرئيسية لتكنولوجيا المعلومات.
- توضيح إطار التدقيق المتعلق بتكنولوجيا المعلومات في مهام التدقيق.

* EBI's discount policy is not applicable to this program.

الضوابط الرقابية ومخاطر تكنولوجيا المعلومات الأساسية للمدققين الداخليين و الرقابة الداخلية

المحاسبة والمراجعة

7262-2

بقاعات التدريب

٢٤ ساعة

محتويات البرنامج:

الجزء الاول: الأدوار الرئيسية للمدققين الداخليين ومسئولي القطاعات الرقابية غير المختصين بتكنولوجيا المعلومات تكنولوجيا المعلومات :(IT Governance)

- مقدمة عن الهيكل التنظيمي لقطاع تكنولوجيا المعلومات.
- الفصل بين المهام الواجبات المتعارضة.
- استراتيجية تكنولوجيا المعلومات وعلاقتها بإستراتيجية البنك المعتمدة.
- أمثلة لأهم التعليمات الرئيسية لتكنولوجيا المعلومات الصادرة من البنك المركزي المصري.
- دور قطاع تكنولوجيا المعلومات في تنفيذ إطار خطوط الدفاع الثلاثة (Three Lines of Defense) تكنولوجيا المعلومات – مخاطر تكنولوجيا المعلومات – أمن المعلومات – التدقيق على تكنولوجيا المعلومات.
- الأدوار والمسؤوليات الرئيسية لتكنولوجيا المعلومات.
- سياسات تكنولوجيا المعلومات الرئيسية.
- إجراءات تكنولوجيا المعلومات الرئيسية.
- اللجان التنفيذية لتكنولوجيا المعلومات الرئيسية.

الجزء الثاني: المفاهيم الأساسية لمراجعة مدى كفاية وفعالية التدقيق على تكنولوجيا المعلومات

- الصالة الرئيسية للتشغيل (Data Center).
- الخادم الأساسي والنظام والتطبيق الأساسي (Core Banking Application).
- الشبكات والاتصالات (Network & Communication).
- التطبيقات .(IT Applications)
- أنظمة التشغيل .(Operating Systems & Command Line)
- قواعد البيانات .(Databases)
- مستخدمو تكنولوجيا المعلومات الرئيسيون .(IT Power Users & Admins)
- مستخدمي الأنظمة الاساسيين Default Users for application & systems
- الشبكة الداخلية للبنك.(Domains)
- أمن المعلومات .(Information security)
- إدارة الدعم والمساعدة بقطاع نظم المعلومات .(Help Desk)
- خطة استمرارية الإعمال .(BCP)
- موقع التعافي من الكوارث .(Offsite backup)
- النسخ الاحتياطي والاختبارات .(Backups & testing)

الجزء الثالث: المخاطر الرئيسية لتكنولوجيا المعلومات

- تقييم المخاطر الرئيسية لتكنولوجيا المعلومات.

الجزء الرابع: الضوابط الرئيسية لتكنولوجيا المعلومات

- الضوابط العامة لتكنولوجيا المعلومات .(ITGC IT general controls)
- ضوابط تطبيق تكنولوجيا المعلومات.(IT application controls)
- أهم المعايير الدولية لتكنولوجيا المعلومات .
- معايير معهد المدققين الداخليين .(IIA)
- مقدمة لنموذج أمن المعلومات .(confidentiality - integrity – availability – accountability)
- تصنيف البيانات .(Data classification)
- دورة تطوير الأنظمة والتطبيقات . (System development life cycle - SDLC)
- إدارة التغيير في تكنولوجيا المعلومات.(Change management)
- اختبار قبول المستخدم النهائ .(User acceptance test - UAT)

الجزء الخامس: إطار التدقيق المتعلق بتكنولوجيا المعلومات في مهام التدقيق

- تحديد أهداف المهمة.
- تحديد المخاطر الرئيسية للإدارة محل التدقيق بما في ذلك (مخاطر تكنولوجيا المعلومات (RCSA))
- تفهم دور نظام تشغيل ومخرجات التطبيق الآلي للإدارة محل التدقيق.
- فهم عمليات الإدارة والعمليات المالية .(End to end)
- تعريف ضوابط ITGC الذي سيتم اختبارها على الأنظمة وفقا والمخاطر المحددة.
- تحديد ITAC المتعلقة التي سيتم اختبارها.
- تحديد التقارير (مخرجات التطبيق) .Application output
- تحديد مدى إمكانية التعديل على تقارير المخرجات الآلية.
- أمداد واختيار فريق التدقيق بالمعرفة والخبرة اللازمة لإجراء أعمال المراجعة.
- تحديث برنامج عمل التدقيق الداخلي (برنامج الفحص) .(Audit Work Program)
- أعداد الخطة الزمنية للمهمة.
- البدء في التدقيق والاختبارات الميداني.
- نتائج التدقيق وتقارير التدقيق النهائية.
- دراسة لحالة عملية ومناقشات الدروس المستفادة.
- أهمية البقاء على اطلاع بتطورات تكنولوجيا المعلومات.

* EBI's discount policy is not applicable to this program.

الضوابط الرقابية ومخاطر تكنولوجيا المعلومات الأساسية للمدققين الداخليين و الرقابة الداخلية

المحاسبة والمراجعة

7262-2

بقاعات التدريب

٢٤ ساعة

استراتيجية التقييم:
سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج ومشاركاتهم في التدريبات الجماعية.

اللغة المستخدمة:
اللغة العربية – مع ذكر المصطلحات باللغة الإنجليزية

متطلبات الحضور:
لا يوجد.

المحاضر:
الأستاذ/ أشرف محمد خطاب – مساعدا أول للمدير العام – رئيس قسم حوكمة الشركات والمخاطر بالبنك المصري الخليجي، أيضًا شغل منصب رئيس التدقيق والتفتيش وضمان الجودة وتكنولوجيا المعلومات.

- حاصل على درجة البكالوريوس في المحاسبة من جامعة القاهرة.
- عضو مجلس إدارة معتمد من هيئة الرقابة المالية.
- خبير معتمد في حوكمة الشركات لعام 2019 من EIOD.
- خبير الامتثال المعتمد لعام 2019 من EIOD.
- نموذج الحوكمة الرقمية المعتمد من EIOD.

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

The New Global Internal Audit Standards and the New QAIP

Accounting & Audit

8459-1

In-Class

16 hours

Course Description:

This program is designed to equip internal audit professionals with practical insights and actionable knowledge of the newly published Global Internal Audit Standards (effective Jan 9, 2025), enabling them to conduct thorough gap assessments of their current practices. Through detailed interpretation, practical examples, and collaborative peer discussions, participants will gain a deep understanding of key updates and best practices within the new quality assurance manual, ensuring alignment with the standards and demonstrating clear pathways to conformance.

Target Audience:

All internal auditors with a minimum of 3 years of experience

Course Objectives:

- Deliver the attendees with a practical insight and focus on the new Global Internal Audit Standards that was formally published on Jan. 9, 2024 and became effective on Jan 9, 2025.
- Help participants to conduct the required gap assessment between their current practices and the required standards.
- Provide thorough interpretation and practical examples to ensure adequate conformance.
- Help participants gain a thorough understanding of key updates and best practices in the new quality assurance manual and ensure alignment with new global internal audit standards.
- Collaborate with peers to share insights, discuss challenges, and explore practical application of the new quality assurance manual.

Course Outline:

Module 1: Introduction to the IPPF Evolution Project initiated by The IIA and its objectives

- History: mapping between 2013 IPPF versus 2017 IPPF
- The 2024 IPPF Evolution Milestones
- The objectives of the evolution project

Module 2: Mapping between the current Framework versus the New Framework:

1. Framework Components mapping:

- Fundamentals of the new global internal audit standards
- Mapping between the new standards and the current standards
- Details of mandatory components: 5 new domains, 15 principles, and 52 standards & topical requirements
- Details of supplemental components: Global Guidance
- IIA's publications and global practice guides.

2. 10 Major Changes:

- New name
- New structure
- New sections in each standard
- New purpose of internal audit
- New Ethics and Professionalism Domain and standards:
- New Governing Domain and standards
- New and different requirements for the QAIP include:
  - a. Special attention to the Public Sector
  - b. Rigorous standard -setting process

Module 3: Examples of Unchanged Standards:

- Standard 1111 - Direct Interaction with the Board versus Standard 6.3- Board and Senior Management Support & 7.1 - Organizational Independence.
- Standard 1220 - Due Professional Care versus Standard 4.2 - Due Professional Care.
- Standards 2200 – Engagement Planning & 2201 – Planning Considerations versus Standard 13.2 - Engagement Risk Assessment.
- Standards 2400 – Communicating Results, 2410 - Criteria for Communicating & 2420 - Quality of Communications versus standard 15.1 - Final Engagement Communication.

Module 4: Examples of Changed Standards under the 5 new domains (Interpretation and Practical Examples):

- 1. Domain I: Purpose of Internal Auditing:
  - A.Mission and Purpose versus new Purpose Statement
  - B.Value creation

CENTRAL BANK OF EGYPT
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The New Global Internal Audit Standards and the New QAIP

Accounting & Audit

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16 hours

- 2. Domain II: Ethics and Professionalism (5 Principles, 13 Standards)
  - A. Code of Ethics - Rules of Conduct versus domain II (5 principles)
  - B. New acknowledgment template
  - C. Principle 1 Demonstrate Integrity
    - Standard 1.1 Honesty and Professional Courage
  - D. Principle 2 Maintain Objectivity
    - Standard 2.3 Disclosing Impairments to Objectivity
  - E. Principle 3 Demonstrate Competency
    - Standard 3.1 Competency
  - F. Principle 4 Exercise Due Professional Care
    - Standard 4.3 Professional Skepticism
  - G. Principle 5 Maintain Confidentiality
    - Standard 5.2 Protection of Information
- 3. Domain III: Governing the Internal Audit Function (3 Principles, 9 Standards)
  - A. Role of CAE in governing the internal audit function
  - B. Principle 6 Authorized by the Board
    - Standard 6.1 Internal Audit Mandate
    - Standard 6.2 Internal Audit Charter
  - C. Principle 7 Positioned Independently
    - Standard 7.1 Organizational Independence
  - D. Principle 8 Overseen by the Board
    - Standard 8.1 Board Interaction
    - Standard 8.3 – Quality / 8.4 – External Quality Assessment.
- 4. Domain IV: Managing the Internal Audit Function (4 Principles, 16 Standards)
  - A. Principle 9 Plan Strategically
    - Standard 9.2 Internal Audit Strategy
  - B. Principle 10 Manage Resources
    - Standard 10.1 Financial Resources Management
    - Standard 10.2 Human Resource Management
    - Standard 10.3 Technological Resources
  - C. Principle 11 Communicate Effectively
    - Standard 11.1 Building Relationships and Communicating with Stakeholders
    - Standard 11.4 Errors and Omissions
  - D. Principle 12 Enhance Quality
    - Standard 12.2 Performance Measurement
- 5. Domain V: Performing Internal Audit Services (3 Principles, 14 Standards)
  - A. Principle 13 Plan Engagements Effectively
    - Standard 13.3 Engagement Objectives and Scope.
  - B. Principle 14 Conduct Engagement Work
    - Standard 14.2 Analyses and Potential Engagement Findings
    - Standard 14.3 Evaluation of Findings
  - C. Principle 15 Communicate Engagement Results and Monitor Action Plans
    - Standard 15.1 Final Engagement Communication
  - D. Root cause analysis (fishbone analysis)

Module 5: Next steps and Future Milestones:

- Future milestones
- Changes to CIA examination
- The formation of "Arab Confederation for Institutes of Internal Auditors"

Module 6: New Quality Assurance Manual:

1. Introduction
2. Comparison between 2017 QAIP edition and 2024 edition
3. Brief on (11) Chapters of Quality Assessment Manual 2024:
   - Chapter (1) - Introduction
   - Chapter (2) - A Model for Concluding on the Quality of an Internal Audit Function
   - Chapter (3) - Types of Assessments
   - Chapter (4) - Planning Process
   - Chapters from (5) to (9) Assessing Achievement of 5 Domains
   - Chapter (10) - Assessing the Maturity of an Internal Audit Function
   - Chapter (11) - Reporting Quality Assessment Results

Module 7: New Quality Assurance (22) Templates:

1. Planning Phase Templates:
   - From A1 to A6 - Planning Guides

*** EBI's discount policy is not applicable to this program.**

The New Global Internal Audit Standards and the New QAIP

Accounting & Audit

8459-1

In-Class

16 hours

2. Planning & Fieldwork Phase Templates:
   - B1-B2 Surveys.
   - C1 – C3 Interviews.
3. Fieldwork Phase Templates:
   - From D1 to D6 – Fieldwork documentation
4. Fieldwork & Reporting Phase Templates:
   - E1 to E2 – Conclusions
5. Reporting Phase Templates:
   - F1- F2 Sample Reports
   - G1 -Gap Assessment

Assessment Strategy:

Participants will be assessed according to their interaction during sessions and their participation in group exercises

Course Language:

English

Instructors:

Mr. Mohamed Yehia - Group Chief Audit Executive – Banque Misr

- He has 25 years of experience in internal/external auditing. Before joining Banque Misr as a Group CAE, he was the CAE at ADIB -Egypt & the Chairman of the "End of Service Fund".
- Before serving at ADIB, Mr. Yehia was "Director" at KPMG-Hazem Hassan, auditing "Financial Sector & Contracting".
- He is currently the Chairman of the Standards Committee at ARABCIIA.
- He is a CPA, CIA, CISA, CFIP & MBA holder.
- His scope of expertise includes auditing F/S, Fraud Investigations, Cross-Border, QA, IT, Info Sec, Corporate / Retail Credit Risk, Compliance, and Financial Due Diligence for Financial Institutions for Mergers & Acquisitions.
- Guest Speaker in UAE-IIA / GRC Summit/ World Union of Arab Bankers / ARABCIIA/ IIA-Egypt Chapter

Mr. Kamal Yacoub - CCSA, CQA, General Manager, Group Head of Audit Governance, Quality Assurance & Follow-up – Banque Misr

- He has 25+ years of experience in Governance, Risk Management, Internal Control, Internal Audit and Quality Assurance, mainly at Egyptian American Bank- Egypt, National Commercial Bank-KSA, Abu Dhabi Commercial Bank- UAE, Union National bank-UAE, Abu Dhabi Islamic bank-Egypt, and Banque Misr- Egypt.
- Key pillar in the transformation and reengineering of Risk Management Sector and Internal Audit Sector in conformance with the international best practices, Basel accord, IIA standards and guidelines.
- Guest speaker in UAE-IAA/ GRC summit/ Federation of Egyptian banks/ World Union Of Arab Bankers / Arab Academy for Management and Banking/ IIA-Egypt Chapter.
- A Formal Training Instructor at the "Central Bank of Egypt".

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* EBI's discount policy is not applicable to this program.

الجوانب القانونية للعمليات المصرفية

437-P26-VA

تعلم عن بعد

٢٤ ساعة

وصف البرنامج:

أثناء هذا البرنامج، سوف يتعرف المشاركون على الإطار القانوني للأنشطة المصرفية، بالإضافة إلى الجوانب القانونية للتعاملات المصرفية في مصر والتعاملات الأجنبية، بما في ذلك القواعد الدولية الموحدة للتحصيل.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى جميع العاملين بالبنوك في جميع الإدارات غير القانونية، الذين يتطلب عملهم الدراية بالقوانين المتعلقة بالعمليات المصرفية.

أهداف البرنامج:

- وصف تطور النقود والبنوك.
- شرح المبادئ القانونية العامة المتعلقة بالأنشطة المصرفية.
- التفرقة بين التعاملات المصرفية من الناحية القانونية.
- شرح الجوانب القانونية لعدد من التعاملات الأجنبية.

محتويات البرنامج:

الجزء الأول: مقدمة في النقود والبنوك

المحاضرة الأولى: مقدمة في النقود والبنوك

- تطور النقود والبنوك.
- تكليف خارجي.

الجزء الثاني: المبادئ القانونية العامة

المحاضرة الأولى: الهيئة القانونية للشخص

- الأهلية القانونية.
- التبرعات.
- الوصاية الطبيعية والوصاية القانونية.
- المتطلبات القانونية للتعامل مع القصر.
- توزيع التركات.
- تكليف خارجي.

المحاضرة الثانية: الأنواع المختلفة للشركات

- أنواع الشركات العاملة في مصر.
- تكليف خارجي.

المحاضرة الثالثة: أهمية سرية الحساب

- سرية الحسابات.
- تكليف خارجي.

الجزء الثالث: نظرة عامة على التعاملات المصرفية

المحاضرة الأولى: نظرة عامة على التعاملات المصرفية

- الإيداعات.
- السندات.
- الخزائن الحديدية.
- تكليف خارجي.

المحاضرة الثانية: التحويلات المصرفية

- التحويلات المصرفية.
- شراء وبيع الأوراق المالية.
- تكليف خارجي.

الجزء الرابع: التعاملات الأجنبية

المحاضرة الأولى: التعاملات الأجنبية

- القروض المصرفية العادية.
- الاعتمادات المستندية.
- تكليف خارجي.

المحاضرة الثانية: خطابات الضمان وقواعد التحصيل

- خطابات الضمان.
- القواعد الدولية الموحدة للتحصيل.
- تكليف خارجي.

437-P26-VA

تعلم عن بعد

٢٤ ساعة

استراتيجية التقييم

- ٨٠٪ تكليفات خارجية.
- ٢٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

- ٢,٢ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Compliance, Risk, and Controls

Compliance and Governance

499-P26-VE

Virtual

29 hours

Course Description:

The course aims to ensure delegates are confident when managing key compliance risks, have the ability to adopt a balanced and practical approach to compliance in partnership with colleagues from other functions.
This course enables delegates to have confidence that they are able to adequately control compliance issues, adding value to their organisation and providing the necessary assurance that management requires.

Target Audience:

This course is designed for controls, risk, and compliance departments.

Course Objectives:

By the end of the program, participants will be able to:

- Identify the Approach to Compliance in Banking.
- Explain what goes wrong in practice?
- Establish best practices of role Compliance and Governance.
- Clarify Financial Crime Deterrence.
- Explain the difference between Sanctions and Sanctions Risk.
- Describe how to manage Conduct Risk, Bribery, and Corruption.
- Explain risk-focused Data Regulations.
- Describe the key controls of Marketing and Advertising Compliance.
- Identify the compliance risks relevant to Human Resources.
- Clarify how different processes required help compliance risk management and other Issues.

Course Outline:

Module 1: The Approach to Compliance in Banking

Session 1: The Approach to Compliance in Banking

- The Compliance Landscape.
- Key compliance developments.
- What worries your Board?
- Where does compliance sit in an organization?
- What are the key regulations we need to comply with?
- How would we know?
- Reliance on legal advisors.
- The Approach to the management and control of compliance.
- Case Studies.
- Assignment.

Module 2: What goes wrong in Practice?

Session 1: What goes wrong in Practice?

- Recent cases.
- What went wrong?
- Preventative v detective controls.
- What can we learn?
- Case Studies.
- Assignment.

Module 3: Compliance and Governance

Session 1: Compliance and Governance

- The role of compliance in a company.
- What they do and what they do not do.
- The Role of the Compliance Officer.
- The relationship to the Board and the legal function.
- Embedding compliance management into an organization.
- Dealing with change.
- 1st and 2nd line roles.
- Local and Global Compliance Registers.
- Compliance Risk Matrices.
- Best Practice Approaches.
- Compliance Reviews.
- Compliance Monitoring.
- Case Study.
- Assignment.

Module 4: Financial Crime Deterrence

Session 1: Financial Crime Deterrence

- What is money laundering?
- 5th and 6th money laundering directives in Europe.
- The role of FATF and developing guidance.

Compliance, Risk, and Controls

Compliance and Governance

499-P26-VE

Virtual

29 hours

- Predicate offenses.
- What are the risks for a company?
- Risks and risk mitigation.
- Embedding controls throughout the organization.
- Politically exposed persons.
- Beneficial ownership.
- How should KYC be managed?
- Identifying customers and suppliers.
- Identifying and monitoring staff.
- Dealing with suspicions.
- High-risk areas and warning signs.
- Ongoing monitoring and Data Mining.
- Non-face-to-face customers.
- Cyber risk and money laundering.
- Case Study.
- Assignment.

Module 5: Sanctions and Sanctions Risk

Session 1: Sanctions and Sanctions Risk

- The nature of the sanction regime.
- How it is developing and the challenges faced.
- The role of OFAC.
- Sanctions and sectoral sanctions.
- Checking relationships.
- Sanctions risk.
- Sanctions compliance and reporting.
- Case Study.
- Assignment.

Module 6: Conduct Risk, Bribery, and Corruption

Session 1: Conduct Risk, Bribery, and Corruption

- Conduct risk assessment.
- Know your customer.
- Managing conduct risk.
- Suitability.
- Treating customers fairly.
- Avoiding bias.
- Conflicts of interest.
- Knowing your supply chain.
- Sales channels, practices, and controls.
- Bribery and corruption.
- Identification of high-risk countries and transactions.
- Case Studies.
- Assignment.

Module 7: Data Regulations

Session 1: Data Regulations

- GDPR and other relevant regulations.
- Identification of key data.
- Data controls.
- Dealing with data disposal.
- Dealing with data requests.
- Keeping information up to date.
- International data requirements.
- Third-party issues.
- Cloud and data storage issues.
- Cybersecurity issues.
- Case Study.
- Assignment.

Module 8: Marketing and Advertising Compliance

Session 1: Marketing and Advertising Compliance

- Local and international regulation.
- The role of compliance.
- Avoiding bias.
- Dealing with standards.
- Review the website.
- Literature approvals.
- Case Study.
- Assignment.

Compliance, Risk, and Controls

Compliance and Governance

499-P26-VE

Virtual

29 hours

Module 9: Compliance and Human Resources

Session 1: Compliance and Human Resources

- Compliance and regulation within HR.
- What are your concerns?
- Dealing with history.
- Investigating staff.
- Whistleblowing requirements.
- Appraisal and dismissal.
- Case Study.
- Assignment.

Module 10: Other Issues

Session 1: Other Issues

- Building this together.
- Embedding controls in the organization.
- Assessing compliance risk.
- Compliance and data mining.
- Reporting and warning signs.
- Exception-based escalation.
- Designing suitable metrics.
- Case Studies.
- Assignment.

Assessment Strategy:

- 80% Assignments between sessions.
- 20% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

2.7 CEUs

Course Language:

English

Prerequisites:

None

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Preventing, Detecting and Investigating Financial Crime – A Practical Approach

Compliance and Governance

492-P26-VE

Virtual

22 hours

Course Description:

This course is designed for compliance and risk management professionals to enable them to identify, prevent, and investigate financial crimes such as money laundering, fraud, and bribery within their organizations. Through interactive sessions, assignments, and quizzes, Participants will gain expertise in policies, detection methods, and legal principles to successfully combat financial crime. Upon completion, learners will be equipped to skillfully implement risk assessments, monitoring practices, and escalation procedures to protect their organizations.

Target Audience:

- Money Laundering Reporting Officers (MLROs).
- Fraud and Risk Management.
- Compliance Officers.
- Heads of Financial Crime.
- Human Resources Management.

Course Objectives:

By the end of the program, participants will be able to:

- Apply examples of financial crime to identify risks in a workplace situation.
- Use knowledge of crime types to categorize suspicious behaviors in a scenario.
- Construct a prevention plan utilizing security and risk strategies.
- Detect financial crime indicators by employing monitoring techniques.
- Solve a financial crime scenario by implementing investigation steps.
- Address a compliance issue by applying HR policies.
- Manage a crime incident outcome by executing media and prosecution actions.

Course Outline:

Module 1: Introduction to the world of financial crime

Session 1: Introduction to the world of financial crime

- Financial Crime.
- Three Phases of Money Laundering.
- Anti-Money Laundering (AML) Risks.
- Financial Crime Deterrence.
- Warning Signs.
- Key Control Elements.
- Assignment.

Module 2: Types of crime

Session 1: Types of crime

- Money Laundering.
- Fraud.
- Theft.
- Computer Intrusion.
- Terrorism.
- Bribery and corruption.
- Assignment.

Module 3: Prevention

Session 1: Prevention

- Policies, Processes, Procedures.
- Security – physical.
- Surveillance – Covert and Overt.
- Risk assessments.
- Staff vetting.
- Training.
- Systems reviews.
- Assignment.

Module 4: Detection

Session 1: Detection

- Monitoring - Transactions, Emails, Mobile phones, Landline telephones.
- Whistleblowing.
- News Reports.
- Customer complaints.
- Assignment.

Preventing, Detecting and Investigating Financial Crime – A Practical Approach

Compliance and Governance

492-P26-VE

Virtual

22 hours

Module 5: Investigation

Session 1: Investigation

- Analysis of information.
- Escalation processes.
- Quiz.

Module 6: Laws and Human Rights

Session 1: Laws and Human Rights

- Human Resources issues.
- Quiz.

Module 7: Ancillary actions & Summary

Session 1: Ancillary actions & Summary

- In-house issues.
- Prosecution.
- Media considerations.
- Quiz.

Assessment Strategy:

- 80% Assignments and Quizzes.
- 20% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

Prerequisites:

None

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مبادئ حوكمة البنوك

الإمتثال والحوكمة

501-P26-VA

تعلم عن بعد

١٢ ساعة

وصف البرنامج:

يتعرف المشاركون في هذا البرنامج على تعليمات حوكمة البنوك الصادرة من البنك المركزي المصري بتاريخ ٥ يوليو ٢٠١١ وعلى أفضل الممارسات العالمية الصادرة من قبل مؤسسة التمويل الدولية IFC) – مجموعة البنك الدولي والمنتدى العالمي لحوكمة الشركات التابع لمؤسسة التمويل الدولية(سيتعرف ايضا المشاركون علي العناصر الرئيسية لبناء نظام حوكمة فعال.

إلى من يوجه البرنامج:

يوجه هذا البرنامج الي أعضاء الإدارة العليا والمتوسطة بالبنوك والمتعلقة وظائفهم بتطبيق نظم الحوكمة مثل: مسئولي الحوكمة، والمراقبين والمراجعين الداخليين، وسكرتارية مجالس الإدارة، ومسئولي الالتزام والمخاطر، ودون الخبرة في المجال وكذلك جميع المهتمين بالتعرف على مبادئ حوكمة البنوك في مصر.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- تعريف نظم الحوكمة في البنوك.
- شرح مسئوليات وتشكيل مجلس الإدارة.
- تحديد العناصر الرئيسية المكونة للبيئة الرقابية في البنوك.
- شرح أهمية الإفصاح كأحد الدعائم الرئيسية للحوكمة.

محتويات البرنامج:

الجزء الأول: ما هو المقصود بنظم الحوكمة في البنوك؟

المحاضرة الأولى: ما هو المقصود بنظم الحوكمة في البنوك؟

- تعـريف الحوكمة.
- المبـادئ والعناصر الأساسية لنظم الحوكمة.
- أطـار الحوكمة.
- فوائد وتكاليف تطبيق نظم الحوكمة.
- تكليف خارجي.

الجزء الثاني: مجلس الإدارة ولجانه

المحاضرة الأولى: مجلس الإدارة ولجانه

- مسئوليات مجلس الادارة.
- تشكيل مجلس الادارة.
- أعضاء مجلس الادارة.
- لجان مجلس الادارة.
- تقييم مجلس الإدارة.
- تكليف خارجي.

الجزء الثالث: البيئة الرقابية

المحاضرة الأولى: البيئة الرقابية

- ما المقصود بالبيئة الرقابية؟
- الالتزام.
- المراجعة الداخلية.
- المراجعة الخارجية.
- إدارة المخاطر.
- تكليف خارجي.

الجزء الرابع: الإفصاح والشفافية

المحاضرة الأولى: الإفصاح والشفافية

- الأسس العامة للإفصاح.
- أهمية الإفصاح.
- ما هي المعلومات التي يجب الإفصاح عنها؟
- وسائل الإفصاح.
- ما المقصود بتعارض المصالح.
- تكليف خارجي.

استراتيجية التقييم:

- ٢٠٪ المشاركة أثناء المحاضرات.
- ٨٠٪ تكليفات خارجية.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

- ١,١ وحدات التعليم المستمر.

اللغة المستخدمة:

- العربية.

متطلبات الحضور:

- لا يوجد

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الاطار العام لمكافحة غسل الأموال وتمويل الإرهاب

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الامتثال والحوكمة

488-P26-CA

بقاعات التدريب

١٦ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج لإكساب المتدربين المعرفة بغسل الأموال، مخاطره، وعلاقته بتمويل الإرهاب، مع ايضاح الجهات الدولية المنوط بها مكافحة غسل الأموال وتمويل الإرهاب والمعايير الصادرة عنها. يوضح هذا البرنامج أيضا النظام المصري لمكافحة غسل الأموال وتمويل الإرهاب وتحديد الاطراف الرئيسة لمنظومة مكافحة غسل الأموال وتمويل الإرهاب المصرية وادوارها الأساسية في ذلك الصدد. يركز هذا البرنامج على الاجراءات المصرفية لمواجهه غسل الأموال وتمويل الإرهاب، واكساب المتدربين المهارات اللازمة للتعامل مع حالات الاشتباه وإجراءات الاخطار عن العمليات التي يشتبه في انها قد تتضمن غسل أموال او تمويل إرهاب أو أية جريمة اخرى.

إلى من يوجه البرنامج:

كافة العاملين في الجهاز المصرفي والمؤسسات المالية وأصحاب المهن والاعمال غير المالية الخاضعة لقانون مكافحة غسل الأموال وغيرها من الجهات المنوطة بمكافحة غسل الأموال وتمويل الإرهاب.

أهداف البرنامج:

- تعريف المفاهيم الأساسية لغسل الأموال وتمويل الإرهاب.
- شرح الإطار الدولي لمكافحة غسل الأموال/مكافحة تمويل الإرهاب.
- شرح الإطار المصري لمكافحة غسل الاموال وتمويل الارهاب.
- شرح الإطار المصرفي لمكافحة غسل الاموال وتمويل الارهاب.

محتويات البرنامج:

الجزء الأول: المفاهيم الأساسية لغسل الأموال وتمويل الإرهاب

الفصل الأول: غسل الأموال:

- ما هو غسل الأموال؟
- مخاطر غسل الاموال، والاثار السلبية المترتبة على عمليات غسل الاموال.
- تجريم غسل الأموال طبقا للقانون المصري.
- كيف تتم عملية غسل الأموال؟
- امثلة وحالات عملية.

الفصل الثاني: تمويل الإرهاب:

- ما هو تمويل الإرهاب؟
- الفرق بين غسل الأموال وتمويل الإرهاب.
- كيف تتم عملية تمويل الارهاب؟
- امثلة وحالات عملية.

الجزء الثاني: الإطار الدولي لمكافحة غسل الأموال/مكافحة تمويل الإرهاب:

- مجموعة العمل المالي (FATF):
  - النشأة والاعضاء.
  - دور مجموعة العمل المالي (FATF).
- الأمم المتحدة:
  - اتفاقيات الامم المتحدة ذات الصلة.
  - قرارات مجلس الامن ذات الصلة.
- لجنة بازل للرقابة المصرفية.
- مجموعة إجمونت Egmont Group.
  - النشأة والاعضاء.
  - دور مجموعة إجمونت Egmont Group.

الجزء الثالث: الإطار المصري لمكافحة غسل الاموال وتمويل الارهاب:

- السلطات الرقابية:
  - التعريف بالسلطات الرقابية في مجال مكافحة غسل الأموال وتمويل الإرهاب.
  - دور والتزامات السلطات الرقابية في مجال مكافحة غسل الأموال وتمويل الإرهاب.
- وحدة مكافحة غسل الأموال وتمويل الإرهاب:
  - النشأة والتأسيس.
  - الدور والالتزامات.
- الجهات الملزمة بالإبلاغ.
  - المؤسسات المالية.
  - أصحاب المهن والاعمال غير المالية المحددة.
  - دور والتزامات الجهات الملزمة بالإبلاغ في مجال مكافحة غسل الأموال وتمويل الإرهاب.
- جهات الرقابة العامة والتزاماتها.
- جهات التحقيق والتزاماتها.

الاطار العام لمكافحة غسل الأموال وتمويل الإرهاب

الامتثال والحوكمة

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بقاعات التدريب

١٦ ساعة

الجزء الرابع: الإطار المصرفي لمكافحة غسل الاموال وتمويل الارهاب:

- الالتزام:
  - تعريف الالتزام.
  - مخاطر عدم الالتزام.
  - مبادئ ومسئوليات وظيفة الالتزام.
  - دور مدير الالتزام في مجال مكافحة غسل الاموال وتمويل الارهاب.
- العناية الواجبة بالعملاء وإدارة مخاطر غسل الأموال وتمويل الإرهاب:
  - التعرف على العملاء والمستفيدين الحقيقيين.
  - التحقق من هوية العملاء والمستفيدين الحقيقيين.
  - تصنيف مخاطر العملاء.
  - العناية المشددة.
    العناية المشددة ببعض فئات العملاء.
    العناية المشددة ببعض العمليات والخدمات والمنتجات.
  - المتابعة والرقابة المستمرة للمعاملات والحسابات.
  - تحديث بيانات العملاء.
  - امثلة وحالات عملية.
- الاخطار عن العمليات المشتبه فيها :
  - المؤشرات الاسترشادية للعمليات والأنشطة المشتبه في تضمنها غسل أموال.
  - المؤشرات الاسترشادية للعمليات والأنشطة المشتبه في تضمنها تمويل إرهاب.
  - استخدام النظم الداخلية لمتابعة المعاملات غير العادية والمشتبه فيها.
  - النظم الداخلية للتوصل الى المعاملات المشتبه فيها.
- الاحتفاظ بالسجلات والمستندات :
  - أنواع السجلات والمستندات التي يتعين الاحتفاظ بها.
  - مدة الاحتفاظ.
  - شروط الاحتفاظ.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج بالإضافة إلى مشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٣ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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Risk Management Framework

Risk Management

468-P26-VE

Virtual

24 hours

Course Description:

Participants who are already involved or desire to be involved in the Risk Management Process will be able to apply risk management techniques that help the BOD to take the appropriate decisions regarding setting the Risk appetite, Risk Tolerance that will be linked with the Bank's strategy.

Target Audience:

- Risk Professionals.
- Audit & Compliance Professionals.
- Branch Managers.
- Operation Managers.
- Relationship Officers / Managers.

Course Objectives

By the end of the course, participants will be able to:

- Categorize Types of Risks & Elements of Risk Management.
- Explain Risk Assessment.
- Explain the Integration of Risk Management, including the Five Lines of Defense.
- Demonstrate Risk Management Processes, the impact of global regulation, and the Supplier Management Framework.
- Illustrate Model Risk Policy.
- Present Business Resilience & Recovery Planning.
- List CBE Regulations.

Course Outline

Module One: Risk Management Framework

Session One: Risk Assessment

- How do we define risk?
- The impact of the external environment on risk "PESTLE".
- What several types of risks are there?
- Risk Management.
- Why is risk management important?
- Enterprise Risk Management vs. Traditional Risk Management.
- Assignment.

Session Two: Risk Management Framework

- Risk Management framework.
- Risk Management Cycle.
- Risk Responses.
- Identify Mitigation using the Impact and Probability Grid.
- Risk Monitoring & Control – Basel Committee principles.
- Assignment.

Module Two: Risk Assessment Techniques:

Session One: Risk Assessment Techniques:

- Risk Assessment – The 9 Steps.
- Risk assessment techniques.
- Assignment.

Module Three: The 5 Lines of Defense:

Session One: The 5 Lines of Defense:

- Integration of Risk Management:
  - First line of defense: Business lines.
  - The second Line of Defense: Risk Management and Compliance Functions.
  - Third Line of Defense: Internal Audit.
  - Fourth line of defense: External Audit.
  - Fifth line of defense: Regulators and Supervisors.
- Assignment

Module Four: Third Party Policies:

Session One: Third Party Policies:

- Third parties.
- The risk processes.
- Roles & Responsibilities.
- Types of third-party engagements.
- Impact of Global Regulation.
- The Risk Management Template.
- Supplier Risk Management.
- Supplier selection.
- Contract Authorization.
- Knowledge Transfer as part of the handover- Key Factors?

Risk Management Framework

Risk Management

468-P26-VE

Virtual

24 hours

- Key Performance Indicators (KPIs)- importance?
- Escalation process for critical supplier arrangements- includes key contact points.
- Assignment.

Module Five: Model Risk Policy:

Session One: Model Risk Policy:

- Model Risk Policy.
- Model Risk.
- Use of models.
- A typical model risk policy.
- Assessing materiality.
- Model Approval.
- Components of model validation.
- Roles, responsibilities, and authorities.
- Assignment.

Module Six: Business Resilience& Recovery Planning:

Session One: Business Resilience& Recovery Planning:

- Business continuity.
- key concepts:
  - Business continuity management (BCM).
  - Business continuity planning (BCP).
  - Disaster recovery planning (DRP).
- Business continuity documentation.
- Recovery planning.
- Assignment.

Module Seven: CBE Regulations:

Session One: CBE Regulations:

- Regulatory Tools.
- Examples of Regulations.
- Assignment.

Assessment Strategy

- 70% Assignments between sessions.
- 30% Participation.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

2.2 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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Introduction to Credit Risk

Risk Management

472-P25-VE

Virtual

14 hours

Course Description:

Credit risk, as a core component of risk management, is a fundamental operating principle and a regulated area within both corporate and retail lending institutions. This course provides participants with an in-depth understanding of credit risk management, its key concepts, and the processes for monitoring and control under Basel II and III. It explores the areas and products that generate credit risk, the Basel Accords, and the associated regulations for measuring, managing, supervising, and disclosing credit risk. It also explains the approaches for calculating credit risk capital, as well as credit risk governance and reporting.

Target Audience:

- Risk managers and analysts.
- Credit operations managers and staff.
- Business managers and team leaders.
- Middle and back-office managers.
- Internal and external auditors.
- Professionals in risk management within financial services.
- Professionals in credit risk.

Course Objectives

- Explain how to mitigate and manage credit risk.
- Analyze personal credit.
- Analyze corporate credit.
- Explain credit risk reporting.
- Explain the methods for calculating credit risk capital under Basel.
- Explain Collateral.
- Apply cases on Credit Risk.

Course Outline

Module 1: Mitigating and managing credit risk.

Session 1: Mitigating and managing credit risk.

- What is credit risk?
- Governance and structure
- Credit assessments and scoring.
- Cash flow monitoring.
- Recovery management
- Quiz

Module 2: Personal Credit Analysis

Session 1: Personal Credit Analysis

- Retail credit risk
- The nature of the products and risks
- Identifying the customer
- Analyzing cash flows
- Sustainable free cash flow and its importance
- Credit scoring and modelling.
- What goes wrong?
- Quiz

Module 3: Corporate Credit Analysis

Session 1: Corporate Credit Analysis

- The governance structures
- Analyzing a company
- Assessing companies under crisis
- Use of information
- SWOT analysis
- Approval, terms, and conditions
- Corporate credit scoring
- Quiz

Module 4: Credit Risk Reporting

Session 1: Credit Risk Reporting

- Concentration and portfolio analysis
- Data trends
- Meaningful differentiation
- Model validation
- Quiz

Module 5: Calculating credit risk capital under Basel.

Session 1: Calculating credit risk capital under Basel.

- Risk-weights and risk-weighted assets.

Introduction to Credit Risk

Risk Management

472-P25-VE

Virtual

14 hours

- Credit risk and Basel.
- Basel II and rating agencies
- The approaches for measuring credit risk capital.
  - Standardized and proposed revised standardized approaches.
  - EAD, PD, and LGD
  - IFRS9
- Data issues
- The Use Test
- Quiz

Module 6: Collateral

Session 1: Collateral

- The role of collateral
- Types of collateral
- Haircuts
- Collateral under Basel II
- The effect of collateral on credit risk capital
  - The Simple Approach
  - The Comprehensive Approach
  - The Advanced Comprehensive Approach
- Quiz

Assessment Strategy

80% Assignment.
20% Participation.
The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

English

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The Practitioner Guide to Basel II, III, and the Road to Basel IV

Risk Management

606-P26-B.E

Blended - In class - E-learning

10 hours

Course Description:

This course is designed to understand how the Basel accords significantly affect how banks are structured and the strategies they pursue and will identify regulatory capital at Egyptian banks, credit risk, market risk and operational risk. In addition to the global liquidity standards.

Target Audience:

This program targets those who work in the departments of: risks, credit, treasury, audit, internal control, finance and compliance. In addition to the related parties with the enterprise risk management (ERM).

Course Objectives

By the end of the program, participants will be able to:

- Illustrate the development of Basel I, II, III accords.
- Classify all types of risks.
- List additional Basel III requirements.
- Summarize – Basel IV.

Course Outline

Module 1: The development of Basel I, II, III accords – E learning

- History of Basel I.
- Basel II pillars.
- Basel III framework.
- New updates in Basel IV.

Module 2: Capital adequacy ratio – In class

- Regulatory Capital.
- Credit Risk approaches.
- Operational Risk approaches.
- Market Risk approaches.

Module 3: Additional Basel III requirements (E learning – In class)

- G-SIBS regulations.
- Leverage Rule.
- liquidity Coverage Ratio.
- net Stable Funding Ratio (NSFR).

Assessment Strategy:

Participants will be assessed on their interaction and participation in the group exercises.

Prerequisites;

None.

Course Language:

English.

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نظرة عامة على إدارة المخاطر التشغيلية

457-P26-VA

تعلم عن بعد

٨ ساعة

وصف البرنامج:

هذا البرنامج موجه إلى المصرفيين في مختلف الأقسام، حتى يصبحوا ملمين بمفهوم إدارة المخاطر التشغيلية، وتحديد أدوارهم في تقييم وإدارة هذه المخاطر فى أعمالهم اليومية و تنفيذ اجراءات العمل المختلفة.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين في قطاع البنوك.

أهداف البرنامج:

- شرح اتفاقيات بازل II وIII ومخاطر التشغيل.
- تحديد أدوات إدارة مخاطر التشغيل.

محتويات البرنامج:

الجزء الأول: مخاطر التشغيل

المحاضرة الأولى: مفهوم إدارة المخاطر ومخاطر التشغيل

- مفهوم إدارة المخاطر Risk Management.
- أنواع المخاطر فى البنوك.
- مراحل إدارة المخاطر Risk Management Processes.
- مبادئ إدارة المخاطر.
- آلية تطبيق مبادئ إدارة المخاطر.
- أنواع الضوابط الرقابية Types of Controls.
- خطوط الدفاع الثلاثة لإدارة المخاطر The Three Line of Defense.
- تعريف مخاطر التشغيل.
- العوامل التى أدت إلى زيادة أهمية إدارة مخاطر التشغيل.
- أمثلة من الخسائر الناشئة عن مخاطر التشغيل.
- تكليف خارجي.

المحاضرة الثانية: اتفاقيات بازل

- مقدمة عن لجنة بازل و دورها في القطاع المصرفي.
- لجنة بازل "Basel Committee".
- أهداف إنشاء لجنة بازل.
- اتفاقية بازل ١ "Basel I".
- اتفاقية بازل ٢ "Basel II".
- محاور اتفاقية بازل ٢ "Basel II".
- أهداف اتفاقية بازل ٢ "Basel II".
- اتفاقية بازل ٣ "Basel III".
- أهداف اتفاقية بازل ٣ "Basel III".
- تكليف خارجي.

الجزء الثاني: أدوات إدارة مخاطر التشغيل

المحاضرة الاولي: الاطار العام لإدارة «مخاطر التشغيل»

- الإطار العام لعمل إدارة «مخاطر التشغيل».
- تحديد مصادر المخاطر التشغيلية.
- تقييم تأثير و احتمال المخاطر التشغيلية.
- أهداف التقييم الذاتي للمخاطر والرقابة عليه.
- مؤشرات المخاطر الرئيسية.
- مؤشرات قياس الأداء.
- تطوير استراتيجية ادارة مخاطر التشغيل.
- تطوير استراتيجيات ادارة مخاطر التشغيل.
- تنفيذ ضوابط ادارة مخاطر التشغيل.
- طرق إدارة المخاطر التشغيلية.
- تكليف خارجي.

المحاضرة الثانية: أساليب قياس مخاطر التشغيل

- أساليب قياس مخاطر التشغيل.
- أمن المعلومات.
- ما هو الفرق بين أمن المعلومات و الأمن السيبرانى؟
- تكليف خارجي.

457-P26-VA

تعلم عن بعد

٨ ساعة

استراتيجية التقييم:

- ٥٠٪ تكليفات خارجية.
- ٥٠٪ مشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٠,٧٥ وحدة تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Credit Risk Management to Drive Business Growth – Analysis Cases

Risk Management

464-P26-VE

Virtual

43 hours

Course Description:

This course is tailored for staff of credit, investment, and non-performing loan departments seeking to excel in credit risk management. Participants will demonstrate proficiency in identifying and explaining credit risk in banks, including its sources, measurement, and appraisal processes, through guided instruction and real-world case studies. By engaging with structured modules, learners will apply the 10 BIS 2005 principles, define credit appraisal techniques, and evaluate loan pricing and Funds Transfer Pricing (FTP) in practical scenarios. Upon completion, participants will analyze regulatory capital issues, such as Basel III impacts, and discuss case studies to reinforce key takeaways. The course equips learners to make informed credit decisions, enhancing bank profitability and risk management under industry-standard conditions.

Target Audience:

Staff of credit, investment, and non-performing loan departments.

Course Objectives

By the end of the program, participants will be able to:

- Explain credit risk in banks.
- Identify credit risk.
- Explain how credit risk arise in banks and how to measure it.
- Identify risk measurements and credit rating.
- Identify credit appraisal for retail and SME loans.
- Explain loan pricing and FTP (Funds Transfer Pricing).
- Define credit appraisal and credit applications.
- Explain key regulatory capital issues and impact on bank behavior.
- Discuss case studies and key takeaways.

Course Outline

Module One: Credit Risk in Banks:

Session One: Credit Risk in Banks

- Credit risk definition.
- BIS 2005 10 principles on sound Credit Risk assessment and valuation.
- Assignment.

Module Two: Credit Risk in Loans – Overview

Session One: Assessment of Credit Risk

- Credit risk in loans.
- Assessment of Credit Risk.
- Residential mortgages.
- Lombard Lending.
- Assignment.

Module Three: Where Else Does Credit Risk Arise in Banks?

Session One: Credit risk

- Credit risk – Gross Exposures (before collateral).
- Credit risk – off-balance sheet gross exposures.
- Assignment.

Module Four: Risk Measurement

Session One: Risk measurement

- Risk measurement.
- Credit ratings and Credit Curves.
- Assignment.

Module Five: Credit Appraisal for Retail and SME Loans.

Session One: CBE segmentation

- CBE segmentation.
- Loans to small businesses.
- Credit scoring for small businesses.
- Assignment.

Module Six: Loan Pricing and FTP (Funds Transfer Pricing)

Session One: Fund transfer pricing

- Fund transfer pricing (FTP).
- Assignment.

Session Two: Loan Pricing

- Loan pricing.
- Assignment.

Credit Risk Management to Drive Business Growth – Analysis Cases

Risk Management

464-P25-VE

Virtual

43 hours

Module Seven: Credit Appraisal

Session One: Credit analysis

- Credit analysis.
- Profitability metrics for lending bankers.
- Credit Applications and their contents.
- SWOT analysis.
- Key Factors in Moody's Risk Advisor Model.
- Credit analysis – The Hard Bit.
- Assignment.

Session Two: Credit Appraisal

- Bank covenants.
- Ongoing Monitoring.
- Credit models.
- Composite Ratio Analysis.
- Altman Z-Score.
- Default Point.
- Assignment.

Module Eight: Key Regulatory Capital Issues and Impact on Bank Behavior:

Session One: Key Regulatory Capital Issues and Impact on Bank Behavior:

- Purpose of Capital Adequacy.
- Reminders of Basel I and I.
- The impact of Basel III on banks.
- Assignments.

Module Nine: Case Studies and Takeaways

Session One: Case Studies and Takeaways – Part 1

- Case studies of credits based on real credit applications – Part 1.
- Assignment.

Session Two: Case Studies and Takeaways – Part 2

- Case studies of credits based on real credit applications – Part 2.
- Assignment.

Session Three: Importance of credit risk and credit appraisal in banking.

- Why Credit Risk is the first Risk in Banking.
- Why Credit Appraisal is Key to Bank Profitability.
- Assignment.

Module Ten: Impact Session

- Gathering feedback from participants to recap the key topics covered in the training.
- Group activity (Split the participants into groups to share experience, by discussing challenges faced and successes achieved, then share the top challenges and solutions to the whole group for more effective outcomes).
- Encouraging the participants to solve a case study by sharing one takeaway to apply what they learned.

Assessment Strategy,

- 30% Assignments between sessions.
- 70% Exam.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

3.8 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

Certificate requirements:

Participants must attend an impact session, which will take place 3–4 weeks after the last day of the course, in order to receive the certificate. This session will last two hours, and its duration will be included in the total program hours. In addition to completing all the required assignments and attending at least 80% of the course duration.

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Strategic Problem Solving

Leadership Development

285-P26-VE

Virtual

22 hours

Course Description:

Participants will acquire a comprehensive toolkit of diverse information-gathering techniques to efficiently address strategic problems. They'll be able to evaluate solutions through varied methods, adeptly assessing decision-making processes and managing associated risks. Through implementing change processes and evaluating outcomes, they'll elevate their creative problem-solving skills to effectively navigate crises at a strategic level.

Target Audience:

This course is designed for all management levels in any organization.

Course Objectives:

- Apply diverse information-gathering tools to solve problems efficiently
- Identify and evaluate solutions using different methods
- Assess decision-making and manage risks
- Implement the change process and evaluate the problem-solving outcome

Course Outline

Module 1: Strategic and Creative Thinking

Session One: Strategic Problem Solving

- A strategic problem-solving
- Sources of strategic problems
- Assignment

Session Two: Enhancing Creativity in Problem-Solving

- Creative problem solving
- Creativity
- State the problem
- Assignment

Session Three: Restate the problem

- Gather facts, feelings, and opinions
- Restate the problem
- Assignment

Module 2: Generate and Evaluate Solutions

Session One: Steps Two and Three in Problem Solving

- Identify alternative solutions
- Effective communication
- Evaluate alternatives
- Assignment

Module 3: Managing Decisions and Risks

Session One: What is a Decision?

- Decisions
- Stockholders/ Shareholders
- Assignment

Session Two: What is Risk Management?

- What is risk analysis?
- Risk management
- Threats and (FMEA) and Weighted decision-making matrix
- Assignment

Module 4: Implementing the Recommended Solution

Session One: Solution Implementation

- Implementing the solution
- Five 5s model
- Getting your solution accepted
- Review and evaluate
- Assignment

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100".

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English.

Prerequisites:

None

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فاعلية القيادة

تنمية المهارات القيادية

278-P26-CA

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

يُمكّن هذا البرنامج قادة الفرق والمديرين من إتقان المهارات القيادية الأساسية. من خلال استكشاف الإدارة الاستراتيجية، والتواصل الفعّال، ونظريات التحفيز، واستخدام الوقت بكفاءة، سيعمل المشاركون على تعزيز قدراتهم في إدارة الفرق وحل المشكلات. سيؤدي تطبيق هذه التقنيات إلى منظمة أكثر إنتاجية مع فرق منظمة وفعّالة.

إلى من يوجه البرنامج:

تم تصميم هذا البرنامج لقادة الفرق والمديرين الذين يهدفون إلى تعزيز مهاراتهم القيادية. سيتمكنون من إدارة فرقهم بفعالية، وتحسين التواصل، وتطبيق استراتيجيات التحفيز، وحل المشكلات بكفاءة، مما يؤدي في النهاية إلى مكان عمل أكثر إنتاجية وتنظيمًا.

أهداف البرنامج:

- التعرف على وظائف الإدارة والمفاهيم الأساسية للقيادة
- تعريف الإدارة الاستراتيجية ومكوناتها
- تطبيق تقنيات إدارة الفرق بشكل فعّال
- استكشاف طرق وأشكال التواصل الفعّال المختلفة
- تطبيق نظريات التحفيز وإظهار تقنيات التفويض
- تحديد عملية حل المشكلات واتخاذ القرارات
- استخدام الوقت بأكثر الطرق كفاءة وفعالية

محتويات البرنامج

الجزء الأول: الفرق بين القائد والمدير

- الفرق بين القائد والمدير
- وظائف الإدارة
- المهارات المطلوبة لممارسة عملية الإدارة
- أساليب القيادة
- نظريات القيادة
- المهارات والصفات اللازمة للمدير الفعّال

الجزء الثاني: أساسيات الإدارة الاستراتيجية

- الإدارة الاستراتيجية
- مكونات الإدارة الاستراتيجية
- سلسلة القيمة في الشركات

الجزء الثالث: إدارة وبناء الفريق

- تعريف الفريق
- فوائد الفريق
- ميثاق الفريق
- إدارة الفريق (للأفراد، وللفريق ككل)
- عملية إدارة الفريق
- التعامل مع النزاعات في الفريق
- طرق تقييم الفريق
- العقبات في العمل مع الفريق
- تدريب أعضاء الفريق
- الأمور التي يجب فعلها والتي يجب تجنبها

الجزء الرابع: التواصل الفعّال

- تعريف التواصل الفعّال
- أهمية التواصل وأهدافه
- عمليات التواصل
- قنوات التواصل
- اتجاهات التواصل
- أساليب التواصل
- التواصل الداخلي
- التواصل بين الأشخاص
- الأساليب الاجتماعية
- الإدراك
- أهمية الثقة
- نصائح لتحسين التواصل
- السلوكيات المشجعة والمرفوضة في التواصل

278-P26-CA

بقاعات التدريب

٢٤ ساعة

الجزء الخامس: التحفيز والتفويض الفعّال

- تعريف التحفيز
- أنواع التحفيز
- فوائد التحفيز
- نظريات التحفيز
- تحويل الرغبات إلى محفزات
- خطوات عملية في التحفيز
- طرق التحفيز المختلفة
- قيود التحفيز
- تعريف التفويض
- مزايا وأهمية التفويض
- عملية التفويض
- العوامل المؤثرة في فعالية التفويض
- قيود التفويض
- عقبات التفويض
- الأمور التي يجب فعلها والتي يجب تجنبها في التفويض

الجزء السادس: حل المشكلات واتخاذ القرارات

- تعريف المشكلة
- عملية حل المشكلات
- تعريف القرار
- أنواع القرارات
- العقبات في اتخاذ القرارات
- الأخطاء التي يجب تجنبها عند اتخاذ القرارات وحل المشكلات

الجزء السابع: إدارة الوقت والضغوط

- إدارة الوقت
- أرباح الوقت وتحديد الأولويات
- إدارة الإجهاد

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٢ وحدات تعليم مستمر

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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Strategic Agility - Thriving in Banking's Volatile Environment

Leadership Development

9183

In-Class

12 hours

Course Description:

Banking leaders today must adapt quickly to market shifts, regulatory changes, and client expectations. Strategic agility equips managers to anticipate change, pivot fast, and maintain service excellence under uncertainty. A practical program using agile leadership principles and scenario planning tools tailored to the banking context.

Target Audience:

Department managers, project leaders, and change management teams.

Course objectives:

- Apply agile principles to strategic decision-making.
- Demonstrate leading teams through transitions with minimal disruption.

Course Outline:

Module 1: Strategic Agility in Banking

- Understanding volatility in the financial sector
- Agile mindset and leadership tools
- Rapid response to a regulatory change

Module 2: From Strategy to Execution

- Scenario planning and decision sprints
- Leading teams through uncertainty
- Adapting a product rollout under market shock

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

The Talent War - Art of Talent Management & Succession Planning

Human Resources

9175

In-Class

16 hours

Course Description:

Retaining talent is becoming a continuous war we manage in our organizations day in and day out. The War of Talents is not about how to attract new talent but how to keep your own talents with an ecosystem that matches their need.

Target Audience:

This course is intended for HR Professionals & Talent Managers.

Course objectives:

By the end of the course, participants will be able to:

- Understand Talent Management and diagnose talent gaps, align leadership, and map critical roles.
- Develop talent programs and build succession pathways.
- Illustrate how to draw a future talent strategy

Course Outline:

Module 1: Understanding Talent Management

- What is Talent, and why is it important to build the talent pipeline of an organization
- Understand Talent risk assessment
- Benchmarking with competitors

Module 2: Develop talent, strengthen retention, and build succession pathways.

- The 9 Grid Talent Matrix: what & how
- Succession architecture – the idea and its implementation
- Upskilling and PDP

Module 3: Draw future talent strategy

- Talent Strategy from an HR perspective
- Leadership buy-in and engagement
- Retention tools: Non-monetary rewards and retention action plans

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Organizational Development

Human Resources

9171

In-Class

16 hours

Course Description:

A well-executed and managed human resources audit may help decrease employee turnover, disengagement, and friction. It may also help maintain strong morale and provide a competitive advantage. The audit ensures that the Human Resources department operates smoothly and efficiently to the best of its ability. It assists organizations in staying up to date on current laws and regulations, trends, and practices. The systematic verification of all aspects of human resources, including job analysis and design, recruitment and selection, placement and orientation, training and development, compensation, career progression, motivation, dispute and conflict resolution, and so on, can assist organizations in becoming the best players in their industries.

Target Audience:

This course is intended for HR Leaders and Managers.

Course objectives:

By the end of the course, participants will be able to:

- Understand the foundational principles, theories, and roles of OD to support strategic organizational growth.
- Apply diagnostic tools and data collection methods to assess organizational culture and identify performance gaps.
- Design and implement targeted OD interventions that address structural, interpersonal, and strategic challenges.
- Develop effective change management plans using established models to overcome resistance and drive transformation.
- Evaluate the impact of OD initiatives and create strategies for sustaining long-term organizational improvement.
- Enhance consulting, facilitation, and communication skills to lead OD efforts and foster team development.

Course Outline:

Module 1: Foundations of Organizational Development:

- Introduction to OD: Defining organizational development and its role in achieving competitive advantage.
- History and Evolution of OD: Examining the historical roots and development of OD as a field.
- Theoretical Frameworks: Understanding key theories and models of planned change, such as Lewin's change model, action research, and appreciative inquiry.
- The OD Practitioner: Exploring the roles, skills, and ethical considerations of OD practitioners.

Module 2: Diagnosing Organizational Issues:

- Data Collection Methods: Learning various techniques for gathering data, such as surveys, interviews, and observations.
- Diagnostic Models: Utilizing frameworks like the six-box model or the open systems model to analyze organizational issues.
- Analyzing Organizational Culture: Understanding the impact of organizational culture on performance and change initiatives.

Module 3: Designing and Implementing Interventions:

- Human Process Interventions: Focusing on interpersonal and group dynamics, including team building, conflict resolution, and communication.
- Techno-structural Interventions: Addressing organizational structure, work design, and technology implementation.
- Human Resource Management (HRM) Interventions: Exploring talent management, performance management, and employee engagement strategies.
- Strategic Change Interventions: Facilitating large-scale organizational transformations, including mergers, acquisitions, and cultural shifts.

Module 4: Change Management:

- Understanding Resistance to Change: Identifying common reasons for resistance and developing strategies to overcome it.
- Change Management Models: Applying frameworks for managing the change process, such as Kotter's 8-step model.
- Developing Change Management Plans: Creating actionable strategies for implementing and sustaining change initiatives.

Module 5: Evaluation and Sustainability:

- Evaluating OD Interventions: Measuring the effectiveness of implemented interventions and making necessary adjustments.
- Ensuring Sustainability: Developing strategies for long-term organizational development and continuous improvement.

*** EBI's discount policy is not applicable to this program.**

Organizational Development

9171

In-Class

16 hours

- Future Trends in OD: Examining emerging trends and challenges in the field, such as the impact of technology and globalization.

Module 6: Specific Applications and Skills:

- Consulting Skills: Developing the ability to effectively consult with clients and facilitate change.
- Facilitation Skills: Mastering the art of leading group discussions and workshops.
- Communication Skills: Enhancing communication strategies for engaging stakeholders and promoting buy-in.
- Team Development: Understanding team dynamics and facilitating team effectiveness.

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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Introduction to Human Resources

Human Resources

253-P26-VE

Virtual

16 hours

Course Description:

The introduction of Human Resource Training will give HR staff the basic tools to handle numerous human resource situations such as writing the job description, how to interview the new candidates, the company orientation, the employees' performance measurement. Also, it will enable them to deal with certain Human Resource situations.

Target Audience:

This course is designed for Junior HR staff

Course Objectives:

- Discuss human resources management
- List the job specifications and identify core competencies
- State the methods of finding, selecting, and keeping the best people
- Identify the training and development process
- Explain the performance management system
- Explain compensation and benefits

Course Outline:

Module 1: Concepts of Human Resources Management

Session one: Evolving Human Resources Management

- Human resource management
- Different roles for HRM
- HR from supporting function to strategic partner
- Changing roles of HR management
- HR strategy alternatives
- HR responsibilities and functions
- Assignment

Module 2: Job Analysis and Competency Framework

Session one: Mastering Job Analysis and Competency Frameworks

- Job analysis – definition and concept
- Different methods of collecting job analysis
- Job descriptions – formulation
- Job specification from the job description
- Competency framework– definition and concept
- Assignment

Module 3: Personnel Planning and Recruitment

Session one: Effective Selection Strategies

- Different types of tests and assessments
- Techniques of selection interviews
- Integrate competencies in the selection process
- Skills required for the interviewer in the selection process
- Behavioral-based interview techniques
- Assignment

Module 4: Training and Development

Session one: Optimizing Training and Development

- Learning, education, training & development
- The nature of adult learning
- Types of adult learning
- Training Needs Analysis
- Methods of training evaluation – Kirkpatrick model
- Participant's reaction
- Learning
- Transfer / Behavior
- Return on Investment (ROI)
- Assignment

Module 5: Performance Management System (PMS)

Session one: Evolving Performance Management

- PMS from traditional views to new concepts
- Performance management versus performance appraisal
- Performance management system misconceptions
- The performance management system model
  - Performance planning
    - Key responsibilities and job descriptions
    - Cascading objectives and action plan
    - Behavioral indicators

Introduction to Human Resources

253-P26-VE

Virtual

16 hours

- Performance monitoring & coaching
  - Observe, monitor and coach
  - Deliver feedback
  - One-on-one sessions
- Performance appraisals
  - Compile/Review data
  - Parties' appraisals
  - Appraisers rating errors
- Learning and development

- Assignment

Module 6: Compensation and Benefits Management

Session one: Comprehensive Compensation and Benefits

- Methods in compensation planning
- Factors in determining pay rates
- How to price managerial and professional jobs
- The current trends in compensation
- Incentives for individual employees
- Effective incentive plans
- Insurance and other job benefits
- Retirement benefits
- Flexible benefit employee programs
- Assignment

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % cut-off score of total grades, which is "100"

Upon Successful Completion of this Course, participants will obtain:

1.4 CEUs

Course Language:

English.

Prerequisites:

None

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Storytelling for Influence - Banking Leaders as Trust Builders

Skills for Success

9196

In-Class

12 hours

Course Description:
A blend of communication strategy, emotional intelligence, and storytelling techniques tailored to banking. Participants will practice transforming data, experiences, and strategies into compelling stories.

Target Audience:
- Branch managers,
- Corporate relationship managers,
- Marketing and communication leads.

Course Objectives:
- Identify the core elements of impactful business stories and translate banking data into relatable narratives
- Apply storytelling techniques to inspire trust and enhance leadership, sales, and client engagement

Course Outline:
Module 1: The Science and Art of Storytelling
- Why storytelling works in business
- Story structure: Hook, conflict, resolution
- Turning banking products and data into stories
- Activity: Create a client success narrative

Module 2: Storytelling in Action
- Storytelling for leadership and change
- Adapting stories for different audiences
- Using AI to generate story frameworks and visuals
- Activity: Deliver a persuasive story to win a hypothetical client deal

Assessment Strategy:
Participants will be informally assessed based on their class participation and/or group exercises

Upon Successful Completion of this Course, participants will obtain:
N/A

Program language:
English

Prerequisites:
None

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* EBI's discount policy is not applicable to this program.

Presenting with Impact

Skills for Success

298-P26-CE

In-Class

16 hours

Course Description:

This course aims to guide participants in presenting and preparing compelling, high-impact presentations. Participants will also learn how to build and deliver presentations using basic, inventive themes. Additionally, they will learn how to leave a lasting impression while boosting their delivery abilities and confidence.

Target Audience:

This course is designed for all staff within the organization, particularly junior-level employees seeking to enhance presentation and design techniques.

Course Objectives:

- Describe the three principles of persuasion and presentation.
- Illustrate how to structure a presentation and visuals with focus, clarity, and impact.
- Explain the tips for preparing presentation slides.
- Demonstrate how to prepare yourself as a presenter.
- Summarize how to deliver compelling, high-impact presentations.

Course Outline

Module 1: Presentation Primer

- What is presenting?
- Principles of Persuasion
- Character, Logic, and Emotion
- The 3 Principles of Presenting
- Elevator Pitch Activity
- Evaluate Your Presentation Skills

Module 2: Preparing your structure

- Go offline!
- What's In It for Me "WIIFM"
- Know Your Audience
- Research your topic
- Creating Your Structure
- Consolidate, group, and edit your ideas
- Visualizing Your Ideas

Module 3: Preparing Your Slides

- Importance of Slides
- Start with Slide Sorter View
- Fonts and Background
- Making Use of Contrast
- How Many Bullet Points on a Slide?
- Shrink your words and simplify numbers
- Using Quotes on Your Slides
- Using Animation
- Slide Design Tips

Module 4: Preparing Yourself

- Are You an Expert?
- Reasons for being nervous in a presentation
- Dealing with Nerves
- Avoid Desert Mouth Syndrome
- Breathing Exercise
- How to Look?
- Attitude, Skills, and Knowledge

Module 5: Delivering Your Presentation

- The Bob Pike Group's Laws of Adult Learning
- What makes a good presenter?
- Engaging Your Audience
- Art of Storytelling
- Your Body Language Matters
- Using Your Eyes
- Pitch, Volume & Rate of Speech
- Having a Powerful Ending
- General Presentation Tips
- Presentation Tips from Steve Jobs

Presenting with Impact

Skills for Success

298-P26-CE

In-Class

16 hours

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs

Course Language:

English.

Prerequisites:

None.

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أساسيات التفاوض الناجح

المبيعات، التسويق وخدمة العملاء

257-P26-CA

بقاعات التدريب

١٤ ساعة

وصف البرنامج:

تم تصميم هذا البرنامج للمهنيين من جميع المستويات، بدءًا من المستوى المبتدئ وحتى المستوى المتقدم، بهدف تعزيز مهارات التفاوض والتغلب على مخاوفهم. من خلال استخدام تقنيات واستراتيجيات متنوعة واختبارات التقييم الشخصي، يمكن للمشاركين تحديد عملية التفاوض وتقنياتها المرتبطة، مما يؤثر على السياقات الشخصية والمهنية، حيث سيساهم ذلك في رفع الثقة بالنفس وتعزيز قدرات حل المشكلات.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى أعضاء الفريق من جميع المستويات الذين يتطلعون إلى تعزيز مهاراتهم في التفاوض والتواصل.

أهداف البرنامج:

- تعريف التفاوض والتمييز بين أنماط الشخصية المختلفة.
- تحديد استراتيجيات التفاوض وعملية التفاوض.
- استخدام تقنيات التحضير وفتح التفاوض مع خلق انطباع إيجابي.
- توضيح تقنيات تبادل المعلومات والمساومة بفعالية.
- مناقشة كيفية إدارة مرحلة الإغلاق بفعالية في التفاوض.

محتويات البرنامج:

الجزء الأول: مقدمة حول التفاوض

- ما هو التفاوض
- المفاوض الناجح
- لماذا يجب أن أعرف أنماط الشخصية؟
- أنماط الشخصية
- نقاط القوة والضعف في كل نمط شخصية
- التأثير على أنماط الشخصية المختلفة

الجزء الثاني: استراتيجيات التفاوض

- استراتيجية التفاوض
- التفاوض اللين والصلب
- عملية التفاوض

الجزء الثالث: تحضير للتفاوض

- التحضير للتفاوض
- البحث للتحضير
- خلق انطباع جيد
- تحديد القواعد الأساسية عند فتح التفاوض

الجزء الرابع: تبادل المعلومات والمساومة

- تبادل المعلومات
- مراحل المساومة
- تقنيات مرحلة المساومة
- الانتقال من «لا» إلى «نعم»
- المشاعر السلبية

الجزء الخامس: إغلاق المناقشة

- الانتقال من المساومة إلى الإغلاق
- النتائج الممكنة المختلفة في التفاوض

استراتيجية التقييم :

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٢ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد.

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SME Facility Structure

Small and Medium Enterprises

7719-P26-VE

Virtual

16 hours

Course Description:

The goal for credit cycle is to achieve the suitable credit facility to assist SME companies in their business. In this course, you will learn about the lending rationale techniques, types of credit facilities, the credit process, and loans portfolio management.

Target Audience:

This course is directed to all staff working in the SME banking or officials responsible for dealing with loans of small and medium enterprises in banks or financial institutions.

Course Objectives:

- Understand the basics of lending rationales, the principles of credit, and the 5 C's Model.
- Explain how to build various types of credit facilities using the 3W's Model.
- Understand the Types of Covenants, internal triggers, and credit process as well as how to manage a portfolio of loans using specific techniques.

Course Outline:

Module 1: Lending Rationales and Basics of Credit

Session One: Lending Rationales

- Lending rationales for SMEs.
- Assignment.

Session Two: Basics of Credit

- Principles of credit.
- 5 C's Model.
- Assignment.

Module 2: Types of Credit Facilities

Session One: Types of Credit Facilities

- Direct / Indirect credit facilities.
- Types of credit facilities.
- 3 W's Model.
- Expected Loss (EL).
- Assignment.

Module 3: Credit Process & Portfolio Management

Session One: Types of Covenants

- Covenants.
- Assignment.

Session Two: Internal Triggers and Credit Process

- Internal triggers.
- The credit process.
- Assignment.

Session Three: Portfolio Management

- Loan portfolio management.
- Case study.
- Assignment.

Assessment Strategy:

Each participant must obtain a passing score of 60% of:

- 70% Participation.
- 30% Assignment.

Upon Successful Completion of this Course, participants will obtain:

1.5 CEUs

Course Language:

English

Prerequisites:

N/A

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إدارة مخاطر محفظة التمويل للمشروعات متناهية الصغر

الإقراض متناهي الصغر

8497-P26-CA

بقاعات التدريب

١٠ ساعة

وصف البرنامج:

سيتمكن موظفو الائتمان والتمويل متناهي الصغر، ومسؤولو إدارة المخاطر، وفرق التحصيل وإدارة الديون، والمشرفون والمديرون الماليون من تحليل وإدارة المخاطر الائتمانية والتشغيلية ومخاطر الأعمال، وتحسين عمليات التحصيل وإدارة الديون المتعثرة، واستخدام نظم المعلومات الإدارية لإعداد التقارير الرقابية، بالإضافة إلى تعزيز التثقيف المالي، وذلك بدرجة من الاحترافية تُمكنهم من تطبيق أفضل الممارسات لإدارة المخاطر وتقليل نسب التعثر، وتحسين كفاءة التحصيل، وزيادة الوعي المالي لدى العملاء، مما يؤدي إلى تعزيز الاستدامة المالية للمؤسسة، وسيتم تقييم المتدربين بناءً على تفاعلهم ومشاركتهم بالتدريبات الجماعية.

إلى من يوجه البرنامج:

- موظفي الائتمان والتمويل متناهي الصغر.
- مسؤولو إدارة المخاطر.
- فرق التحصيل وإدارة الديون.
- المشرفون والمديرون الماليون.

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- تحديد مخاطر الائتمان، التشغيلية، والأعمال في محافظ التمويل متناهي الصغر.
- توضيح استراتيجيات عملية التحصيل وإدارة المتأخرات وإدارة الديون المتعثرة وأهمية التثقيف المالي.

محتويات البرنامج:

الجزء الأول: إدارة المخاطر الائتمانية والتشغيلية ومخاطر الأعمال

- المخاطر المرتبطة بمحفظة نشاط التمويل متناهي الصغر.
  - تصنيف مخاطر محفظة التمويل متناهي الصغر.
- إدارة المخاطر الائتمانية.
  - مفهوم إدارة المخاطر الائتمانية ومشتملاتها.
  - النهج الفعالة لإدارة مخاطر الائتمان في محفظة التمويل متناهي الصغر.
- إدارة مخاطر التشغيل ومخاطر الأعمال.
  - مخاطر التشغيل وانواعها ووسائل إدارتها.
  - أهمية مخاطر التشغيل.
  - تقنية القراءة السليمة لمخاطر التشغيل.
  - ماهية مخاطر الأعمال.
    - مخاطر السيولة.
    - مخاطر السوق.
    - مخاطر الالتزام.
    - مخاطر السمعة.

الجزء الثاني: التحصيل وإدارة الديون المتعثرة ونظم المعلومات الإدارية

- استراتيجيات التحصيل وإدارة المتأخرات.
  - تعريف عملية التحصيل.
  - قواعد المتابعة الفعالة للتحصيلات الدورية.
  - خطوات عملية التحصيل وأفضل الممارسات في عملية التحصيل.
  - تقارير نظام معلومات التحصيل.
  - آليات التعامل مع المتأخرات والمخصصات.
  - منع أو تخفيض المتأخرات.
- إدارة الديون المتعثرة والمعدومة.
  - معالجة الديون المتعثرة والديون المعدومة.
  - استراتيجية التعامل مع الديون المتعثرة.
  - أسس إعدام الديون.
- نظم المعلومات الإدارية والرقابة المالية.
  - مدخل الرقابة على أساس الخطر.
  - نظم المعلومات الإدارية والتقارير الرقابية.
  - فوائد نظام المعلومات الإدارية.
  - التقاريـر الرقابية.
  - أنواع التقارير.
- التثقيف المالي كأداة للحد من المخاطر.
  - منهجية التثقيف المالي.
  - أهمية التثقيف المالي في تعزيز الوعي المالي لدى العملاء.

إدارة مخاطر محفظة التمويل للمشروعات متناهية الصغر

8497-P26-CA

بقاعات التدريب

١٠ ساعة

استراتيجية التقييم:
سيتم تقييم المتدربين على تفاعلهم ومشاركتهم بالتدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:
٠,٨ وحدات التعليم المستمر.

اللغة المستخدمة:
العربية.

متطلبات الحضور:
لا يوجد.

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Digital Transformation and FinTech - Workshop

Information Technology

7127-V2

In-Class

8 hours

Course Description:

This workshop provides an overview of the current status of digital banking and aims to ask the right questions to adjust to the business model to survive in the future.

Target Audience:

This workshop is open to everyone interested in Digital Banking and Fintech.

Course Objectives:

- Discover your path to the digital future of banking
- Learn how to deal with disruption using our digital banking resources
- Learn about the latest trends, innovations, and best practices in digital banking.
- Understand what transformation and financial technology mean in banking
- Enhances your ability to understand the trends, practices, and strategies of digital transformation.

Course Outline:

- Digital transformation
- Moving from Traditional Banking to New-gen Banking
- The importance of FinTech
- Digital Banking Channels
- Usage of Social media in Banking and arrival of Fintech Firms
- Reg-tech
- Mobile payments and wallets
- The biggest competitor to the financial industry
- Threats Fintech posesto the banking and financial industries
- Changes required in the banking business model
- FinTech start-up companies
- Threatsfrom non-banks
- Robotic process automation (RPA).

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this workshop

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* EBI's discount policy is not applicable to this program.

تمويل المشروعات الاستثمارية – تحليل التدفقات النقدية

ACCREDITED BY ACCET
A Partnership for Quality®

البنك المركزي المصري
المعهد المصرفي المصري

الائتمان والتمويل

330-P26-VA

تعلم عن بعد

٤٠ ساعة

وصف البرنامج:

سيكتسب المشاركين في هذا البرنامج المهارات الخاصة بتحليل التدفقات النقدية لكي يتمكنوا من التوصل إلى وتحليل التدفقات النقدية المتوقعة الخاصة بالمشاريع الاستثمارية.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى العاملين بإدارات الائتمان والاستثمار بالبنوك والمؤسسات المالية الأخرى.

أهداف البرنامج:

- شرح آليات التدفقات النقدية.
- وصف القيمة الزمنية للنقود وتكلفة رأس المال .
- شرح كيفية إعداد موازنات الإنفاق الرأسمالي وتحليل التدفقات النقدية.

محتويات البرنامج:

الجزء الأول: تحليل التدفقات النقدية

المحاضرة الأولى: مقدمة عن القوائم المالية والتدفقات النقدية.
- القوائم المالية والتدفقات النقدية.
- تكليف خارجي.

المحاضرة الثانية: الفئات الثلاث للتدفقات النقدية.
- الفئات الثلاثة للتدفقات النقدية.
  - التدفقات النقدية من أنشطة التشغيل.
  - التدفقات النقدية من أنشطة الاستثمار.
  - التدفقات النقدية من أنشطة التمويل.
- تكليف خارجي.

المحاضرة الثالثة: التدفق النقدي الحر ومعدلاته.
- التدفق النقدي الحر ومعدلاته.
- تكليف خارجي.

المحاضرة الرابعة: حالات عملية على التحليل المالي.
- حالات عملية.
- تكليف خارجي.

المحاضرة الخامسة: حالات عملية على التدفقات النقدية.
- حالات عملية.
- تكليف خارجي.

الجزء الثاني: القيمة الزمنية للنقود وتكلفة رأس المال

المحاضرة الأولى: القيمة الحالية والمستقبلية للنقود والدخل.
- القيمة الحالية والمستقبلية للنقود.
- القيمة الحالية والمستقبلية للدخل.
- تكليف خارجي.

المحاضرة الثانية: العائد على المخاطر وحسابات تكلفة رأس المال.
- العلاقة بين المخاطرة والعائد.
- حساب تكلفة رأس المال.
- تعريف الهيكل الأمثل لرأس المال.
- حالات عملية.
- تكليف خارجي.

الجزء الثالث: موازنات الإنفاق الرأسمالي والتنبؤ بالتدفقات النقدية

المحاضرة الأولى: أنواع المشروعات.
- أنواع المشروعات.
- تكليف خارجي.

المحاضرة الثانية: قواعد قرارات موازنات الإنفاق الرأسمالي (NPV, IRR, payback period)
- قواعد قرارات موازنات الإنفاق الرأسمالي .(NPV, IRR, payback period)
- تكليف خارجي.

المحاضرة الثالثة: إعداد قائمة تدفقات نقدية تقديرية باستخدام القوائم المالية التقديرية
- إعداد قائمة تدفقات نقدية تقديرية باستخدام القوائم المالية التقديرية.
- تكليف خارجي.

المحاضرة الرابعة: تحديد الاحتياجات التمويلية للمقترض من خلال تحليل التدفقات النقدية.
- تحديد الاحتياجات التمويلية للمقترض من خلال تحليل التدفقات النقدية.
- تكليف خارجي.

تمويل المشروعات الاستثمارية – تحليل التدفقات النقدية

330-P26-VA

تعلم عن بعد

٤٠ ساعة

المحاضرة الخامسة: حالات عملية.

- حالات عملية.
- تكليف خارجي.

استراتيجية التقييم:

- ٣٠٪ تكليفات خارجية.
- ٧٠٪ اختبار نهائي.
- ٦٠٪ درجة النجاح.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

٣,٥ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

- اجتياز برنامج « أساليب التمويل المصرفي: دورة تحول / حماية الأصول والتدفق النقدي».
- أو خبرة في العمل بالائتمان بما لا تقل عن ثلاث سنوات.

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Corporate Banking Masterclass

Credit and Finance

347-P26-VE

Virtual

30 hours

Course Description:

Corporate banking lies at the heart of much of the activity conducted by a financial institution. Participants in the market need to appreciate the nature of the products available, their role and for whom are they suitable. They need to understand the role of collateral and the pricing of facilities. This course will assist delegates to identify real client needs and show them how to offer sensible solutions that work.

Target Audience:

- Corporate banking and relationship management teams.
- Risk, internal control and audit staff.

Course Objectives

- Understand corporate objectives and identify client needs.
- Explain how to take on the client.
- Identify assessing the Corporate.
- Explain the Loan Life Cycle.
- List corporate Strategies.
- Identify corporate Growth Challenges.
- Identify securing the bank debt.
- Discuss the process of effective negotiation.

Course Outline

Module 1: What is Corporate Banking

Session 1: What is Corporate Banking

- The nature of the clients.
- The nature of the services and products offered.
- How services are offered.
- The role of the relationship manager.
- The governance structures.
- The role of credit committees.
- The impact of the digital economy.
- Assignment.

Module 2: Defining Corporate Clients

Session 1: Defining Corporate Clients

- Types of Corporate clients:
- Nature of segmentation.
- Know your client.
- Small/medium/large caps.
- Client Requirements:
  - Role of long-term vs short-term finance.
  - Realistic client expectations.
  - Comparing requirements to the market.
- Developing the Relationship.
- Role of the Corporate Manager.
- Assignment.

Module 3: Taking on the client

Session 1: Taking on the client

- Taking instructions.
- The role of due diligence.
- Identifying suitable facilities.
- Treating customers fairly.
- Identifying the client.
- Identifying the business.
- Pricing facilities.
- Assignment.

Module 4: Assessing the Corporate

Session 1: Assessing the Corporate

- The due diligence approaches.
- Identifying controllers.
- The credit application.
- Credit scoring and its uses.
- Balance sheet analysis.
- Business model analysis.
- SWOT analysis.
- Ratio analysis.

Corporate Banking Masterclass

Credit and Finance

347-P26-VE

Virtual

30 hours

- Sustainable free cash flow.
- Modes of repayment.
- Completing the analysis.
- The role of collateral.
- The role of the credit or underwriting function.
- The role of the credit committee.
- Assignment.

Module 5: The Loan Life Cycle

Session 1: The Loan Life Cycle

- The client agreement.
- The role of credit administration.
- Communicating with the customer.
- The drawdown processes.
- Monitoring client activity.
- Dealing with problems and arrears.
- Assignment.

Module 6: Corporate Strategies

Session 1: Corporate Strategies

- Challenges:
  - Dealing with uncertainty.
  - Competitor vs own strategies.
  - The Global economy.
- Planning:
  - Key role of planning.
  - The planning horizon.
- Funding:
  - Long terms vs short term funding.
  - Fixed vs Floating.
  - Contingency.
- Acquisitions & Mergers.
- Future Trends.
- Profit maximization.
- Assignment.

Module 7: Corporate Growth Challenges

Session 1: Corporate Growth Challenges

- Organic Growth.
- Mergers & Takeovers:
  - How this change finding requirements.
  - Dealing with merging business units.
- Exponential Growth:
  - Impact on the risk profile.
  - Financing the fast growing corporate.
- Overtrading.
- Funding Needs.
- Liquidity Gap.
- Case Study.
- Assignment.

Module 8: Securing the bank debt

Session 1: Securing the bank debt

- Balance sheet lending:
  - The role of securing.
  - The impact of pricing.
  - Managing and pricing collateral.
  - Debentures.
- Direct security:
  - Property.
  - Fixed and Floating charges.
  - Guarantees.
- Indirect security.
- Term loan covenants.
- Other types of security.
- Assignment.

Module 9: Putting it all into Place

Session 1: Putting it all into Place

- Banker/client relationship.
- Key negotiating skills.

Corporate Banking Masterclass

Credit and Finance

347-P26-VE

Virtual

30 hours

- Revenue maximization.
- Loss leaders.
- Relationship accounting.
- Improving returns.
- Developing the business.
- When to say "no".
- Assignment.

Assessment Strategy:

- 30 % assignments and quizzes between sessions.
- 70% End of course exam.
- Cut off score is 60% of total grade which is "100".

Upon Successful Completion of this Course, participants will obtain:

2.6 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Advanced Cash Flow & Projection Analysis

Credit & Finance

8508-1

In-Class

24 hours

Course Description:

This intensive 4-day program enhances participants' expertise in analyzing cash flows, assessing liquidity, and structuring bespoke credit facilities to meet client needs effectively. With a focus on advanced cash flow statement analysis, financial projections, and tailored financing solutions, this program equips professionals with the tools to make data-driven credit decisions and manage financial risks.

Target Audience:

- Senior credit analysts and risk managers.
- Relationship managers seeking advanced credit structuring skills.
- Corporate bankers and financial consultants.

Course Objectives:

- Explain the purpose and significance of the Cash Flow Statement in financial analysis.
- Identify the key aspects of contracting finance and its impact on project funding.
- Identify and evaluate risks associated with project finance.
- Determine the need for new financing (short-term and long-term) for construction projects.

Course Outline

Module 1: Advanced Cash Flow Statement Analysis

- Introduction to the Cash Flow Statement: Overview and significance.
- Classification of cash flows: Operating, investing, and financing activities.
- Reporting methods: Direct and indirect approaches.
- Advanced cash flow analysis techniques:
  - 3-block and 6-block indirect method approaches.
  - Free Cash Flow (FCF) and EBITDA as key indicators.
- Cash Flow Ratios: Interpretation and application in financial decision-making.

Module 2: Contracting finance

- Key aspects of contracting finance.
- Evaluating history and track record.
- Cash flow management in construction projects and determining financing needs.

Module 3: Project finance

- Risks of project finance.
- Assessing Investment Value:
  - Debt Service Coverage Ratio (DSCR).
  - Payback Period.
  - Net Present Value (NPV).
  - Break-Even Point (BEP).
- Checklist for Project Finance.

Module 4: Projection

- Steps of construction projection.
- Determine the New Money needed (Short term & Long term).

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 2 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Factoring

Credit & Finance

6899-2

Virtual

8 hours

Course Description:

Factoring is a non-banking financial instrument that provides working capital and accelerates its cycle. It is a tailor-made package of services designed to secure receivables collection and improve cash flow, offering a competitive edge both locally and internationally.

Factoring involves the purchase by a factoring company of present and future financial rights resulting from the sale of goods or services, in addition to related services for managing those rights.

In collaboration with EBI, this comprehensive workshop aims to enrich participants' knowledge and skills in factoring. It includes an overview of the Egyptian market, competition, and future prospects. Participants will cover the definition, benefits, operations, sales and marketing, as well as risk management and legal considerations in factoring.

This training is essential for developing a world-class factoring team within financial institutions.

Target Audience:

Employees of financial institutions and banks, particularly those working in Marketing, Credit, Risk, Legal, and Operations departments.

Course Objectives:

- Understand the fundamentals of factoring
- Learn how to establish and structure a factoring company
- Explore product tailoring for various client needs
- Analyze key risk aspects in factoring

Course Outline:

Session One:

Introduction to Factoring

- Factoring Definition
- Different Types of Factoring
- Functions of Factoring
- Factoring History - How & where it started.
- Factoring in Egypt

How does Factoring work?

- How does factoring benefit all parties?
- Who to Factor?
- How does it work?
- Battle between banks and factoring!

Session Two:

How to build a factoring company?

- Required departments.
- Each department's role within the organization.

Product Tailoring

- A specific need for a specific product.
- Detailed types of factoring.

Session Three:

Product Tailoring (Cont.)

- How to operate each product type?
- Requirements for documentation & funds execution

Session Four:

Risk Aspects

- Credit & Financial assessment.
- Operational Risk.
- External Risk.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Course Language:

English

Prerequisites:

N/A

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Introduction to Factoring

Credit & Finance

6899-2

Virtual

8 hours

Instructor:

Ms. Mariam Atteya – Former Head of Factoring at Cairo Leasing Corporation, a subsidiary of Banque du Caire.

Ms. Atteya brings over 14 years of progressive experience across banks and financial institutions. She began her career at Egypt Factors, one of the pioneering companies in the factoring field, and later held various roles in Operations, Client Relations, Marketing, and Credit at ADIB, EG Bank, Bank Audi, ABK, and AUR Lease.

She has over 8 years of dedicated experience in factoring and played a leading role in establishing the Factoring Divisions at BM Lease and Cairo Leasing Corporation.

Qualifications:

- BA in Accounting – Faculty of Commerce (English Section), Cairo University
- Advanced Diploma in International Factoring – FCI
- Credit Certificate – EBI
- MBA – ESLSCA Business School

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Latest Fraud Trends in Electronic Payment

Banking Operations

484-P26-CE

In-Class

16 hours

Course Description:

This course is designed for employees working in customer service, teller functions, ATM supervision, card operations, merchant services, legal, and operational risk departments. By the end of the program, participants will be able to investigate, detect, and prevent fraud in electronic payment channels—including cards, ATMs, e-commerce, non-face-to-face transactions, and mobile payments—through real Egyptian market cases and exposure to the latest fraud techniques.

Target Audience:

This program targets customer service employees, tellers, ATM supervisors, card operations center, merchant departments, legal departments, and operation risk departments.

Course Objectives:

- List the Types of Transactions and Electronic Payments Fraud.
- Describe the Latest Fraud trends in ATMs.
- Identify the Latest Fraud Trends against Merchants.
- Identify the Virtual Market as a Future Market.
- Describe Mobile Wallet Payments Potential Threats and Vulnerabilities.
- Explain Security and Vulnerabilities of Online Banking System.

Course Outline

Module 1: Types of Transactions and Electronic Payments Fraud

- Introduction to electronic payment.
- Payment system parties and type of transactions.
- Fraud concept.
- Who presents fraud?
- Fraud in cards and its types.
- Near-term solutions to address the growing threat of card-not-present fraud.
- Case studies.

Module 2: Latest Fraud trends in ATMs

- ATM anatomy, life cycle and the electronic payment /application which included.
- EMV chip technology as a defense from skimming.
- ATM fraud control parameters for Issuers.
- ATM fraud investigation and how to protect your bank against ATM fraud attack.

Module 3: Latest Fraud Trends against Merchants

- Different types of merchant's fraud.
- Fraud in P.O.S. & Fraudulent Activity: recognizing common fraudulent schemes.
- Understanding E-Commerce Risk Exposures.
- Minimizing merchant fraud.

Module 4: Virtual Market as a Future Market

- Social engineering fraud and digital banking fraud.
- The most important regulation from CBE for dealing with aggregators in mobile wallet.
- Applicable policies to mitigate electronic payment fraud.

Module 5: Mobile Wallet Payments Potential Threats and Vulnerabilities

- Mobile Wallet Application Users Threats.
- Mobile Devices Threats.
- Mobile Wallet Applications Threats.
- Merchants Threats.
- Payment Service Providers Threats.
- Acquirers Threats.
- Payment Network Providers Threats.
- Card Issuers Threats.
- Tokenization fraud scenarios and solutions:
  - Understanding payment tokens and provisioning cards.
  - Threats in tokenization and fraud scenarios.
  - Token processing mechanisms and vulnerabilities.

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Module 6: Security and Vulnerabilities of Online Banking System

- Online banking system mechanism.
- The Security Models and Measures.
- Biometric authentication technology.
- The nature of the attack techniques.
- Types of Online Attacks:
  - Trojan attacks.
  - Phishing attacks.
  - Brute force.
  - Back doors or trap doors.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English Language.

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Certificate in International Trade Risk (CITR)

In cooperation with the London Institute of Banking & Finance

Banking Operation

7514-1

In-Class

50 hours

Course Description:

The Level 4 Certificate in International Trade Risk (CITR) has been designed to provide you with a thorough understanding of international trade risks, including risks associated with financing importers and exporters, risk profiling within settlement methods, and trade risk mitigation.
CITR will help you develop the appropriate technical knowledge and skills to address a wide range of risk-related scenarios within your workplace.
The qualification provides a core understanding of the terminology, roles, responsibilities, and products that underpin international trade finance, as well as develops your understanding of trade risks. You will learn how to analyze and mitigate a wide range of risks, understand the impact of risks on different trading parties, settlement methods, and their risk implications, as well as the security options available to banks.

Target Audience:

Risk and Trade departments.

Course Objectives:

CITR develops your understanding of the main principles of international trade risk and enhances your ability to analyze trade risks.

Throughout the program, you will:

- Gain a comprehensive understanding of the different risks within international trade finance.
- Dive into the risk profiles of different methods of trade finance settlement.
- Explore the relationship between clients' credit quality and transactional structure in defining risk.
- Discover the different transactional risks and product risk considerations.
- Uncover key risk mitigation strategies.

Course Outline:

Key skills developed

The qualification will encourage you to:

- Understand the different risks involved in financing international trade and how these impact the various parties involved in international trade transactions.
- Develop an understanding of terminology, methods, and practices of international trade risk.
- Evaluate the risk profiles of different methods of settlement for financing international trade and apply these in a variety of scenarios.
- Understand and analyze different options for risk mitigation in international trade finance.
- Understand the key risk areas and ascertain appropriate finance structures and acceptable risk mitigants.
- Increase your ability to work and learn independently.

Structure

CITR is made up of two mandatory units that need to be completed for you to achieve the certificate:

The detailed unit syllabuses are available in Appendices 1 and 2 of this document, and the latest versions are always available through our course website.

Qualification delivery

Total Qualification Time (TQT)

Total Qualification Time (TQT) is a prediction of the total time a student with no prior knowledge might need to complete the course.

TQT consists of two elements, Guided Learning (GL) and all other hours:

- Guided Learning (GL) comprises study time under direct teacher supervision, encompassing instructional sessions and supervised examinations.
- All other hours include time spent unsupervised in research, learning, eLearning, e-assessment, completing coursework, exam preparation, and formal assessments.

CITR is primarily considered a distance learning qualification with on-demand examination sessions:

- Unit 1 – International Trade Risk (ITR).

Guided Learning Hours	2 hours
Other Hours	128 hours
Total Qulification Time	130 hours

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
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Certificate in International Trade Risk (CITR)

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50 hours

- Unit 2 – Trade Risk Analysis and Mitigation (TRM).

Assessment

The units are assessed through a single two-hour examination consisting of a combination of multiple-choice questions (Part A) and case study exercises (Part B). A total of 100 marks are available in the examination, where you will be assessed on all areas of the syllabus. The pass mark for the examination is 70%. The assessment will have two components:

a.Part A – 60 standalone multiple-choice questions (MCQs). This component of the examination is worth 60 marks.

b.Part B – 8 case studies, each with 5 attached multiple-choice questions (MCQs). This component of the examination is worth 40 marks.

c.The examination will be worth a total of 100 marks. To achieve an overall pass, you must achieve a mark of 70% overall.

Preparing for the assessment

Examinations are taken electronically at any of the Pearson VUE test venues worldwide. You must be registered to sit an examination at a test venue of your choosing (subject to demand/availability); this is managed by you. It is recommended that you book your exam three weeks in advance of the date you wish to sit it. However, subject to availability, an examination can be booked as little as two working days in advance. Examinations can be booked via the Pearson VUE website or by phone.

To prepare for the assessment, you should make use of all learning resources as part of your revision for the exam.

Qualification grading

The overall qualification will be graded Pass/Fail. You must achieve a mark of 70% overall. The qualification grade boundaries are as follows:

Grade	Mark
Pass	70-100%

Resit attempts

The qualification has a 12-month registration period. Within that time, if you are unsuccessful in your first attempt at the assessment, you will have the opportunity to resit upon payment of the appropriate fee. Please contact LIBF or your nearest LIBF representative office to discuss resit attempts further. There are no restrictions on the number of times you can resit a unit, although each resit will require payment of the appropriate fee. Full terms and conditions are available on the website.

Additional information

Entry requirements

As this qualification builds on the knowledge and skills developed within the LIBF Level 3 Certificate in International Trade and Finance (CITF), you must either hold CITF or complete and pass a free diagnostic assessment to assess your suitability for the program. The diagnostic will be available on our website. You will also need to be satisfied with your ability to study in English at Level 4.

Recognition of prior learning (RPL)

LIBF recognises prior learning in different forms. Potentially, this means that you may not be required to register for every unit. Details of how to apply for recognition of prior learning are available on our website.

Progression and preparation for further study

While not a requirement for registration, if you have completed CITR, you will have developed appropriate knowledge and skills to support your progression to study our other Trade Finance qualifications.

CITR can also contribute towards attaining our Diploma for Qualified Trade Finance Specialists (QTFS), which can be obtained by completing a combination* of the following qualifications:

- L3 Certificate in International Trade and Finance (CITF) or L3 Certificate in Principles of Payments (CertPAY); plus
- L4 Certificate for Documentary Credit Specialists (CDCS) or L4 Certificate for Specialists in Demand Guarantees (CSDG); plus
- L4 Certificate in Trade Finance Compliance (CTFC), L4 Certificate in Supply Chain Finance (CSCF), or L4 Certificate in International Trade Risk (CITR)

*** EBI's discount policy is not applicable to this program.**

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**Alternatively, you may choose to complete three L4 certificates listed above. For more information, please visit our website.*

Professional recertification

When you have successfully completed the CITR qualification, the CITR designation remains valid for three years. To retain the designation after this period, you are required to either complete continuing professional development (CPD) to recertify or re-take and pass the examination. You will be required to submit 36 CPD learning hours / PDUs to recertify successfully.
The recertification programme allows you to demonstrate how you have carried out learning activities which have enhanced your prior knowledge and skills in the area of International Trade Finance. Such activities include participation in events such as workshops, courses, seminars, webinars, as well as e-learning and self-directed research. CPD is vital in ensuring your knowledge of International Trade Finance is always up to date. More information about the recertification programme can be found on the website.

Preparation for employment

This qualification develops knowledge and understanding of trade and transaction banking, although it does not qualify you for direct entry into a particular occupational role.

Appendices

Appendix 1 – Unit 1 International Trade Risk (ITR)

This section provides information about the International Trade Risk (ITR) unit, including syllabus content, learning outcomes, and assessment criteria.

- Credits: 6

Learning outcomes, assessment criteria and indicative content

Learning outcome (LO) The learner when awarded credit for this unit will:	**Assessment criteria (AC)** Assessment of the LOs will require a learner to demonstrate that they can:	**Indicative content**
LO1: Evaluate the nature and complexity of risk in international trade finance.	1.1 Explain the different risks associated with the financing of exporters and importers in international trade.	**Risk faced by exporters and importers** • Credit risk • Performance risk • Industry/economic risk • Political/country risk • Sovereign risk • Foreign exchange risk • Documentation risk • Commercial risk (counterparty) • Transport and logistics risk • Market risk • Legal and regulatory risk • Trade-based Financial Crime Compliance (FCC) • Administration risk • Compliance with a bank's own policies • Environmental, social and governance (ESG), provenance and standards risk • Operational risk • Reputational risk • Price risk • FX/interest rate risk (hedging) • Manufacturing risk • Cyber risk • Technological risks • Trade fraud risk • KYC risk • Sanctions and Trade-Based Money Laundering (TBML) **Risks faced by banks** • All risks faced by a client also translate into risk to the bank • Credit risk • Foreign exchange risk • Liquidity risk • Counterparty risk • Regulatory and compliance risk • Systems risk
	1.2 Identify the differences between high risk and low risk.	Definition of risk in transactions • Definition of uncertainty in transactions • Risk distribution in trade finance • Factors influencing high- or low-risk categorisation • How the extent of risk is measured (eg probability of risk event and consequences of risk event)
	1.3 Identify the impact of different risks on various parties.	• Risks that impact on particular parties • Pre- and post-shipment risk
	1.4 Explain how risk distribution can mitigate risk and address liquidity challenges.	
	1.5 Examine the role of correspondent banks.	• How financial institutions (FIs) are used to mitigate or transfer risk • How FI risk is incurred and managed • The relationship between FI risk and country risk

*** EBI's discount policy is not applicable to this program.**

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LO2: Investigate risk profiling within settlement methods of international trade finance.	2.1 Identify the risk profiles of different methods of settlement for financing international trade.	• Risk ladder • Different importer/exporter risks • Factors influencing risk profile
	2.2 Compare and contrast the risk profiles of different methods of settlement for financing international trade.	• Understand how risk may be mitigated using trade finance instruments • Understand how risk may be mitigated by means other than bank products
	2.3 Explain the transactional nature of international trade.	• General trading - Short term - Small (average size relative to facility) - Self-liquidating - Specific - Selective - Secured • Commodity trading - Sources of commodity trading disputes - Lower volume/higher value - Counterparty/intermediary risk - Higher country/political risk - Dual use goods/compliance risk

Appendix 2 – Unit 2 Trade Risk Analysis and Mitigation (TRM)
This section provides information about the Trade Risk Analysis and Mitigation (TRM) unit, including syllabus content, learning outcomes, and assessment criteria.

LO3: Analyse credit assessments of international trade transactions.	3.1 Determine the relationship between the underlying credit quality of the client and the risks associated with the transactions.	• Credit assessment of the client - Its purpose relative to trade finance - Key elements to be considered • Risks inherent in the transaction flow • Benefits of risk mitigation
	3.2 Evaluate different transactional risks.	• Non-credit criteria/risks • Performance risk • Country risk (political and economic) • Price risk • Exchange rate risk • Market risks • Documentation risk • Transportation risk
	3.3 Evaluate different product risk considerations.	• Risk mitigation-driven instruments - Documentary collection - Documentary credits/standby letters of credit (SBLC) • Credit insurance guarantees and finance-driven Instruments - Asset-based lending/Trade loans - Documentary credits financing - Documentary collections - Receivables finance - Forfaiting - Payables finance - Inventory finance - Post-import finance - Pre-shipment finance
		• Risks faced by finance provider due to client actions - Goods sold during usance collection period - Double financing (usance/receivables) - Failure to match trade finance facilities with underlying trade cycle
	3.4 Identify security (collateral) options in international trade	• Understand documents of title • Constructive possession • Control of goods - Pledge - Physical - Nature of goods (marketable, perishable, etc) • Hypothecation
LO4: Assess the key mitigants of international trade credit risk.	4.1 Analyse principal options for banks to mitigate credit risks in international trade financing.	• Management competence • Track record • Know your customer (KYC)/ customer due diligence (CDD) • Indicators of trade-based crimes • Products • Checks and balances
	4.2 Analyse the key mitigants of monitoring and control.	• Monitoring and control (operational/transactional) - Transaction verification - Credit limit management - Compliance and documentation - Payment monitoring - Risk assessment and analysis - Establishing control mechanisms - Communication and reporting
	4.3 Determine options available to exporters/importers to mitigate risk.	• Credit reference agencies • Insurance • Export guarantee support • Banking products
	4.4 Determine options available to banks to mitigate risk for themselves and for clients.	• When creating trade obligations: - Standby letters of credit (SBLC) - Credit insurance - Bank guarantees - Credit assessment - Credit limits - Collateral - Documentation and compliance checks - Currency risk management • Applicable to traders (Importers and exporters) - Collateral requirements - Margin calls - Credit limits - Stop-loss orders - Regulatory compliance - Export credit agencies - Risk distribution

Assessment Strategy:

No final evaluation is required, as the participants will be directly examined through the London Institute of Banking & Finance.

*** EBI's discount policy is not applicable to this program.**

Certificate in International Trade Risk (CITR)

In cooperation with the London Institute of Banking & Finance

Banking Operation

7514-1

In-Class

50 hours

Course Language:
English

Prerequisites:
There are no specified entry requirements. However, you need to be satisfied with your ability to study in English at Level 3.

Instructor Bio:

Khaled Khedr Haggag

Khaled Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance. In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

Current Position:
Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

Education:
Bachelor of Commerce, Cairo University (1986-1990).

Certifications:
Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

Years of Experience at EBI:
20 Years

Courses/Topics delivered

- Trade Finance Tools and Products.
- Banking Operations.

Mohamed Montaser

Mohamed Montaser has extensive banking experience spanning approximately 10 years in the field of trade finance. Mohamed's training methodology focuses on real-world case studies, risk evaluation projects, and practical trade finance applications. His strategic approach, combined with practical insights, makes his training sessions engaging and highly effective for a diverse audience in trade finance training.

Current Position
Trade Finance Manager

Education
Bachelor of Commerce and Business Administration, Helwan University (2008-2012)

Certifications

- Holding international recognized certificates in the trade finance field from the London Institute of Banking & Finance LIBF:
- Certificate for Documentary Credit Specialists (CDCS)
- Certificate in international trade and finance (CITF)
- Certificate in International Trade Risk (CITR)
- As a result of successfully passing the above-mentioned three Certificates, he was awarded the Qualified Trade Finance Specialist diploma (QTFS) by the London Institute of Banking and Finance.

Courses/Topics delivered
Trade Finance tools products.
Banking Operations.

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* EBI's discount policy is not applicable to this program.

برنامج التجزئة المصرفية الدولي – مصرفي منتسب – المستوى الأول

شهادة مصرفي تجزئة مصرفية دولي معتمد والتابع لمعهد التجزئة المصرفية بإنجلترا

العمليات المصرفية

5047-3

بقاعات التدريب

٥٦ ساعة

وصف البرنامج:

تتكون برامج التجزئة المصرفية الدولية المعتمدة والتابعة لمعهد التجزئة المصرفية بإنجلترا (Retail Banking Institute) RBI في مجال الخدمات المصرفية للأفراد من ثالث مراحل تشمل:

إلى من يوجه البرنامج:

يجب أن يكون لدي المشارك ما لا يقل عن عامين من الخبرة في مجال التجزئة المصرفية.

أولا: برنامج التجزئة المصرفية الدولي – مصرفي منتسب

وهو مقدمة شاملة للخدمات المصرفية للتجزئة حيث يغطي الفرص والتحديات الرئيسية التي تواجه هذه الصناعة الواسعة –الانتشار والتي اصبحت محور اهتمام معظم البنوك العالمية والمحلية لما لها من عائد ربحية مرتفع. وهو يشتمل على نظم التحول الرقمي، المنافسة والشراكة مع شركات التكنولوجيا المالية Fintech و Big Tech وإدارة المبيعات وإدارة المخاطر الائتمانية للتجزئة. يقدم البرنامج سرداً لتاريخ الصناعة والتطور الحديث قي خدمات التجزئة المصرفية، حيث يقدم مجموعة من الخدمات المالية للأفراد والشركات الصغيرة والمتوسطة التي اصبحت محور الاهتمام. ويهتم بشكل كبير بدور الاخلاقيات والحوكمة في مجال العمل المصرفي. ويتم تدريب المشاركين على فهم نماذج الخدمات والمنتجات المصرفية للأفراد، وتحديد المنتجات والقنوات المصرفية والنماذج التي تركز على التجزئة المصرفية. وتقديم مبادئ ونماذج المنتجات والخدمات لعمليات التكنولوجيا المالية، والدور التحويلي للخدمات المصرفية الرقمية والمدفوعات الرقمية. يتعلم المشاركون الأساليب الحديثة لإدارة التجزئة المصرفية وإدارة العمليات المصرفية، ويكتسبون نظرة شاملة وثاقبة على المنتجات والخدمات التي تقدمها بنوك التجزئة. وفي النهاية، سيتعرف المشاركون على كيفية التعامل مع المخاطر الائتمانية وإدارة تلك المخاطر بالأسلوب الامثل. وأخيرا إدارة بنك مستدام ومربح.

ويتكون البرنامج من ٩ اجزاء كما يلي:

- مقدمة لخدمات التجزئة المصرفية الحديثة.
- أخلاقيات العمل المصرفي والحوكمة.
- نماذج اعمال التجزئة المصرفية.
- إدارة العملاء.
- إدارة المبيعات الجزء الأول.
- التسويق.
- خدمات ومنتجات التجزئة المصرفية.
- العمليات المصرفية الجزء الأول.
- إدارة مخاطر ائتمان التجزئة الجزء الأول.

وسيتم منح الناجحين شهادة برنامج التجزئة المصرفية الدولي – مصرفي منتسب من معهد التجزئة المصرفية بإنجلترا.

هذه الدورة مناسبة للمصرفيين الطموحين أو في بداية حياتهم المهنية. عند الانتهاء من البرنامج التأسيسي لمصرفي التجزئة الدولي، يمكن الناجحين التقدم إلى المستوى الثاني، والذي يتدربون فيه على كيفية قيادة وإدارة نشاط التجزئة المصرفية.

ثانياً: برنامج التجزئة المصرفية الدولي – مصرفي زميل

البرنامج المتخصص لمصرفي التجزئة الدولي مستوي زميل يهيئ للمشاركين لوظائف إدارة التجزئة المصرفية، وكيفية تشغيل عمليات التجزئة المصرفية في بيئات صعبة. يعتمد هذا المستوى على المعرفة المكتسبة في البرنامج المتخصص لمصرفي التجزئة الدولي.

عند الانتهاء من البرنامج، سيتمكن المشاركون من فهم مبادئ إدارة المخاطر والشؤون المالية والأفراد والحقائب المالية، إلى جانب وظائف المتابعة والتحصيل في هذا المستوى، سيتعلم المشاركون أيضا نماذج اعمال التكنولوجيا المالية.

ويتكون البرنامج من ١٠ اجزاء كما يلي:

- المدفوعات، المعاملات، والتسوية.
- المحاسبة والمالية.
- إدارة العملاء الجزء الثاني.
- المتابعة والتحصيل.
- الجزء الاول Fintech – النماذج والربحية.
- الجزء الثاني Fintech – الشراكات.
- إدارة محفظة منتجات التجزئة.
- إدارة الأفراد.
- العمليات الجزء الثاني.
- إدارة مخاطر ائتمان التجزئة الجزء الثاني.

برنامج التجزئة المصرفية الدولي – مصرفي منتسب – المستوى الأول

شهادة مصرفي تجزئة مصرفية دولي معتمد والتابع لمعهد التجزئة المصرفية بإنجلترا

العمليات المصرفية

5047-3

بقاعات التدريب

٥٦ ساعة

ثالثاً: برنامج التجزئة المصرفية الدولي – مصرفي معتمد

برنامج مصرفي التجزئة الدولي المعتمد هو المستوى الأعلى والأخير من شهادة التجزئة الدولية المعتمدة لدينا. ومن المرجح أن يكون المشاركون في هذا المستوى هم الجيل القادم في الإدارة العليا والتنفيذية.

تم تصميم المحتوى ليناسب الإدارة والمناصب القيادية عبر الأنواع المختلفة من الخدمات المصرفية للأفراد بما في ذلك . الشركات الصغيرة والمتوسطة والخدمات المصرفية الخاصة وإدارة الثروات.

ويتكون البرنامج من ٧ اجزاء كما يلي:

- إدارة الأصول والخصوم.
- الاستدامة وتغير المناخ / الحوكمة البيئية والاجتماعية وحوكمة الشركات ESG.
- حوكمة البنوك.
- قيادة بنك التجزئة المصرفية.
- بناء بنك تجزئه يَضع العميل في محور الاهتمام الرئيسي.
- إدارة مخاطر الائتمان لأفراد الجزء الثالث.
- ادارة العلامة التجارية.

المستوى الأول برنامج التجزئة المصرفية الدولي مصرفي منتسب يفُضل خبرة سنتان في مجال العمل المصرفي للتجزئة المصرفية.

بينما المستوي الثاني برنامج التجزئة المصرفية الدولي – مصرفي زميل يفُضل خبرة ٣ سنوات في مجال اشرافي للتجزئة المصرفية.

واما المستوي الاعلي الثالث برنامج مصرفي معتمد التجزئة المصرفية الدولي المعتمد فيفُضل خبرة ٥ سنوات او اعلي كمدير في مجال التجزئة المصرفية.

معهد التجزئة المصرفية – إنجلترا

يقدم معهد التجزئة المصرفية تعليماً مهنياً مستقلاً للشركات والأفراد عبر مجالات خدمات التجزئة المصرفية للأفراد والمدفوعات. شهادتنا الرئيسية هي مصرفي التجزئة الدولي المعتمد. نقدم أيَضا شهادة في المدفوعات الرقمية وشهادة في إدارة العملاء. يعتمد أعضاء هيئة التدريس لدينا على عقود من الخبرة في الخدمات المصرفية والتعليم الأكاديمي حول العالم ذات الخبرة لأكثر من اربعون عامًا وأحدث الأبحاث حول الخدمات المصرفية والمدفوعات من مجموعة مؤسسة لافرتيGroup Lafferty.

تاريخ RBI

تعود جذور معهد التجزئة المصرفية إلى أوائل الثمانينيات، عندما أطلقت رسالة لتثقيف المصارف بشأن التطورات العالمية فيما Group Lafferty كان آنذاك مجالا ناشئا. في ذلك الوقت، كان مصرفيوا التجزئة بالكاد يمكن وصولهم لمستوي هياكل إدارة البنوك، تم نشر القليل عن الخدمات المصرفية للأفراد ولكن Group Lafferty، ملأت هذه الفجوة المعرفية بنشراتها التثقيفية وتقارير الإدارة والبحوث، والمؤتمرات، وورش عمل. في التسعينيات، أطلقت Group Lafferty أعمالها من خلال المجالس التي اجتمع فيها كبار المصرفيين لتبادل أفَضل الممارسات في مناقشة مغلقة مستَضافة في جميع أنحاء العالم. بحلول ذلك الوقت، كانت خدمات التجزئة المصرفية مصدر رئيسي للأرباح للعديد من البنوك، وأصبح المزيد من القيادات بالبنوك من متخصصي التجزئة المصرفية مديرين تنفيذيين للبنوك. والمستثمرون يقدرون أرباح التجزئة أعلى بكثير من أرباح أي مجال مصرفي آخر مع وصول الأزمة المالية العالمية ٠٨ – ٢٠٠٧، سرعان ما تم الكشف عن الممارسات الغير قانونية والغير سليمة، وامتد السلوك السيئ إلى خدمات التجزئة المصرفية. مع غياب التعليم المنظمة لمصرفيي التجزئة، خاصة عندما ظهرت نتائج التحقيقات الحكومية في اسباب الأزمة، بعد عدة سنوات من نشوئها.

بعد الكثير من البحث والتشاور مع العملاء، قررت Group Lafferty أنه يجب عليها السعي للحصول على اعتماد رسمي بعملها في التعليم والتدريب المصرفي للأفراد. وأدى ذلك إلى تقديم طلب للحصول على معهد مسجل في إدارة الأعمال التجارية. والمشاريع والاصلاح التنظيمي في المملكة المتحدة. وقد مُنح الاعتماد الرسمي للعمل باسم معهد التجزئة المصرفية في سبتمبر ٢٠٢٠.

استراتيجية التقييم:

لا يشترط إجراء تقييم نهائي، حيث سيتم تقييم المشاركين مباشرةً من خلال معهد التجزئة المصرفية بإنجلترا (RBI)، ومعدل النجاح هو ٦٠٪.

اللغة المستخدمة:

اللغة العربية

متطلبات الحضور:

يجب أن يكون لدي المشارك ما لا يقل عن عامين من الخبرة في مجال التجزئة المصرفية.

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

CSR – Corporate Social Responsibility

Banking Operations

8494-1

In-Class

40 hours

Course Description:

This course provides an in-depth understanding of Corporate Social Responsibility (CSR) and related areas such as Compliance, Risk, and Corporate Governance. It examines the relationships among a firm's executive leadership, governing board, and stakeholders, exploring various governance models in both for-profit and non-profit sectors within the U.S. It also covers the roles and responsibilities of each party, as outlined in legal codes and current best practices. The course discusses the functions of different board committees and their interactions with regulatory agencies, such as the Central Bank of Egypt.
A core part of the course explores the "purpose of CSR" from multiple perspectives and its relationship with Environmental, Social, and Governance (ESG) factors, with insights from prominent global and Egyptian thought leaders. Banks today face numerous global challenges and ethical considerations. These challenges often bring differing expectations regarding the economic, social, and environmental responsibilities that organizations should uphold. This course guides participants through the principles and techniques of CSR, helping them develop and implement CSR frameworks that comply with international standards and align with the "triple bottom line" — Profit, People, and Planet — rather than focusing solely on profits.
This course guides participants through the principles and techniques of CSR, helping them develop and implement CSR frameworks that comply with international standards and align with the triple bottom line "Profit, People, and Planet" rather than focusing solely on profits.

Target Audience:

Middle and Senior Management in CSR Department.

Course Objectives:

- Define strategic management principles to drive responsible business decisions.
- Set the core principles and pillars of CSR and their impact on business success.
- Explain ESG and CSR reporting frameworks to enhance transparency.
- Clarify the relationship between Corporate Governance and CSR.
- Develop skills to Stakeholder Engagement.
- Identify Stakeholder Engagement.

Course Outline:

Module 1: Strategic Management

Chapter 1: Understanding Strategy

- Origin of strategy.
- Definition of strategy.
- Strategy in our daily routine.
- Are you a strategic thinker?
- Exercise: Strategic Thinking.

Chapter 2: The Framework of Strategic Management

- What is strategic management?
- Components of strategic management.
- Corporation's Value Chain.
- Exercise: SWOT analysis.

Chapter 3: Strategic Direction and Planning

- Strategic direction.
- Hierarchy of Strategy.
- Plans and evaluation.
- Exercise: Portfolio analysis BCG.

Chapter 4: Change Management

- People and fear of change.
- Embrace and manage the change.
- Exercise: Change management.

Module 2: CSR & Main Pillars and Enhancing Brand Reputation

Chapter 1: CSR & Main Pillars

- Environmental sustainability: Implementing practices to reduce carbon emissions, manage waste effectively, and use resources wisely.
- Ethical labor practices: Promoting fair working conditions, fostering diversity, and ensuring inclusion within the workforce.
- Community engagement: Contributing to local communities through charitable donations, volunteer work, and partnerships.

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In-Class

40 hours

- Transparency and accountability: Maintaining open communication about business practices and being responsible for their outcomes.

Chapter 2: Enhancing Brand Reputation:

- Promoting Sustainability: Reducing environmental impact and promoting practices that contribute to ecological balance.
- Supporting Community Development: Engaging with and investing in local communities to foster economic growth and social well-being.
- Ensuring Ethical Practices: Upholding high standards of integrity, fairness, and respect in all business operations and interactions.
- Attracting and Retaining Talent: Creating a positive workplace culture that appeals to employees, fostering loyalty and reducing turnover.
- Driving Innovation: Encouraging creative solutions to social and environmental challenges, which can also lead to new business opportunities.
- Meeting Regulatory Requirements: Complying with legal standards and regulations related to social and environmental responsibilities.
- Engaging Stakeholders: Building strong relationships with customers, employees, suppliers, and the community through open dialogue and collaboration.
- Contributing to Economic Development: Supporting initiatives that promote economic growth, job creation, and social equity.
- CSR and its relationship with Compliance, Corporate governance & Risk.

Module 3: ESG & CSR Reporting Frameworks

- Global Reporting Initiative (GRI): Provides guidelines for sustainability reporting.
- Sustainability Accounting Standards Board (SASB): Offers standards for reporting on sustainability metrics.
- Stakeholder Engagement Platforms.
- Assessment and Certification: Tools like B Corp Certification or ISO 26000 that assess and validate CSR practices.
- Joining industry-specific groups or coalitions focused on CSR best practices and sharing resources.
- Climate change impact: Carbon footprint, emissions, and energy use.
- Resource management: Water usage, waste management, and sustainable sourcing.
- Biodiversity: Effects on ecosystems and wildlife.
- Waste Management: Practices for reducing, recycling, and responsibly disposing of waste.
- Community Engagement: Supporting local communities through philanthropy and volunteerism.
- Environmental Stewardship: Initiatives to reduce environmental impact, such as sustainability programs.
- Ethical Labor Practices: Commitment to fair labor practices and employee well-being.
- Case Study: Finance and CSR at Banco W: In Search of the Missing Link.

Module 4 : Corporate Governance & CSR

- Frameworks and Standards.
  - OECD Principles of Corporate Governance.
  - The UK Corporate Governance Code.
  - The Sarbanes-Oxley Act (SOX) in the U.S.
- Board of Directors: Composed of individuals responsible for overseeing the company's management and making key decisions.
- Independence: A mix of independent and non-independent directors is crucial for objective decision-making.
- Governance Structures: Encourage ethical behavior through codes of conduct, compliance programs, and oversight mechanisms.
- CSR Policies: Are often grounded in these ethical frameworks, guiding companies to operate in a socially responsible manner. Strong governance helps ensure that CSR initiatives are genuine and impactful.
- Governance is one of the three pillars of ESG, focusing on how a company is directed and controlled.
- Strong governance practices are essential for ensuring accountability, transparency, and ethical behavior, which are critical for effective ESG performance.
- Ethical Standards: Implement and enforce a robust code of ethics that guides CSR activities and decision-making processes.
- Regular Reporting: Publish integrated reports that outline governance practices alongside CSR activities, highlighting their interconnections and impacts.

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CSR – Corporate Social Responsibility

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In-Class

40 hours

Module 5: Stakeholder Engagement

- Managing Stakeholders Effectively
  - Stakeholders Analysis.
  - Identification of stakeholder management styles and customer needs.
  - How Stakeholders will fit into a project?
  - Understanding Stakeholder Behavior Style.
  - How Our Behavioral Style Interacts with Stakeholders' Styles?
  - Identifying Stakeholder Needs.
  - Strategies for effective collaboration with each stakeholder.
  - Recognition of ways to secure stakeholder agreement.
  - oCreation of a progression plan.
  - Distinction of the six different persuasion styles.
  - On-going Stakeholder Management.
  - Long-term success of the project relies on stakeholder satisfaction and involvement.
  - Stating various methods to build ongoing relationships.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Upon Successful Completion of this Course, participants will obtain:

3.3 CEUs.

Certificate Language:

English.

Prerequisites:

Intermediate level of English.

Instructor Bio:

Dr. Aiman Atef is working as an instructor in many Universities and Business Schools, he is tutoring in MBA and DBA Programs in Marketing, Management, Entrepreneurship and Project Management.

Dr. Aiman has been in both Academic and Practical Business field for over 22 years. He managed mega projects in Egypt and GCC Area.

Dr. Aiman is a Certified as a Facilitator on Virtual Online Training from Associate for Talent Development (ATD). Certified Professional Behaviors® and Motivators® Analyst form Target Training International Success Insights® (TTISI®). He is a certified Business Impact Leadership (BIL) from Development Dimensions International (DDI®). He participates in developing and delivering programs to regional and local participants in various Management, Marketing, Leadership, Coaching, Performance Management, Strategic Planning, Interpersonal Skills, Team Building, Presentation Skills, Customer Service, Problem Solving, and Creative Thinking.

Dr. Aiman is a Management Instructor, Skills Coach and Human Development Consultant specialized in the field of Learning and Human Development, Human Resources Management, and L&D Consultancy. He gained solid experience working in multinational companies such as IBM Egypt, Berlitz, Dale Carnegie (Egypt and Gulf), NGOs, ITWorx, PROMARK and MedShield for Medical Insurance. In addition to that, his wide exposure to several Multinational organizations, as an external consultant and trainer, added to his wide scale of experience as a training consultant. His passion for human development and training reinforced him with high intellectual capacities that made him able to work as a consultant in parallel with delivering highly effective trainings as a Master Trainer in Westwood Misr for Training and Human Development.

Dr. Aiman obtained his Business Administration degree from Cairo University majored in Accounting section. This was followed by Master of Business Administration (MBA) from ESLSCA, Paris, France in which he achieved an honor degree in his research about "Customer Experience Influence on the Brand Equity". Followed by Doctorate of Business Administration (DBA).

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In-Class

40 hours

Currently, although Dr. Aiman got rewarded with many certifications such as Dale Carnegie Trainer, Trainer and Master Trainer from Microsoft, yet he positioned himself in many prominent rankings; for instance, he worked as a project manager in an education mega project with Cairo University and worked as a Training Consultant for ITWorx (UAE).

He trained various participants' levels through the public and private sectors: managers, middle-management staff, under graduates and fresh graduates, multinational organizations, e.g. Savola Group KSA, Nahdi Pharmacies KSA, Juhayna,, Global Nappi Pharma, El Araby Group, IBM, Egypt Post, and Ministry of Justice

Dr. Amr Sukkar

Amr Sukkar is a Business Economist expert for European Union, Founder and CEO of a leader Medical Company, Management and Marketing Associate Professor.

Dr. Amr has taught management and Leadership content for the past 15 years. He engages learners in both formal education at international universities and informal education for professionals through trainings, seminars, workshops, conferences, and other types of engagements.

He brought the management messages to several countries, including Egypt, the United States, Tunisia, KSA, UAE, Turkey and several African Union countries to name a few. He supervised numerous PhD. dissertations, Master's thesis and graduation projects.

Amr has also advised many companies, ranging from start-ups to internationals, on their management performance, especially through stakeholder panels, subject matter expert committees and advisory boards.

Dr. Amr is an author for a several articles and research papers focused on SMEs, leadership, governances, and sustainable development at international scientific journals. Presenter and developer of a YouTube program aiming at simplifying the science of management.

Current Position:

- Associate Professor, LIGS University, Hawaii, USA
- European Union Business Economist Consultant
- Owner Director Emm Company
- Associate Professor, Graduate School of Business, Arab Academy for Science, Technology and Maritime Transport
- Subject Matter Expert at National Training Academy
- Associate Professor ESLSCA Business School
- Associate Professor, MBA programs at Swiss School of Management
- Associate Professor, DBA & MBA programs at International Business Academy of Switzerland

Education

- Ph.D. 2017 Major: (Leadership and Business Sustainability, Middle East Small and Medium Size Perspective)
- M.Phil. (Master of Philosophy) 2014 Major: Management
- Master of Business Administration (MBA), 2011 Major: International Business
- Bachelor of Pharmaceutical science, 2008

Certifications:

- Mastering Business Skills for Entrepreneurs at American University in Egypt.
- Training of Trainers (TOT) Certified National Training Academy
- Presidential Leadership Program at National Training Academy in Egypt. (Sep 2016 to Jan 2018)
- Training of Trainers (TOT), Yaki- Egypt
- 3L Negotiation Training Program, French University in Egypt
- 7 Habits for Highly Effective People, LTC Egypt

Training Experience with other Entities:

- Business Administration Professional Trainer, American Chamber
- Management Professional Trainer, National Training Academy

CSR – Corporate Social Responsibility

Banking Operations

8494-1

In-Class

40 hours

Dr. Mohamed Aly El-Semary
Dr Mohamed El Semary is one of the expertise in the Finance, Investment, Governance & Risk Management; Mohamed is working with the commercial banks for more than 20 years in addition to his consultation and technical training with the Egyptian Banking Institution and to the different parties like Banks, Egyptian post, and insurance and microfinancing companies.

Current Position:
Mohamed has worked in Wealth Management, Risk Management, and Internal audit in class A commercial bank in senior positions and has been a part of applying Governance, Merge and Acquisition for more than commercial banks which robust his experience in the bank flow and macro policies and procedures.

Education:
Graduated from Faculty of Commerce and Business Administration (English Section) Helwan University.

Certifications:

- Mohamed has gained his master's degree in finance by grade Excellent, His Doctor Business Administration" Excellent with honor" by GPA A
- In addition, that he has earned his credit diploma from American University in Cairo- AUC by grade A and Operational Risk Manager certified from PRMIA Risk Association. on the training side he is certified from American Training Association as a certified trainer.
- MBA Holder with degree " Excellent ", Major Banking & finance.

Years of Experience at EBI:
3 years

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Trade Finance and Financial Crime

Banking Operations

8488-1

In-Class

16 hours

Course Description:
In this course, participants will understand the trade transaction lifecycle, followed by an overview of trade-based money laundering (TBML) and its impact on financial institutions involved in trade finance.

Target Audience:
Trade finance Officers/Relationship Managers/Compliance Officers.

Course Objectives:
- Explain the mechanisms and lifecycle of trade finance instruments.
- Identify trade-based money laundering.
- Explain TBML indicators.
- Determine the banking tools to mitigate and control TBML Risks.

Course Outline:

Module 1: Trade Transaction Lifecycle
- Sales contract and its terms and conditions.
- Payment terms under trade transactions.
- Shipping documents.
- Incoterms.

Module 2: Definitions, stages, and purposes of money laundering
- Different money laundering idioms definitions.
- Trade-based terrorist financing.
- Money laundering stages and mechanisms.
- Enhance understanding of TBML.

Module 3: Trade-Based Money Laundry
- Risks related to trade-based money laundering.
- Common trade-based money laundering techniques.
- Red flags for TBML.
- Risk-based approach to trade-based money laundering.

Module 4: TBML Risk Prevention
- FATF recommendations to mitigate financial crime risks.
- Banks' measures and practices to avoid involvement in TBML or terrorist financing.
- Roles of various bank departments in mitigating TBML Risks.
- Role of customs in preventing trade-based money laundering.

Assessment Strategy:
Participants will be evaluated based on their interaction during the course and participation in group exercises.

Course Language:
English

Prerequisites:
None

Instructor Bio:
Mohamed Montaser has extensive banking experience spanning approximately 10 years in the field of trade finance. Mohamed's training methodology focuses on real-world case studies, risk evaluation projects, and practical trade finance applications. His strategic approach, combined with practical insights, makes his training sessions engaging and highly effective for a diverse audience in trade finance training.

Current Position

Trade Finance Manager

Education

Bachelor of Commerce and Business Administration, Helwan University (2008-2012)

Certifications

holding international recognized certificates in the trade finance field from the London Institute of Banking & Finance LIBF:
- Certificate for Documentary Credit Specialists (CDCS)
- Certificate in international trade and finance (CITF)
- Certificate in International Trade Risk (CITR)

As a result of successfully passing the above-mentioned three Certificates, he was awarded the Qualified Trade Finance Specialist diploma (QTFS) by the London Institute of Banking and Finance.

Courses/Topics delivered
- Trade Finance tools products.
- Banking Operations.

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* EBI's discount policy is not applicable to this program.

مقاصة الشيكات بالصورة والشيك الالكتروني

العمليات المصرفية

86666-1

بقاعات التدريب

١٥ ساعة

وصف البرنامج:

يتناول هذا البرنامج التعريف بمقاصة الشيكات باستخدام برنامج المقاصة المعتمد على الصور (EGCCH)، مع التعريف بالشيك الإلكتروني كأداة دفع جديدة يتم الإعداد لطرحها في السوق المصرفية. كما يسلّط الضوء على آليات عمل النظام كجزء من مسار التحول الرقمي الشامل في القطاع المصرفي.

إلى من يوجه البرنامج:

- المصرفيون المعنيون بأنظمة الدفع والمقاصة والخدمات المالية الرقمية.
- العاملون في العمليات المصرفية.
- إدارات المخاطر، والتفتيش، والرقابة الداخلية، والالتزام.
- مسؤولو تشغيل أنظمة الدفع المختلفة، وبشكل خاص نظام مقاصة الشيكات.
- المصرفيون ممن تتراوح خبراتهم بين ٥ إلى ١٠ سنوات لتنمية المعرفة والوعي المصرفي.
- المديرون التنفيذيون والإدارة المتوسطة.

أهداف البرنامج:

بنهاية هذا البرنامج، سيتمكن المشاركون من:

- إعطاء نبذة مختصرة عن نظام المقاصة الحالي (نظام التبادل الإلكتروني لمعلومات الشيكات).
- تعريف المشاركين على أهداف ومزايا نظام مقاصة صور الشيكات واجراءاته الواردة والصادرة، بالإضافة الى الية أرشفة الشيكات، وكيفية إدارة الازمات والمنازعات بين البنوك والمعايير اللازمة لورقة الشيك ومرحلة تدقيق البيانات بشقيها)الفني والمالي.(
- معرفة أهمية نظام مقاصة صور الشيكات والشيك الإلكتروني في تعزيز مكانة الشيك والحد من ظاهرة الشيكات المرتدة وتقليل الوقت والجهد والمخاطر على مستخدمي الشيكات.
- تعزيز عملية وضع الإجراءات اللوجستية لإعداد البنية المصرفية للتعامل مع النظام الجديد وأدواته الحديثة.
- تحقيق اهداف البنك المركزي في الحصول على البيانات من مصادرها، وذلك لنقل المعلومة بموضوعية ومهنية، وأثر ذلك في توعية وتثقيف المصرفيون وأداء اقتصادي أفضل

محتويات البرنامج

الجزء الأول – النظام الحالي CCH :

- لمحة تاريخية عن مقاصة الشيكات في مصر
- اهميه الشيك في المعاملات المالية والدورة الاقتصادية
- تعريف المشاركين بنظام المقاصة الحالي. (نظام التبادل الإلكتروني لمعلومات الشيكات)
- دورة تحصيل الشيك داخل النظام الحالي
- إطلاع المشاركين على أسباب الرفض الخاصة بالمقاصة الإلكترونية
- التحديات والصعوبات.

الجزء الثاني – النظام الجديد CCH-EG :

- التعريف بنظام مقاصة صور الشيكات CIC.
- مكونات النظام الأساسية.
- اهداف تطوير النظام.
- دورة تحصيل الشيكات داخل النظام.
- إجراءات المقاصة الصادرة:)استلام الشيكات من المستفيد، تصوير الشيكات، إدخال البيانات، التدقيق وانتظار الرد والقيد إلى حساب المستفيد).
- إجراءات المقاصة الواردة:)إجراءات البنك الدافع: التدقيق الفني للشيك، التدقيق المالي للشيك، ارسال الرد على الشيك).
- الغطاء القانوني لتشغيل النظام.
- الفوائد والأهمية الفنية والمالية والاقتصادية.
- الإجراءات اللوجستية العداد البنية المصرفية للتعامل مع النظام الجديد.

الجزء الثالث – الشيك الإلكتروني CHEQUE-E:

- التعريف بالشيك الإلكتروني.
- احكام الشيك من الورقي الي الإلكتروني (الغطاء القانوني)
- دورة تحصيل الشيك الإلكتروني داخل النظام.
- إجراءات المقاصة الصادرة.
- إجراءات المقاصة الواردة.
- التعرف على آلية التحقق من صحة الشيك الإلكتروني.
- مزايا الشيكات الإلكترونية.
- الإجراءات اللوجستية لإعداد البنية المصرفية للتعامل مع الشيك الإلكتروني كأداة حديثة للوفاء.
- دور البنوك لتعزيز استخدام الشيك الإلكتروني

مقاصة الشيكات بالصورة والشيك الالكتروني

86666-1

بقاعات التدريب

١٥ ساعة

استراتيجية التقييم :

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات الجماعية.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

المحاضر:

الأستاذ/ موسى الرشيدي – مدير عام غرفة مقاصة الشيكات متعددة العملات – البنك المركزي المصري

مدرب معتمد لدى المعهد المصرفي المصري

خبير في الشيكات وأنظمة التسوية والمقاصة الإلكترونية وتطويرها، بخبرة ٣٠ عامًا

مدير مشروع مقاصة الشيكات بالصورة والشيكات الإلكترونية

المؤهلات الأكاديمية والتدريبية:

ماجستير إدارة الأعمال (MBA) في الخدمات المالية والمصرفية – الأكاديمية العربية للعلوم المالية والمصرفية – يناير ٢٠١٥

شهادة تدريب المدربين – المعهد المصرفي المصري – ٢٠١١

دبلومة الدراسات المصرفية العليا – كلية التجارة، جامعة عين شمس – ١٩٩٦

بكالوريوس تجارة – جامعة عين شمس ١٩٨٨

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الاعراف والقواعد الدولية الموحدة للاعتمادات المستندية

العمليات المصرفية

348-P26-CA

بقاعات التدريب

١٨ ساعة

وصف البرنامج:

سيتعرف المشاركين في هذا البرنامج على كيفية تطبيق الأعراف والقواعد الدولية الموحدة للاعتمادات المستندية، والتمييز بين المستندات الأصلية والصور، وفحص الفواتير ووثائق التأمين، والتعرف على الاعتمادات المستندية الغير مطابقة للأعراف وكيفية التعامل معها.

إلى من يوجه البرنامج:

- يوجه هذا البرنامج إلى المتخصصين في مجال الاعتمادات المستندية.

أهداف البرنامج:

- تعريف الأعراف والقواعد الدولية الموحدة للاعتمادات المستندية.
- التمييز بين أصول وصور المستندات المقدمة.
- فحص الفواتير ووثائق التأمين.
- فحص المستندات الأخرى.
- تطبيق كيفية اكتشاف المستندات الغير مطابقة.

محتويات البرنامج:

الجزء الأول: التطبيق العملي للأعراف والقواعد الدولية الموحدة للاعتمادات المستندية (600 UCP)

- التعريف بالأعراف والقواعد الموحدة.
- تطبيق الأعراف والقواعد الموحدة.

الجزء الثاني: مستندات النقل والتعديلات

- التمييز بين أصول المستندات وصور المستندات.
- فحص المستندات.
- فحص بوليصات الشحن البحري ومستندات الشحن الأخرى.

الجزء الثالث: فحص الفاتورة التجارية ومستندات التأمين

- فحص الفواتير.
- فحص وثائق التأمين.
- الفرق بين بوليصة التأمين وشهادة التأمين.

الجزء الرابع: فحص مستندات أخرى

- فحص المستندات الأخرى مثل: الشهادات، كشوف الوزن، والتعبئة، والمواصفات.

الجزء الخامس: التعامل مع المستندات غير المطابقة

- كشف المستندات الغير مطابقة وكيفية التعامل معها..
- حالات عملية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٥ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

- إتمام برنامج عمليات التجارة الخارجية.
- او خبرة لا تقل عن عام في مجال الاعتمادات المستندية.

هذا البرنامج يؤهلك لحضور:

فحص المستندات المقدمة على قوة الاعتمادات المستندية – حالات عملية.

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Cash Management

Banking Operations

377-P26-VE

Virtual

16 hours

Course Description:

In this course participants will learn the importance of cash department and the challenges facing it. In addition, they will learn about the impact of efficient cash management on banks' level of service, as well as profitability.

Target Audience:

- Bank Employees Working in Cash Departments.
- Branch Managers and Banking Operations Supervisors.
- Professionals Focused on Operational Efficiency.
- Students or Recent Graduates in Finance or Banking Fields.

Course Objectives:

By the end of the program, participants will be able to:

- Define the important role of cash team in banks.
- Explain the importance of implementing efficient cash management.
- Identify cash management challenges.
- Illustrate cash management of Foreign Currencies (FCY) notes.
- Describe how team spirit helps to achieving efficient cash management.

Course Outline

Module 1: Cash Area

Session One: Cash Area

- Important role of cash team in banks.
- Role of cash team and structure of cash department.
- Daily cycle of cash transactions.
- Quiz.

Module 2: Proper Cash Management and its Importance

Session One: Proper Cash Management and its Importance

- Cost of Funds (COF).
- Importance of efficient cash management.
- Impact of efficient cash management on both: Profitability and Service level.
- Quiz.

Module 3: Cash Management Challenges

Session One: Cash Management Challenges

- Cash management encounters and possible solutions.
- The comprehensive role of cash management.
- Possible solutions for overcoming potential challenges.
- Quiz.

Module Four: Cash Management of Foreign Currencies

Session One: Cash Management of Foreign Currencies

- Cash management of FCY notes.
- Challenges concerning FCY notes.
- Process of handling excessive FCY notes.
- Assignment.

Module Five: Tellers' Responsibilities in Cash Unit

Session One: Tellers' Responsibilities in Cash Unit

- How team spirit help achieving efficient Cash management.
- Guiding tips for easy flow of work.
- Legal tips regarding cashing cheques.
- Assignment.

Assessment Strategy:

- 80 % assignments & quizzes between sessions
- 20 % Participation.
- 60% Cutoff score

Upon Successful Completion of this Course, participants will obtain:

1.5 CEUs

Course Language:

English

Prerequisites:

1-year minimum experience in Cash Area.
Intermediate level of English Language.

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How digital banking and fintech is changing banking

Banking Operations

392-P26-VE

Virtual

8 hours

Course Description:

The training course "How Digital Banking and Fintech is Changing" is meticulously designed to equip bank staff with the essential knowledge and skills needed in the rapidly evolving financial landscape. The ultimate goal is to foster an understanding of digital banking transformation, emphasizing customer-centricity, integration, and inclusivity. Participants will explore strategies for delivering enhanced customer experience, driving efficiency, and generating business value through innovation. The course will delve into the role of central banks in this transformation, drawing insights from the Egyptian experience. Bank staff will be enlightened by the challenges current banks face amidst competition with fintech companies and learn about Europe's experiences with blockchain and cryptocurrencies. Emphasis will be placed on innovative methods for successful digital transformation and addressing modern customer problems effectively. Security and safety factors in digital transformation will also be a focal point, highlighting the significant roles played by information technology companies across various fields.

Target Audience:

This course is designed for the non-technical employees in the departments below for all level juniors, seniors, and managers:

- Branches employees and branch support
- Remittance, chqs. for collection, loan processing, IT, ATM, POS, Credit cards issuance, financial inclusion team, Risk, and compliance team.
- Risk and compliance.

Course Objectives:

By the end of the program, participants will be able to:

- Explain bank digitalization.
- Define what is Fintech.
- Explain global cases.

Course Outline

Module 1: What is Bank Digitalization?

Session 1: What is Bank Digitalization?

- Bank major challenges in 2019.
- A fast-evolving paradigm
- The tech promise: time-intensity/ acceleration
- Time in a new perspective
- The objective of digital transformation in retail banking
- Digital bank
- Digital: transformation program
- Infrastructure and security
- Digital banking disruption
- Quiz

Module 2: What is Fintech?

Session 1: What is a Fintech?

- Fintech universe
- Types of fintech
- Why are financial institutions so wary?
- The banks' reaction to fintech
- Bank uberisation / Jobs in transformation.
- The evolution of links between functions: the fintech ecosystem
- Insurtech
- A perception of digital innovation in insurance
- Insurers and the pressure of innovation
- The drivers behind the increasing number of Insurtech companies
- Innovation in data management and analysis: enhancing data quality and reliability.
- Artificial Intelligence in Fintech
- Main actors in different fields, by CB Insights
- Blockchain: definitions/categories
- Quiz

How digital banking and fintech is changing banking

Banking Operations

392-P26-VE

Virtual

8 hours

Module 3: Global Cases
Session 1: Global Cases

- Retail banking
- Payment
- Export Financing & Factoring
- Exchange-listed bonds and equities
- Non-listed securities settlement on a blockchain
- The future of fintech
- Quiz

Assessment Strategy:

- 80% Quizzes between sessions.
- 20% Participation.
- Cut off score is 60% of total grade which is "100."

Upon Successful Completion of this Course, participants will obtain:

0.75 CEUs

Course Language:

English

Prerequisites:

Intermediate level of English Language.

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Products Design and Development

Banking Operations

601-P26-CE

In-Class

24 hours

Course Description:

The course provides a broad overview of new Product Design and Development in a Banking context. It is built on the key concepts of customer value proposition, product life cycle, communicating value proposition through product features, and integrating credit risk aspects and pricing considerations in product design. It also covers the importance of building an emotional connection with the customer, and how product design can help build relationships over a customer life cycle. The focus would be to understand the thinking of Product managers that goes behind such developments. Case Studies and Group activities will be spread out throughout the course.

Target Audience:

- Bankers with Experience 2-3 years in the Banking Sector
- Product designers in Bank

Course Objectives:

After completing this course, the participants will be able to:

- Identify banking products features and how it can contribute to a viable product design.
- Communicate Customer Value Proposition (CVP) effectively to customers given that the CVP is fully clear as a concept.
- Prepare a product portfolio strategy for the bank using Product Life Cycle Model (PLC) and BCG Matrix.
- Distinguish credit risk and risk-based customer segments.
- Apply cases on banking products using product profitability and pricing strategies.

Course Outline

Module 1: Product Development in a Banking context

- What is Product development and factors influence buyers' decisions.
- The four dimensions in product design.
- Banking products.
- Characteristics of banking products.
- Retail vs corporate banking products.
- Four key success factors of product design.
  - Desirability.
  - Feasibility.
  - Viability.
  - Ethicality.

Module 2: Customer Value Proposition (CVP)

- Understanding the concept of 'Value.'
- How customers understand value.
- Benefits and costs: perceptions & facts.
- Communicating CVP.
- Examples of CVPs in banking products; Loans, Cards, Deposits, and Insurance.
- Product differentiation in banking.

Module 3: Product Life Cycle (PLC)

- Introducing Product Life Cycle.
- The four phases of PLC & pre-launch.
- Why Product Life cycle is important.
- The Boston Consulting Group Matrix.
  - Cash Cows, stars, question marks and dogs.
  - Objectives and implications.

Module 4: Risk considerations in designing Banking Products

- Retail credit risk: Basic concepts.
- Risk based Customer Segments.
- "Portfolio Approach" in Retail Credit.

Module 5: Product Profitability and Pricing

- A final element of Product design.
- Pricing at "Cost Plus" model.
  - Direct Costs.
  - Adding a margin.
  - Benchmarking and Pricing Objective.
- "Adverse Selection" of customers.
- Benefit vs Price.
- Case Study – SFB Bank.

Products Design and Development

Banking Operations

601-P26-CE

In-Class

24 hours

Assessment Strategy:
Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:
2 CEUs.

Course Language:
English.

Prerequisites:
Intermediate level of English Language.

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Financial Market - Basic Course

Investment & Treasury

14949-1

In-Class

24 hours

Course Description:

This course provides fundamental knowledge of the financial market, focusing on interest rates, financial instruments, liquidity risks, and the yield curve. It aims to develop participants' understanding of how financial tools influence banking operations, monetary policy, risk management, and the valuation of financial instruments.

Target Audience:

- Banking Operations & Account Management.
- Bank Supervision and Regulation Departments.
- Treasury and Financial Market Professionals.
- Risk Management and Compliance Officers.
- Professionals involved in Qatar's financial sector and monetary policy.
- Investment analysts and financial advisors.

Course Objectives:

- Identify the structure and role of financial markets.
- Explain the concept of interest rates and their economic impact.
- Analyze different financial instruments used in financial markets.
- Clarify international standards for liquidity risk measurement.
- Identify the concept of the yield curve and its significance in financial markets.

Course Outline

Module 1: Introduction to Financial Markets

- The definition and classification of financial markets.
- The role of financial institutions in economic stability.
- Primary vs. Secondary markets.
- The Money market vs. the capital market.
- Regulatory frameworks and international financial standards.

Module 2: Interest Rates and Monetary Policy

- The definition and types of interest rates (fixed, floating, nominal, real).
- The role of central banks in setting interest rates through (monetary policy tools).
- Factors influencing interest rates (inflation, GDP, exchange rates).
- Interest rate benchmarks (Corridor, SOFR, Euribor).

Module 3: Financial Instruments and Market Operations

- Money market instruments: Treasury bills, commercial paper, certificates of deposit.
- Capital market instruments: Bonds, stocks, derivatives.
- Repo and reverse repo agreements.
- Foreign exchange instruments: Currency swaps, forward contracts.
- Use of financial instruments in monetary policy.

Module 4: Liquidity Risk and Financial Stability

- Definition of liquidity risk and its types (funding vs. market liquidity risk).
- Liquidity risk measurement indicators (LCR, NSFR, cash flow gaps).
- Basel III liquidity requirements and supervisory review process.
- Strategies for liquidity management (stress testing, contingency planning).
- Liquidity crisis case studies (e.g., 2008 financial crisis, COVID-19 impact on liquidity).

Module 5: Yield Curve and Financial Instrument Valuation

- Definition of the yield curve and its types (normal, inverted, flat).
- How the yield curve reflects economic expectations and central bank policies.
- Yield curve and interest rate risk management.
- Impact of the yield curve on bond pricing and valuation.
- The relationship between the yield curve and liquidity risk.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in exercises.

Upon Successful Completion of this Course, participants will obtain:

This course entitles participants to obtain 2 CEUs.

Course Language:

English

Prerequisites:

Intermediate level of English.

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* EBI's discount policy is not applicable to this program.

All you need to know about Treasury Products

Investment and Treasury

408-P26-VE

Virtual

21 hours

Course Description:

This course is deigned to understand the importance of hedging FX and interest rate risks for many of a bank's customers and how swaps, FX spot and forward and NDFs (Non-deliverable forwards) are used by customers, calculate yields and prices for the major treasury products and will demonstrate how money market and bond securities are issued and priced.

Target Audience:

This course is intended for employees who work in the field of Foreign Exchange and Money Market.

Course Objectives

- Identify financial markets overview.
- Recognize money markets and debt capital markets.
- Identify fixed income (Bonds).
- Explain interest rate swaps.
- Explain foreign exchange (FX).
- Define the key definitions in options.
- Explain client liquidity needs.

Course Outline

Module One: Financial Markets Overview

Session One: Financial Markets Overview

- Banks – Purpose.
- How a Bank Makes Money.
- Commercial Banks – Services.
- Investment Banks.
- Retail/Commercial Banks.
- Asset and Liability Management.
- Risks to Banks.
- Assignment.

Module Two: Money Markets and Debt Capital Markets

Session One: Money Markets and Debt Capital Markets

- Debt Capital Markets – Overview.
- Money Markets.
- Banks and Liquidity Management and Money Markets.
- T-Bills.
- Money Market Instruments.
- Repos.
- Assignment.

Module Three: Fixed Income (Bonds)

Session One: Fixed Income (Bonds)

- Bonds – Overview.
- Bond cash flows.
- Clean and Dirty Prices.
- Yield to maturity.
- Credit ratings.
- Assignment.

Module Four: Interest Rate Swaps

Session One: Interest Rate Swaps

- Notional Principal.
- Interest Rate Swap "Legs".
- Swap Curve in USD.
- Interest Rate Swaps.
- Forward Starting Swaps.
- Assignment.

Module Five: Foreign Exchange (FX)

Session One: Foreign Exchange (FX).

- Foreign Exchange Systems.
- Central Bank Intervention.
- FX – Overview.
- Cross Rates.
- Non-Deliverable Forwards.
- Foreign Direct Investment – FDI.
- Assignment.

All you need to know about Treasury Products

Investment and Treasury

408-P26-VE

Virtual

21 hours

Module Six: Options

Session One: Options

- Options – Overview.
- Caps, Floors and Collars.
- Assignment .

Module Seven: Client Liquidity Needs

Session One: Client Liquidity Needs

- Liquidity.
- Liquidity – Money Market Funds.
- Assignment.

Module Eight: Impact Session

- Gathering feedback from participants to recap the key topics covered in the training.
- Group activity (split the participants into groups to share experience, by discussing challenges faced and successes achieved, then share the top challenges and solutions to the whole group for more effective outcomes).
- Encouraging the participants to solve a case study by sharing one takeaway to apply what they learned.

Assessment Strategy

- 80 % assignments between sessions.
- 20% participation.
- Cut off score is 60% of total grade which is "100".

Upon Successful Completion of this Course, participants will obtain:

1.9 CEUs

Course Language:

English.

Prerequisites:

Intermediate level of English language.

Certificate requirements:

Participants must attend an impact session, which will take place 3–4 weeks after the last day of the course, in order to receive the certificate. This session will last two hours, and its duration will be included in the total program hours. In addition to completing all the required assignments and attending at least 80% of the course duration.

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الإطار العام لنظم الرقابة الداخلية

المحاسبة و المراجعة

419-P26-VA

تعلم عن بعد

١٦ ساعة

وصف البرنامج:

يستعرض هذا البرنامج المفاهيم الحديثة والمعايير الدولية والمبادئ الأساسية للرقابة الداخلية طبقا للجنة بازل. كما يقدم هذا البرنامج الدور الهام الذي تلعبه الرقابة الداخلية في إدارة المخاطر في إطار تطبيقات الحوكمة.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلى موظفي إدارة الرقابة الداخلية بمستوياتهم الإدارية المختلفة، بما يتضمن المستويات الإشرافية والمستوى الإداري الأوسط.

أهداف البرنامج:

- شرح الرقابة الداخلية في البنوك طبقا للجنة بازل.
- وصف أكبر مخاطر البنوك وكيفية الحد من تلك المخاطر.

محتويات البرنامج:

الجزء الأول: إطار عمل الرقابة الداخلية

المحاضرة الأولى: الرقابة الداخلية (تعريفها وأهدافها)

- تعريف الرقابة الداخلية وأهدافها طبقا للجنة بازل.
- تكليف خارجي.

المحاضرة الثانية: عناصر نظام الرقابة الداخلية

- عناصر نظام الرقابة الداخلية:
  - بيئة الرقابة.
  - تحديد المخاطر وكيفية تقيمها.
- تكليف خارجي.

المحاضرة الثالثة: عناصر نظام الرقابة الداخلية

- النشاطات الرقابية وإجراءاتها طبقا للجنة بازل.
- الاتصال وتدفق المعلومات.
- المراقبة.
- تكليف خارجي.

الجزء الثاني: إدارة مخاطر المؤسسات

المحاضرة الأولى: إدارة المخاطر بالمؤسسات (تعريفها وأهدافها)

- تعريف كيفية ادارة المخاطر بالمؤسسات وأهدفها.
- تكليف خارجي.

المحاضرة الثانية: المخاطر الرئيسية بالبنوك وكيفية ادارتها

- المخاطر الرئيسية بالبنوك وكيفية ادارتها.
- حالات عملية.
- تكليف خارجي.

استراتيجية التقييم:

- ٨٠٪ تكليفات خارجية.
- ٢٠٪ المشاركة.
- ٦٠٪ درجة النجاح.

اجتياز هذه الشهادة بنجاح يؤهل المتدربين للحصول على:

١،٥ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified Internal Auditor - Part 2

Accounting & Audit

9296

Virtual

80 hours

Course Description:

This course offers a structured and practical approach to understanding internal audit engagements within the broader context of business operations and risk management. It covers fundamental business processes, internal control frameworks, risk assessment, cybersecurity, accounting principles, audit procedures, and effective communication strategies. Through a comprehensive modular structure, the course equips participants with essential knowledge and tools to carry out internal audit functions aligned with organizational strategy, compliance requirements, and emerging risk environments.

Target Audience:

- Audit professionals seeking to deepen technical and business knowledge
- Risk management and compliance officers
- Accountants transitioning to internal audit roles

Course Objectives:

- Understand the foundational elements of business operations
- Define the key components of an internal audit engagement
- Evaluate internal control frameworks and business continuity practices
- Identify and assess cybersecurity risks
- Apply financial and accounting concepts
- Analyze accounting processes and performance measurement techniques
- Assess key business cycles
- Organize audit engagements and develop effective audit programs and procedures
- Conduct comprehensive risk assessments
- Apply various information-gathering techniques
- Analyze and present audit information using flowcharts, process mapping, and analytical methods
- Document audit findings accurately and professionally
- Supervise audit engagements effectively
- Communicate audit results clearly and appropriately

Course Outline:

Module 1: Basics of a Business

- Basics of a Business
- COSO Framework
- Business Model and Processes
- Automated Information Processing
- Business Risks and Risk Measurement
- Market Influences
- Strategic Management

Module 2: Components of Internal Audit Engagement

- Objectives and Scope
- Evaluation Criteria
- Risk Management Process
- Engagement Approaches
- Project Management

Module 3: Controls, Frameworks, Audits & Business continuity

- Common IT Systems Controls
- Control Frameworks
- Security and Privacy Audits
- Business Resilience
- Disaster Recovery Plan
- Business Continuity Management

Module 4: Cybersecurity Risks and Controls

- Cybersecurity Risks
- Cybersecurity Related Policies and Controls
- Information Protection
- Incident Response Management

Module 5: Accounting Concepts

- Concepts of Financial Accounting
- Financial Statements
- Advanced Finance and Accounting

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Certified Internal Auditor - Part 2

Accounting & Audit

9296

Virtual

80 hours

Module 6: Accounting and Performance Measures
- Accrual Basic of Accounting
- Accounting Systems and Processes
- Business Performance Measures
- Performance Management Techniques

Module 7: Business Process and Cycles
- Sales-Receivables Cycle
- Purchase-Payable Cycle
- Payroll Cycle

Module 8: Resources and Procedures
- Engagements Resources
- Engagement Work Program
- Engagement Procedures

Module 9: Risk Assessment
- Key Risks and Controls
- Topical Requirement
- Pervasive and Emerging Risks
- Evaluating and Prioritizing Risks and Controls
- Effects of Changes on Risk
- Effects of Organizational Structures and Environment
- Effects of Organizational Structures and Control Environment

Module 10: Information Gathering
- Qualities of Information
- Sources and Nature of Information
- Questionnaires
- Self-Assessment Surveys
- Interviewing
- Other Information Gathering Method

Module 11: Analyzing Information
- Flowcharts and Process Mapping
- Analytical Review Methods
- Technological Options

Module 12: Documentation, Evaluation, and Conclusions
- Workpapers- Purpose and Characteristics
- Workpapers- Review, Control, and Retention
- Drawing a Conclusion

Module 13: Engagement Supervision
- Supervision and coordinating work Assignments
- Supervisor's Responsibility for Reviewing Workpapers and Conclusions
- Supervisor's Responsibility for Evaluating Auditor's Performance

Module 14: Engagement Communications
- Communication Methods
- Situations Requiring Escalation to Senior Management
- Communication with Stakeholders

Assessment Strategy:
- 70% assignments between sessions
- 30% Participation
- Cut off score is 60% of total grade which is "100

Course Language:
English / Arabic

Prerequisites:
Intermediate level of English

*** EBI's discount policy is not applicable to this program.**

Certified Internal Auditor - Part 2

Accounting & Audit

9296

Virtual

80 hours

Instructor's Bio:

Mr. Ibrahim Hassan is an Experienced and certified Internal Auditor with 10 years of experience in the Banking industry, and a professional instructor for Internal Audit, Risk Management, Internal Control, and Governance

- Internal Audit Manager at TUB, The United Bank.
- Internal Audit Supervisor at ABE Agricultural Bank of Egypt.
- Internal Audit Team leader at FIB, Faisal Islamic Bank of Egypt.
- Certified CIA Certified Internal Auditor from The American Institute of Internal Auditors (IIA) in Aug 2021.
- Certified CRMA Certification in Risk Management Assurance from The American Institute of Internal Auditors (IIA) in Jul 2022.
- Certified Credit from Egyptian Banking Institute (EBI) in Sep 2022.
- Certified GRCA Governance Risk Compliance Auditor from Open Compliance and Ethics Group (OCEG) in May 2023.
- Certified GRCP Governance Risk Compliance Professional from Open Compliance and Ethics Group (OCEG) in June 2023.
- Certified IAAP Integrated Audit & Assurance professional from Open Compliance and Ethics Group (OCEG) in Oct 2023

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Agile Auditing

Accounting & Audit

8502-1

In-Class

16 hours

Course Description:

This course provides a comprehensive overview of Agile Auditing principles, methodologies, and best practices. Participants will learn how to apply Agile frameworks and techniques to plan, execute, and report on audits dynamically and responsively. The course emphasizes stakeholder engagement, continuous improvement, and the use of technology to enhance audit efficiency and effectiveness.

Target Audience:

- Internal Auditors.
- Audit Managers and Leaders.
- Risk Management Professionals.
- Compliance Officers.
- Anyone involved in implementing or overseeing Agile audit methodologies.

Course Objectives:

Upon completion of this course, participants will be able to:

- Understand the principles and benefits of Agile Auditing.
- Apply Agile frameworks and methodologies to the audit process.
- Plan, scope, and execute audits using Agile techniques.
- Enhance stakeholder engagement and communication throughout the audit lifecycle.
- Leverage technology and data analytics to improve audit efficiency and effectiveness.
- Foster a culture of continuous improvement within the audit function.

Course Outline:

Module 1: Introduction to Agile Auditing

- 1.1 What is Agile Auditing?
  - Definition and principles of Agile auditing.
  - Differences between Agile and traditional auditing.
  - Benefits of Agile auditing in the modern business landscape.
- 1.2 Agile Frameworks and Methodologies
  - Overview of Scrum, Kanban, and Lean principles.
  - Adapting Agile frameworks for the audit process.
  - Choosing the right framework for different audit types.
- 1.3 Agile Mindset for Auditors
  - Embracing flexibility, collaboration, and continuous improvement.
  - Developing an Agile mindset for effective audit execution.
  - Building trust and transparency within the audit team.

Module 2: Implementing Agile in Auditing

- 2.1 Agile Audit Planning and Scoping
  - Creating an Agile audit plan with stakeholder input.
  - Defining the scope of the audit using Agile principles.
  - Prioritizing audit tasks with an Agile backlog.
- 2.2 Agile Audit Execution and Testing
  - Conducting fieldwork and testing in Agile sprints.
  - Using Agile techniques for evidence gathering and analysis.
  - Ensuring quality and compliance in Agile audits.
- 2.3 Agile Audit Reporting and Communication
  - Delivering incremental audit findings and recommendations.
  - Using Agile tools for effective communication and collaboration.
  - oVisualizing audit results for better stakeholder engagement.

Module 3: Continuous Improvement in Agile Auditing

- 3.1 Monitoring and Measuring Agile Audit Performance
  - Tracking Agile audit metrics for progress and efficiency.
  - Analysing audit data to identify areas for improvement.
  - Using feedback loops to enhance audit practices.
- 3.2 Fostering Innovation and Adaptability
  - Encouraging creativity and problem-solving in Agile audits.
  - Adapting to change and evolving audit requirements.
  - Staying current with Agile auditing trends and best practices.
- 3.3 Agile Auditing Maturity
  - Assessing Agile maturity within the audit function.
  - Developing a roadmap for continuous Agile audit improvement.
  - Building a sustainable Agile audit culture.

*** EBI's discount policy is not applicable to this program.**

Agile Auditing

Accounting & Audit

8502-1

In-Class

16 hours

Assessment Strategy:
Participants will be evaluated according to their interaction and their participation in group exercises during the course.

Course Language:
English

Prerequisites:
- A basic understanding of audit principles and practices.
- Familiarity with common audit terminology and methodologies.
- An open mindset towards adopting new approaches and methodologies

Instructor:
Mr. Mohamed Samy Elkordy - Internal Control Senior Manager at Abu Dhabi Commercial Bank, Egypt
Results-focused, commercially-minded, and achievement-driven Banking Professional with 20+ years of experience in handling complex accounting processes in compliance with international banking norms. Adept in branch operations management, complies with the statutory protocols, and is professional in leading and applying competencies to increase work process efficiency and profitability through risk management, improvement of internal controls that contribute to company profits, and maximizing shareholders' wealth.
Mr. Mohamed has a Bachelor's degree in accounting - A credit certificate from EBI International and an introduction to investment from CISI.

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* EBI's discount policy is not applicable to this program.

تقييم انظمة الرقابة الداخلية وفق اطار COSO

المحاسبة والمراجعة

7239-2

بقاعات التدريب

٢٠ ساعة

وصف البرنامج

يُقدم هذا البرنامج عرضًا شاملًا لإطار الرقابة الداخلية COSO، موضحًا مفهومه وأهميته في دعم الرقابة الداخلية، مع استعراض القواعد والأهداف الأساسية للإطار. يتناول البرنامج أدوار ومسؤوليات مختلف الجهات مثل مجلس الإدارة، الإدارة العليا، المدققين الداخليين، والجهات الخارجية. كما يشرح الإطار العام لنظام الرقابة الداخلية وفقًا لأحدث نسخة محدثة، مع التركيز على البيئة الرقابية، وتقييم المخاطر، والأنشطة الرقابية، والمعلومات والاتصالات، وعمليات المراقبة. يشمل البرنامج أيضًا المبادئ المعتمدة في النسخة المحدثة، ومفهوم التقييم الذاتي للرقابة (CSA)، وأساليب واستراتيجيات تطبيقه، إلى جانب الإجراءات العملية لتقييم مكونات الرقابة الداخلية وإعداد تقارير التقييم.

أهداف البرنامج:

بنهاية هذا البرنامج، سيتمكن المشاركون من:

- اطلاع المشاركين على الاطار العام لانظمة الرقابة الداخلية وفق مفهوم COSO.
- اطلاع المشاركين على المباديء الخاصة بمكونات اطار الرقابة الداخلية.
- تعريف المشاركين بمفهوم التقييم الذاتي للرقابة كاحد ادوات تقييم الرقابة الداخلية واجراءات تطبيقه.
- تمكين المشاركين من تقييم انظمة الرقابة وفق مفهوم COSO من الناحية العملية وفق ادوات التقييم المعتمدة من قبل COSO.

إلى من يوجه البرنامج:

- مدراء الدوائر والفروع.
- مدراء التدقيق الداخلي ونوابهم.
- المدققون الداخليون.
- مسؤولي وموظفي ادارات المخاطر.
- مسؤولي وموظفي دوائر الامتثال.
- مسؤولي وموظفي الوحدات الرقابية.

محتويات البرنامج

- مقدمة الى اطار الرقابة الداخلية COSO
- ماهي COSO.
- المفهوم الحديث للرقابة الداخلية وفق COSO .
- القواعد الرئيسية لنظام الرقابة الداخلية وفق COSO .
- اهداف الرقابة الداخلية وفق الاطار الجديد .

مسؤوليات الجهات ذات العلاقة بانظمة الرقابة الداخلية

- مسؤوليات مجلس الادارة ولجانه
- مسؤوليات الادارة العليا
- مسؤوليات المدققون الداخليون
- مسؤوليات الجهات الخارجية ذات العلاقة

الاطار العام لنظام الرقابة الداخلية وفق مفهوم COSO وفق اخر نسخة محدثة

- البيئة الرقابية.
- تقييم المخاطر.
- الانشطة الرقابية.
- المعلومات والاتصالات.
- عمليات المراقبة.

المباديء التي تم اعتمادها في النسخة المحدثة

- المباديء الخمسة للبيئة الرقابية
- المباديء الاربعة لتقييم المخاطر
- المباديء الثلاثة للأنشطة الرقابية
- المباديء الثلاثة للمعلومات والاتصالات
- المباديء الاثنين للمراقبة

التقييم الذاتي للرقابة CSA

- مفهوم التقييم الذاتي للرقابة .
- مزايا ومعوقات تطبيق التقييم الذاتي للرقابة.
- اساليب التقييم الذاتي للرقابة.
- استراتيجيات بناء التقييم الذاتي للرقابة.

* EBI's discount policy is not applicable to this program.

تقييم انظمة الرقابة الداخلية وفق اطار COSO

المحاسبة والمراجعة

7239-2

بقاعات التدريب

٢٠ ساعة

الاجراءات العملية لتقييم مكونات الرقابة الداخلية وفق اطار COSO

- الادوات التوضيحية المعتمدة من COSO لتقييم مكونات الاطار
- استعراض ادوات تقييم مكونات الرقابة وفقا لما وردت في الاطار
- الاجراءات العملية لتطبيق ادوات التقييم
- اعداد تقرير نتائج التقييم متضمنا التوصيات الملائمة

حالات عملية

- سوف يتخلل البرنامج حالات عملية لتطبيق اجراءات التقييم من الناحية العملية

اللغة المستخدمة:

العربية

أسلوب التدريب:

بقاعات التدريب

متطلبات الحضور:

لا يوجد

المحاضر:

أ/هيثم تركي – محاسب قانونى و مستشار مالى

- المؤهلات شريك معتمد للمعايير الدولية للتقارير المالية IFRS 15 & 16 & 9
- شريك معتمد لعمليات الصفقات المالية والفحص المالي النافي للجهالة
- بكالوريوس تجارة – محاسبة – جامعة الازهر
- بكالوريوس تجارة – إدارة أعمال – جامعة الازهر
- زميل جمعية المحاسبين والمراجعين المصرية. عضو جمعية الضرائب المصرية.
- خبير معتمد في حوكمة الشركات .

الخبرات السابقة

- يتمتع هيثم بخبرة ١٩ عاما في خدمة شركات الخدمات المالية بشكل أساسي بما في ذلك البنوك التجارية ، وشركات التأمين ، والشركات المالية والصناديق في مصر ومنطقة دول مجلس التعاون الخليجي.
- قبل الانضمام إلى مجموعة نسكيا الدولية، عمل كشريك مراجعة في شركة كريستون العالمية قبل الانضمام إلى شركة كريستون ، عمل كمدير مراجعة رئيسي في حازم حسن (KPMG) قبل انضمامه إلى حازم حسن ، عمل هيثم في: أرنست & يونج (EY) من مستوى مراجع أول إلى مستوى مدير في مناصب قيادية متعددة مثل التدقيق الخارجي والتدقيق الداخلي و خدمات المخاطر والامتثال ، خدمات التدريب وإعادة الهيكلة.

الخبرات المثيلة

مدرب متخصص للمعايير الدولية لإعداد التقارير المالية ومعايير المحاسبة الدولية مع التركيز على معايير المحاسبة الدولية ٣٩ و ٣٢ و ٧ و ٩ بما في ذلك المشتقات ومحاسبة التحوط. ومدرب لكيفية تطبيق قواعد الحوكمة و الرقابة الداخلية بالبنوك.

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* EBI's discount policy is not applicable to this program.

الجرائم المرتبطة بعمليات البنوك

435-P26-CA

بقاعات التدريب

١٢ ساعة

وصف البرنامج:

أثناء البرنامج، سوف يتعلم المشاركين تعريف ومناقشة جرائم العمليات المصرفية كما نصت عليها مختلف القوانين والتشريعات المصرية بما في ذلك قانون البنك المركزي، قانون مكافحة غسل الأموال، والقانون التجاري الجديد، وقانون العقوبات.

إلى من يوجه البرنامج:

يوجه هذا البرنامج إلي المحامون في الإدارات القانونية والعاملين بإدارات الائتمان والعمليات المصرفية والمراجعة الداخلية والإدارات الأخرى ممن تتطلب طبيعة عملهم الدراية بالقانون.

أهداف البرنامج:

- تعريف الجريمة ومكوناتها الأساسية.
- تعريف الجرائم المصرفية، والعقوبات الخاصة بها.
- سرد جرائم العمليات المصرفية كما تم تعريفها في التشريعات والقوانين المصرية.

محتويات البرنامج:

الجزء الاول: التعريف العام للجريمة ومكوناتها الأساسية

- تعريف الجريمة.
- المكونات الأساسية للجريمة.

الجزء الثاني: تعريف الجرائم المصرفية

- الجرائم المصرفية.
- العقوبات الخاصة بكل جريمة مصرفية.

الجزء الثالث: الجرائم المصرفية المختلفة

- جرائم العمليات المصرفية في قانون العقوبات المصري.
- الجرائم المصرفية في قانون البنك المركزي.
- الجرائم المصرفية في قانون مكافحة غسل الأموال.
- الجرائم المصرفية في القانون التجاري الجديد.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج ومشاركتهم في التدريبات.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١ وحدة تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

لا يوجد.

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الجوانب القانونية والفنية لعقد التأمين

ACCREDITED BY ACCET
A Partnership for Quality®

البنك المركزي المصري
المعهد المصرفي المصري

الجوانب القانونية

6895-2

بقاعات التدريب

٢٤ ساعة

وصف البرنامج:

يهدف هذا البرنامج الى التعرف على الجوانب القانونية والغنية لعقد التأمين، من خلال طرح التعريف القانوني لعقد التأمين الوارد بالقانون المدني المصري وتحديد المفهوم الفني الدقيق للتأمين و عرض قانون تنظيم قطاع التامين المصري والاشراف الرقابة عليه و أهم ملامح قانون التأمين الموحد الجديد مع عرض خصائص عقد التأمين من الناحيتين القانونية والفنية والأسس الفنية التي يقوم عليها التأمين يوجه عام.

إلى من يوجه البرنامج:

- الإلمام بالإطار القانوني والنظري لعقود التأمين.
- توضيح على الأسس الفنية والمبادئ الأساسية لعقود التأمين.
- شرح الإجراءات القانونية والتنظيمية المرتبطة بعقود التأمين..

أهداف البرنامج:

تعريف بأنواع التأجير التمويلي والأصول التي يمكن تأجيرها تمويلياً.

محتويات البرنامج:

أولا: الإطار القانوني والنظري لعقود التأمين: المفاهيم الأساسية والتنظيم التشريعي.

- طبيعة عقد التأمين مقارنة بالعقود التجارية الأخرى.
- المفهوم القانوني والفني لعقد التأمين.
- الخصائص القانونية والفنية لعقد التأمين.
- المبادئ القانونية الحاكمة لعقود التأمين.
- أطراف عقد التأمين، والتزاماتهم القانونية.
- إبرام عقد التأمين من الناحيتين القانونية والعملية.
- التعهدات القانونية والتعاقدية للمؤمِّن والمؤمَّن له.
- أهم شروط عقد التأمين.
- أنواع التأمين المختلفة.
- شروط الخطر القابل للتأمين.
- أساليب تفسير عقود التأمين.
- قانون تنظيم قطاع التأمين المصري والإشراف والرقابة عليه.
- أهم ملامح قانون التأمين الموحد الجديد.

ثانيا الأسس الفنية والمبادئ الأساسية لعقود التأمين.

- الأسس الفنية التي يقوم عليها التأمين.
- الضمانات القانونية لمواجهة شركات التأمين لالتزاماتها التأمينية نحو عملاءها.
- التزامات المؤمن.
- التزامات المؤمن له.
- شكل وثيقة التأمين ومشتملاتها وملاحق الوثيقة.

ثالثا الإجراءات الناشئة عن اخلال أي من طرفي عقد التأمين للتزاماته

- أسباب انتهاء عقد التأمين.
- القضاء مدة العقد.
- انتهاء العقد قبل انقضاء مدته عن طريق الفسخ.
- التقادم في عقد التأمين.
- فض المنازعات الناشئة عن عقد التأمين عن طريق التحكيم.
- أمثلة عملية.

استراتيجية التقييم :

سيتم تقييم المتدربين بناء على تفاعلهم أثناء البرنامج ومشاركاتهم في التدريبات الجماعية.

اللغة المستخدمة:

اللغة العربية.

متطلبات الحضور:

لا يوجد

المحاضر:

الدكتور / أشرف إسماعيل عزب

امين عام مساعد – الاتحاد المصري للتأمين.

- الدكتور أشرف إسماعيل عزب لديه ايضا ٣٣ سنة خبرة في العمل بالاتحاد ويعمل أيضا كمحامي بالنقض والإدارية والدستورية العليا وقد حصل على درجة الدكتوراه في القانون – جامعة القاهرة ومعدلة ماجستير في القانون العام – بجامعة عين شمس بالإضافة إلى ليسانس حقوق – جامعة عين شمس.

- شارك في عضوية العديد من اللجان المشكلة بشأن دراسة مشروع قانون التأمين الموحد وإعداد وتعديل النظام الأساسي للاتحاد والأنظمة الأساسية لمجمعات التأمين ومنها:
- عضو الرابطة العربية لقوانين التأمين – الاتحاد العام العربي للتأمين.
- عضو اللجنة المعنية بدراسة وإعداد لائحة نظام العاملين بالصندوق الحكومي لتغطية بعض الأخطار الناجمة عن حوادث المركبات.
- عضو اللجنة المشكلة لدراسة آليات تنفيذ مجمعة التأمين الإجباري على المركبات بمصر.
- عضو اللجنة المعنية بالإشراف على الانتخابات لعضوية مجلس إدارة صندوق ضمان حملة الوثائق والمستفيدين منه.
- عضو اللجنة المشكلة الدراسة مواد النظام الأساسي لمجمعة تأمين الأخطار النووية.

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بقاعات التدريب

٢٤ ساعة

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العملات الافتراضية ومخاطر غسل الأموال وتمويل الإرهاب المتعلقة بها

الامتثال والحوكمة

5156-7

تعلم عن بعد

٦ ساعات

وصف البرنامج:

شهد العالم في السنوات القليلة الماضية تطورًا هائلًا في مجالي التكنولوجيا والمعلومات، ما أثّر بشكل كبير على مختلف مجالات الحياة. وأصبح من الضروري على الأفراد والسلطات الرقابية مواكبة هذا التقدم التكنولوجي، الذي غيّر العديد من المفاهيم والقواعد الأساسية المرتبطة بالعمليات المالية بوجه عام، والمصرفية بشكل خاص.

ومن أبرز آثار هذا التطور ظهور العملات الافتراضية، وأشهرها عملة البيتكوين (Bitcoin)، التي تُعد «افتراضية» لأنها لا تملك وجودًا ماديًا، كما يتم إصدارها دون الرجوع إلى سلطة مركزية مثل البنوك المركزية. وتهدف هذه العملات إلى تمكين مستخدميها من سداد التزاماتهم إلكترونيًا، وتحويل الأموال لأي مكان في العالم دون الحاجة إلى وسيط، ودون أن تخضع هذه التحويلات لرقابة أي جهة.

ورغم ما توفره هذه العملات من مزايا، مثل إمكانية نقلها في أي وقت وبخصوصية تامة، ودون رسوم تحويل مرتفعة أو فروق أسعار صرف، فإنها تشكل تحديًا كبيرًا للسلطات الرقابية حول العالم، نظرًا لإمكانية استغلالها من قبل العناصر الإجرامية لإخفاء الأموال بعيدًا عن أعين الرقابة.

لذا، تهدف ورشة العمل إلى مناقشة المفاهيم المتعلقة بالتعاملات المالية باستخدام العملات الافتراضية، خصوصًا البيتكوين، والمخاطر المرتبطة بتداولها، خاصة ما يتعلق بتمويل الإرهاب وغسل الأموال، إلى جانب استعراض الطرق الممكنة لتعقب تلك التعاملات.

إلى من يوجه البرنامج:

يوجه البرنامج إلى مسئولي الإدارات التالية بالبنوك:

- الإدارة العليا
- إدارة الالتزام
- الإدارة القانونية
- إدارة العمليات المصرفية
- إدارة المخاطر
- الإدارة المختصة بالمعاملات المصرفية الإلكترونية (E-Banking)
- إدارة نظم المعلومات (IT)

أهداف البرنامج:

- فهم ماهية العملات الافتراضية وبخاصة البيتكوين.
- مناقشة مخاطر غسل الأموال وتمويل الإرهاب المتعلقة بالعملات الافتراضية.
- عرض الأطراف المتعلقة بالبيتكوين.
- شرح محافظ البيتكوين والعملات الافتراضية البديلة.
- عرض تعاملات العملات الافتراضية في مصر.

محتويات البرنامج:

الجزء الأول: ماهية العملات الافتراضية وبخاصة البيتكوين

المحاضرة الأولى: ماهية العملات الافتراضية وبخاصة البيتكوين

- ماهية العملات الافتراضية وبخاصة البيتكوين
- لماذا تم اختراع البيتكوين
- المعاملات الأولى بالبيتكوين
- آلية عمل البيتكوين وكيفية الحصول عليها
- أنواع محافظ البيتكوين
- تكليف خارجي

الجزء الثانى: العملات الافتراضية – غسل الأموال والتعدين

المحاضرة الأول: العملات الافتراضية: غسل الأموال والتعدين

- تقنية البلوكتشين Blockchain الاستخدامات وكيفية العمل
- مخاطر غسل الأموال وتمويل الإرهاب المتعلقة بالعملات الافتراضية
- التعاملات المالية باستخدام الانترنت الخفى Dark web
- الأطراف المتعلقة بالبيتكوين – التعدين وأنواعه وأجهزته
- توزيع حاسبات البيتكوين حول العالم Nodes
- منصات التجارة والتبادل المركزى
- محافظ البيتكوين Bitcoin wallets
- العملات الافتراضية البديلة (Altcoins)
- تعاملات العملات الافتراضية في مصر
- الوضع القانوني
- إساءة استخدام البنوك في تعاملات العملات الافتراضية
- حالات عملية لاستخدام العملات الافتراضية في غسل الأموال وتمويل الإرهاب
- تكليف خارجي

العملات الافتراضية ومخاطر غسل الأموال وتمويل الإرهاب المتعلقة بها

5156-7

تعلم عن بعد

٦ ساعات

استراتيجية التقييم:

- ٨٠٪ تكليفات خارجية
- ٢٠٪ مشاركة
- ٦٠٪ نسبة النجاح

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

عن المحاضر

احمد زكي مسؤولاً بإدارة التعاون الدولي بوحدة مكافحة غسل الأموال وتمويل الإرهاب المصرية منذ ٢٠١٧. وفي هذا السياق، فقد عمل على عدد من المواضيع ذات الصلة بمكافحة غسل الأموال وتمويل الإرهاب على المستويين المحلي والدولي.

وبالإضافة إلى ذلك، فقد شارك كخبير في عملية تقييم نُظم مكافحة غسل الأموال وتمويل الإرهاب المطبقة في أحد الدول التابعة لمجموعة العمل المالي لمنطقة الشرق الأوسط وشمال افريقيا. إضافة إلى ذلك، فهو يشغل منصب خبير في مجموعة مراجعة التعاون الدولي التابعة لمجموعة العمل المالي والتي تضع خطط عمل للدول قيد مراجعة المجموعة ويُتابع مدى استيفاء الدول لمتطلبات خطط العمل.

بالإضافة إلى ذلك، فقد تحصل على شهادة اخصائي مكافحة غسل الأموال ACAMS عام ٢٠٢٢، ويحظى بخبرات عديدة في مختلف المجالات ذات الصلة بمكافحة غسل الأموال وتمويل الإرهاب، ولاسيما التعاون الدولي، والتعرف على هوية المستفيد الحقيقي والتحقيقات والتحريات ذات الصلة بجرائم غسل الأموال وكذا تطبيق العقوبات المالية المستهدفة وغيرها من المواضيع ذات الصلة.

الدكتور/ عمرو سيد راشد

- خبرة ١٧ عاماً في مجال مكافحة غسل الأموال وتمويل الإرهاب
- مدير إدارة التعاون الدولي بوحدة مكافحة غسل الأموال وتمويل الإرهاب المصرية
- رئيس مجموعة التدريب والمساعدة الفنية مجموعة اجمونت لوحدات التحريات المالية
- حاصل على شهادة خبير مكافحة غسل الأموال وتمويل الإرهاب CAM
- حاصل على شهادة الدكتوراه في مجال العملات الافتراضية وأثرها على البنوك
- حاصل على شهادة من مكتب الأمم المتحدة المعنى بالمخدرات و الجريمة في مجال تتبع العملات الافتراضيه
- حاصل على شهادة من شركة Cipher Trace في مجال تتبع التعاملات بالعملات الافتراضية
- حاصل على شهادة من شركة Chainalysis في مجال تتبع التعاملات بالعملات الافتراضية
- حاصل على شهادة متقدمة من شركة TRMLabs في تتبع التعاملات بالعملات الافتراضية
- مقّيم دولي لنظم مكافحة غسل الأموال وتمويل الإرهاب من قبل مجموعة العمل المالي FATF

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Fraud Detection, Prevention, and Resolution

Compliance and Governance

491-P26-VE

Virtual

22 hours

Course Description:

This course is designed for professionals responsible for managing fraud risks within organizations. Participants will learn to apply practical approaches and techniques to implement a fraud deterrence framework in real organizational settings to ensure effective and efficient fraud prevention efforts.

Target Audience:

- Compliance officers.
- Business managers.
- Business analysts.
- Internal controls personnel.
- Operations management.
- Fraud deterrence teams.

Course Objectives:

By the end of the program, participants will be able to:

- Introduce Fraud Deterrence.
- Define Employee Fraud.
- Explain the fraud deterrence framework and assessment.
- Define Fraud Detection.
- Describe Data Analytics.
- Explain the areas of higher risk of fraud.
- Define Cybercrime.
- Explain how to deal with concerns.

Course Outline:

Module 1: Introduction to Fraud Deterrence

Session 1: Introduction to Fraud Deterrence

- What is Fraud?
- What do we know about Fraud?
- Who commits fraud?
- Who are the Victims of Fraud?
- Motivational factors.
- Key identifiers of the fraudster.
- Components of Fraud.
- What Factors Lead to Fraud?
- The Impact of Fraud.
- Types of fraud.
- Five facts about fraud.
- Key Types of Personal Fraud.
- What are bribery and corruption?
- Corruption Risk.
- Bribe Patterns.
- Key areas of high risk of fraud.
- Know your employee.
- Case study.
- Assignment.

Module 2: Employee Fraud

Session 1: Employee Fraud

- Employee Fraud.
- The impact of fraudulent activities.
- What to do once fraud is detected?
- Guidance on How to Solve Ethical Dilemmas.
- Hiring Processes.
- Employee Anti-Fraud Training.
- Mandatory Time Off and Rotation of Job Duties.
- 9 Actions to identify vendor/employee fraud and any conflict of interest.
- Case study.
- Assignment.

Module 3: The Fraud Deterrence Framework and Assessment

Session 1: The Fraud Deterrence Framework and Assessment

- Key elements of the fraud risk management framework.
- What is fraud risk appetite?
- Fraud Risk Appetite – What are the Weaknesses?
- Why use data analytics?
- What data mining can and cannot do.

Fraud Detection, Prevention, and Resolution

Compliance and Governance

491-P26-VE

Virtual

22 hours

- Using data analytics.
- Governance issues.
- What is a fraud risk register?
- The fraud risk registers in practice.
- How should you Work Out How Susceptible Your Business is to Fraud Risk?
- What are the key pressure points?
- Are there any indicators that might suggest that fraud is being perpetrated?
- The signals of Fraud.
- Mention Concealment.
- What are the key controls that a firm needs to have?
- Fraud Monitoring and Auditing.
- Case study.
- Assignment.

Module 4: Fraud Detection

Session 1: Fraud detection

- What are the warning signs?
- Developing and analyzing fraud scenarios.
- What information will the business need to evaluate the risk?
- How will the business use data mining?
- Systems and solutions.
- Fraud detection techniques.
- Case Study.
- Assignment.

Module 5: Data Analytics

Session 1: Data Analytics

- Fraud Data Mining & Profile.
- Using Data Analytics.
- Data Mining.
- Data Analytics v Sampling.
- Prevention or Detection.
- Predictive Analytics.
- Cheque Theft.
- Cancelled Cheques.
- Periodic or Continuous Monitoring.
- Analytics Techniques.
- Decision Trees.
- How Fraud is Concealed in Data.
- Data Manipulation and Reporting.
- Standard Search Approaches.
- Benford's Law.
- Data Integrity.
- Duplicates and Gaps.
- Case study.
- Assignment.

Module 6: Areas of Higher Risk of Fraud

Session 1: Areas of Higher Risk of Fraud

- Accounting and Financial Records.
- Accounting and Financial Records (ISA240).
- Income Recognition.
- Disbursements.
- Categories of Vendor Fraud.
- Billing Schemes.
- Overbilling.
- Duplicate Billing.
- Bribery or Extortion.
- Procurement.
- Payroll and HR.
- Case study.
- Assignment.

Module 7: Cybercrime

Session 1: Cybercrime

- What is a cybersecurity risk management strategy?
- The benefits of a cybersecurity strategy.
- Building Enterprise Security Architecture (ESA).
- The approaches for developing an effective strategy.
- The meaning of security policy.
- Cybersecurity policy.

Fraud Detection, Prevention, and Resolution

Compliance and Governance

491-P26-VE

Virtual

22 hours

- Security policy principles.
- CIPS cyber essentials.
- Social Media.
- Social Media Fraud.
- Cybersecurity risk management policy.
- Case study.
- Assignment.

Module 8: Dealing with Concerns

Session 1: Dealing with Concerns

- Fraud Response Strategies
- Roles and Responsibilities.
- The Triage Process.
- Identifying an Incident.
- ACFE Code of Professional Ethics - A Certified Fraud Examiner Shall.
- Avoidance of Illegal Activities and Conflicts of Interest.
- The Highest Level of Integrity and Completing Assignments Competently.
- Testifying Truthfully and Without Bias or Prejudice.
- Evidence and Documentation.
- Control of Confidential Information.
- Reporting All Important Matters Discovered During an Examination.
- The Fraud Investigation Process.
- Four Types of Evidence.
- Assignment.

Module 9: Impact Session

- Gathering feedback from participants to recap the key topics covered in the training.
- Group activity (Split the participants into groups to share experience, by discussing challenges faced and successes achieved, then share the top challenges and solutions to the whole group for more effective outcomes).
- Encouraging the participants to solve a case study by sharing one takeaway to apply what they learned.

Assessment Strategy:

- 80% Assignments.
- 20% Participation.
- 60% Cut-off score.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

Prerequisites:

None

Certificate requirements:

Participants must attend an impact session, which will take place 3–4 weeks after the last day of the course, in order to receive the certificate. This session will last two hours, and its duration will be included in the total program hours. In addition to completing all the required assignments and attending at least 80% of the course duration.

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KYC &CDD Best Practices

Compliance and Governance

800-P26-CE

In-Class

24 hours

Course Description:

This course is intended for professionals working in AML/CTF, financial crime deterrence, compliance, risk, internal audit, and client-facing roles. Participants will learn how to strengthen Know Your Customer (KYC) and Customer Due Diligence (CDD) practices by identifying key areas for improvement and implementing effective risk mitigation strategies. The course addresses challenges across all segments of banking—from high-net-worth individuals to corporates, SMEs, and other organizational structures.

Target Audience:

- AML/CTF.
- Financial Crime Deterrence.
- Compliance.
- Risk and Internal Audit departments.
- Employees in client facing roles who either face conflicts and/or 'relationship management' dilemmas.

Course Objectives

- Understand the Importance of KYC.
- Explain the Importance of CDD.
- Describe Retail Customer KYC and CDD.
- Apply Corporate Customer KYC and CDD.
- Differentiate between KYC and CDD for SME.
- Discuss What makes a relationship high risk?
- Clarify Charity KYC and CDD.
- Apply Non-Face-to-face Customers.
- Discuss HNW KYC and CDD.
- Understand Other types of structure and KYC/CDD.
- Apply Enhanced Due Diligence.
- Cover Final Practical Issues.

Course Outline

Module 1: The Importance of KYC

- Why does KYC matter?
- What are the challenges face in practice?
- Governance of KYC.
- Who should conduct KYC?
- Who should challenge KYC?
- What can go wrong with KYC?
- Where is KYC most used.
- KYC and sanctions risk.

Module 2: The Importance of CDD

- The Products.
- The Clients.
- PEPs and other high-risk individuals.
- Discretion and secrecy.
- Relationship management.
- Understanding sources of wealth.
- Conflicts of interest.
- Taxation.
- Willful blindness.
- What can go wrong with CDD?

Module 3: Retail Customer KYC and CDD

- The nature of the regulations including FATF.
- How KYC and CDD work together.
- Considering the role of sanctions risk.
- What information is really required?
- How is it used?
- How is information collected and validated?
- What information needs to be enriched?
- What are the sources?
- Storing information.
- The obligations to update data.
- Managing and reporting data.
- Best practices.

KYC &CDD Best Practices

Compliance and Governance

800-P26-CE

In-Class

24 hours

Module 4: Corporate Customer KYC and CDD

- The nature of the regulatory obligations including FATF.
- What do we need to know?
- Shareholders and controllers.
- Considering the role of sanctions risk.
- What level of identification is required?
- Conflicts of interest.
- Identifying the company.
- Ensuring the company is who you think they are.
- Understanding complex company structures and how to solve the puzzle.
- When to visit the company.
- Obtaining independent information.
- Using relevant third party data.
- Associates and affiliates.
- Relevant third party analysis.
- Best and developing practices.

Module 5: SME KYC and CDD

- What approach needs to be addressed?
- How much reliance to place on company records?
- Understanding sources of wealth.
- Identifying key individuals in the organization.
- Obtaining levels of assurance.
- Dealing with knowledge within the firm.
- What can go wrong?
- Best and developing practices.

Module 6: What makes a relationship high risk?

- High risk activities.
- High risk businesses.
- High risk people.
- High risk countries.
- Non-face to face customers.
- Non-resident customers.
- Legitimate tax planning & evasion.
- The impact of the risk assessment on KYC and CDD.
- Emerging best practices.
- Using the risk matrix approach.

Module 7: Charity KYC and CDD

- What are the special issues relating to charities that might be a concern.
- Regulatory guidance and best practice.
- How do you identify a charity?
- Where is he third party information?
- What information is useful?
- How can you achieve required assurance?

Module 8: Non-Face-to-face Customers

- The current guidance.
- Understanding the risk and control issues.
- Creating baseline approaches.
- Recognising outliers.
- Identifying issues.
- Using and monitoring warning signs.
- Automation approaches.
- How can software help you?

Module 9: HNW KYC and CDD

- What is a HNW?
- How does this change KYC and CDD?
- What are the additional concerns?
- How will this change your approach?
- Where will the information come from?
- Current best practice approaches.

Module 10: Other types of structure and KYC/CDD

- Trusts.
- Financial institutions.
- Partnerships and joint ventures.
- Overseas units, partners and associates.
- Special purpose vehicles.

KYC &CDD Best Practices

Compliance and Governance

800-P26-CE

In-Class

24 hours

Module 11: Enhanced Due Diligence

- What really is EDD.
- Current international guidance.
- What should be done in practice.
- Ongoing monitoring obligations.
- Actions to be taken.
- Data mining and approaches.
- How to ask for additional information.
- Emerging best practice.
- Software solutions and scenarios.

Module 12: Final Practical Issues

- Problems faced in practice.
- The issues regarding family and close relationships.
- The relationship between a person and their company.
- Practical steps to be taken.
- Sharing information regarding AML/CFT within a Group.
- Using software and data mining.
- Lessons from recent cases.

Assessment Strategy

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

Prerequisites:

None.

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Market Risk Management and its Significance to Basel II and III

Risk Management

447-P26-C.E

In-Class

24 hours

Course Description:

In this course, participants will learn the basics, methodologies, approaches to optimize market risk management and the role that has to be played within any financial institution.

Target Audience:

The course targets candidates who work in risk, treasury, corporate departments or middle back office departments.

Course Objectives

- Determine the most important standards and pillars of Basel II and III.
- Identify and assess risks using quantitative and qualitative analysis.
- Explain the concept and function of risk management in the context of corporate governance.

Course Outline

Module 1: Introduction to Basel II and III

- Basel II and III - A helicopter overview.
- Minimum capital requirements (credit, operations and market Risk).
- Basel II Capital charges Measurement Approaches.
- Types of financial risk.
- Market, credit and operational risk management.
- Operational, Market & Credit risk capital calculations using the basic, standardized and advanced approach.

Module 2: Quantitative and Qualitative Analysis to Identify and Assess Risks

- Interest – Rate Risk and Tactics for Managing IRR.
- Foreign Exchange Risk & FX hedging techniques.
- Equity & Commodity Risk.
- Liquidity Risk Measurements, Ratios, Triggers and Gap reporting.
- Measures of Interest Rate Risk & Duration Gap Approach.
- Earnings at Risk & Sources of Interest Rate Risk.
- FX correlation, Trading & Banking Book & Funds Transfer Pricing.
- Model Risk, Value-at-Risk, Mark to Market (MTM).
- Stress Tests, Back Testing.

Module 3: Risk Management in the Context of Corporate Governance

- Market risk in the context of Basel II and Basel III accords.
- Pre-conditions for Basel III.
- key elements of corporate governance.
- Economic capital.
- ICAAP and its relevance to Risk Management.
- Corporate governance structure and control environment.
- Auditing the market risk functions.

Assessment Strategy:

Participants will be informally assessed on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs.

Course Language:

English.

Prerequisites:

- From 2-3 years of experience in banking.
- Intermediate level of English.

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نظرة عامة على التطبيقات العملية لعملية التقييم الذاتي لكفاية رأس المال (ICAAP)

إدارة المخاطر

460-P26-CA

بقاعات التدريب

١٢ ساعة

وصف البرنامج:

يستهدف البرنامج مديري المخاطر، ولجان الحوكمة والأصول والخصوم، والمديرين الماليين والتنفيذيين، إضافة إلى مديري نظم المعلومات والالتزام والمراجعة الداخلية والإدارة العليا بالبنوك. ويهدف إلى تمكين المشاركين من فهم متطلبات تقييم رأس المال الداخلي وتعليمات البنك المركزي المصري، مع إكسابهم مهارات إعداد تقرير التقييم وتحليل نتائجه لدعم القرارات الاستراتيجية وتعزيز الحوكمة وإدارة المخاطر.

إلى من يوجه البرنامج:

- مديري المخاطر، ولجان الحوكمة، والمخاطر، والأصول والخصوم.
- مديري الإدارة المالية، والمديرين التنفيذيين.
- مديري نظم المعلومات، ومديري الالتزام.
- مديري المراجعة الداخلية، والإدارة العليا بالبنوك.
- موظفي البنك المركزي المصري بقطاعات الرقابة والاشراف.

أهداف البرنامج:

- تعريف مفهوم التقييم الداخلي لمدى كفاية رأس المال ومبادئ وخصائص عملية التقييم.
- توضيح مبادئ وخصائص التقييم الداخلي لمدى كفاية رأس المال.
- تحديد جوانب عملية التقييم الكمية والنوعية.
- توضيح عملية المراجعة الاشرافية وتقييم جودة عملية التقييم.

محتويات البرنامج:

الجزء الاول: ما هي عملية التقييم الداخلي لمدى كفاية رأس المال

- تطورات لجنة بازل ومقرراتها.
- الأهداف الرئيسية لعملية التقييم الداخلي لمدى كفاية رأس المال.
- مفهوم التقييم الداخلي لكفاية رأس المال وفقا لمقررات لجنة بازل.
- المبادئ الأساسية لعملية المراجعة الاشرافية.

الجزء الثاني: مبادئ وخصائص التقييم الداخلي لمدى كفاية رأس المال

- تعليمات البنك المركزي.
- المبادئ الأساسية لعملية التقييم الداخلي وفقا لمقررات بازل.
- متطلبات الإقرار عن عملية التقييم الداخلي لمدى كفاية رأس المال.

الجزء الثالث: جوانب عملية التقييم الكمية والنوعية

- العناصر الاساسية لعملية التقييم.
- العناصر الكمية لعملية التقييم.
- العناصر النوعية لعملية التقييم.
- طرق قياس المخاطر المختلفة.
- متطلبات اختبارات التحمل اللازمة في اطار عملية التقييم الداخلي.

الجزء الرابع: المراجعة الاشرافية وتقييم جودة عملية التقييم

- أهمية المراجعة الاشرافية.
- مبادئ المراجعة الاشرافية.
- عناصر عملية المراجعة الاشرافية.

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم اثناء البرنامج، ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١ وحدات تعليم مستمر.

اللغة المستخدمة:

العربية.

متطلبات الحضور:

- قراءة تعليمات البنك المركزي الخاصة بتقييم رأس المال الداخلي، الصادرة في مارس ٢٠١٦.
- الحضور بالنسخة المطبوعة من التعليمات.
- يمكن تحميل التعليمات من موقع البنك المركزي المصري: www.cbe.org.eg

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The Practitioner Guide to Basel II and III

Risk Management

470-P26-VE

Virtual

18 hours

Course Description:

This course is designed to provide an understanding of how Basel accords significantly affect the structure and strategies of banks. It covers regulatory capital at Egyptian banks, credit risk, market risk, and how to calculate operational risk.

Target Audience:

This program targets those who work in the departments of risk, credit, treasury, audit, internal control, finance, and compliance, in addition to those involved in feasibility studies and project management.

Course Objectives

- Identify Basel I, II, and III.
- Identify the regulatory capital of Egyptian banks.
- Demonstrate regulatory Capital.
- Explain credit Risk.
- Define operational Risk.
- Identify market Risk.
- Define G-SIBS.
- Identify Basel III Overview.
- Explain the Leverage Rule.
- Explain the Liquidity Coverage Ratio.
- Define net Stable Funding Ratio (NSFR).
- Summarize – Basel IV.

Course Outline

Module One: Introduction to Basel I, II, III

Session One: Reminders on Basel.

- Citi balance sheet.
- RWA at Citi – RWA.
- Reminders on Basel.
- Capital, solvency, and liquidity.
- Basel II – 3 pillars.
- Internal Ratings-Based Approach.
- Pillar 3 Disclosures.
- Assignment.

Module Two: Regulatory Capital at Egyptian Banks.

Session One: Egyptian Banking Assets and Liabilities.

- Egyptian Banking Assets 2016 (CBE).
- Loans in Egypt.
- Egyptian Banking Assets – Investments – 2016 (CBE).
- Egyptian Banking Liabilities – 2016 (CBE).
- Basel II Risk in Two Major Egyptian Banks.
- Assignment.

Module Three: Regulatory Capital

Session One: Eligibility and Loss Absorption Capability

- Additional Tier 1 Capital (AT1 Capital).
- Tier 2 Capital.
- Applying Inner Limits.
- Eligibility and Loss Absorption Capability
- Deductions.
- Risk-Weighted Assets (RWAs).
- Basel III Capital Requirements.
- Assignment.

Module Four: Credit Risk

Session One: Risk-Weighting Approaches

- Risk-Weighting Approaches
- Credit risk.
- Standardized Approaches vs Internal Models.
- Internal Ratings-Based (IRB) Approaches.
- Counterparty Credit Risk (CCR).
- Securitization.
- Wrong-Way Risk (WWR).
- Credit Value Adjustment (CVA).
- Incentives.
- Credit Risk Mitigation (CRM).
- Assignment.

The Practitioner Guide to Basel II and III

Risk Management

470-P26-VE

Virtual

18 hours

Module Five: Operational Risk

Session One: Operational Risk

- Operational Risk.
- Standardized Approach.
- Advanced Measurement Approach (AMA).
- Business Indicator Component (BIC).
- Internal Loss Multiplier (ILM).
- Calculation of RWAs and Capital Requirements.
- Output Floor.
- Assignment.

Module Six: Market Risk

Session One: Key drivers of market risk

- Key drivers of market risk.
- Calculation of RWAs and Capital Requirements.
- Incremental Risk Charge (IRC).
- Standardized Approach.
- Sensitivity-based Method.
- Default Risk Capital (DRC) Requirement.
- Residual risk Add-on (RRAO).
- Assignment.

Module Seven: G-SIBS

Session One: G-SIBS

- What is G-SIBS?
- What are the extra regulations they comply with?
- What is systemic risk, and why is it important?
- Assignment.

Module Eight: Basel III Overview

Session One: Basel III

- What were the weaknesses of Basel II?
- Why does Basel III calculate capital without using risk–weightings?
- What are the extra capital requirements of Basel III?
- What is systemic risk?
- Assignment.

Module Nine: Leverage Rule

Session One: Leverage

- What is Leverage?
- A Backstop or a New Measure?
- Risk-Based or Non-Risk-Based?
- Commitment to Risk-based Approach?
- Minimum Leverage Ratio.
- Assignment.

Module Ten: Liquidity Coverage Ratio

Session One: Liquidity Coverage Ratio

- Liquidity Coverage Ratio (LCR).
- Cash Flow Measurement (Net Cash Outflows).
- Retail Deposits.
- Assignment.

Module Eleven: Net Stable Funding Ratio (NSFR)

Session One: Net Stable Funding Ratio

- Net Stable Funding Ratio (NSFR).
- Disclosure Requirements.
- Assignment.

Module Twelve: Conclusion – Basel IV

Session One: Basel IV

- Basel III.
- Basel IV.
- Action on RWA.
- Internal ratings-based (IRB) approaches credit risk.
- Standardized approach for credit risk.
- Operational risk.
- Output floors.
- Impact of the new regulations on banks.
- Assignment.

The Practitioner Guide to Basel II and III

Risk Management

470-P26-VE

Virtual

18 hours

Assessment Strategy

- 70% Assignments between sessions.
- 30% Participation.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

1.7 CEUs.

Course Language:

English.

Prerequisites:

Intermediate level of English.

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Introduction to Operational Risk

Risk Management

473-P26-VE

Virtual

14 hours

Course Description:

This course explores the core elements of operational risk, offering clarity on its role and challenges for professionals working in risk and internal control. It provides a practical focus on key areas, including the risk register, internal loss data, control and risk self-assessment, and business process modelling.

Target Audience:

This course is designed for staff with less than two years of experience in the business or those entering control-related activities for the first time.

Course Objectives

- Identify operational risk.
- Explaining Key Operational Risk Issues.
- Identify the Risk Register.
- Explain how to mitigate operational Risk.
- List business process modelling.
- Explain risk and Control Self-Assessment.
- Describe Internal Loss Data.
- List of Other Operational Risk Activities.
- Apply cases of operational risk.

Course Outline

Module One: What is Operational Risk

Session One: What is Operational Risk

- What is operational risk?
- What are the consequences of this definition?
- What are the main tools available to mitigate operational risk?
- The Role of the Board.
- Key Committees and their responsibilities.
- The Revised Three Lines Model.
- Risk champions.
- Reporting lines and reporting.
- The latest trends in management and measurement.
- Assignment.

Module Two: Key Operational Risk Issues

Session One: Key Operational Risk Issues

- Key drivers and significance of operational risk.
- What are the serious things that can go operationally wrong?
- What are the key top ten 'Significant' risks?
- Recent and historic cases.
- The problems of routine controls.
- Key techniques to manage and mitigate them.
- Quiz.

Module Three: The Risk Register

Session One: The Risk Register

- The role of the risk register.
- Defining risks.
- Risk workshops.
- Risk assessment.
- Inherent risk.
- Residual risk.
- Designing treatments.
- Assessing risk.
- Assignment.

Module Four: Mitigating Operational Risk

Session One: Mitigating Operational Risk

- The nature of controls.
- Manual v automated controls.
- Manifest error controls.
- Fraud-related controls.
- The role of insurance.
- Documenting controls.
- Monitoring and reporting controls.
- Quiz.

Module Five: Business Process Modelling

Session One: Business Process Modelling

- How to model a process.

Introduction to Operational Risk

Risk Management

473-P26-VE

Virtual

14 hours

- How to identify controls within a process.
- How to improve a process.
- Assignment.

Module Six: Risk and Control Self-Assessment

Session One: Risk and Control Self-Assessment

- The role of CRSA.
- Responsibility for CRSA.
- The problems with CRSA and how these can be overcome.
- Quiz.

Module Seven: Internal Loss Data

Session One: Internal Loss Data

- The role of internal loss data.
- Making internal loss data work.
- Investigating events.
- Evaluating impact.
- The database itself and its role.
- Assignment.

Module Eight: Other Operational Risk Activities

Session One: Other Operational Risk Activities

- Identification of risks in new activities.
- Changing risks and their impact.
- Outsourcing.
- Responsibilities.
- Sound practices.
- Management and issues.
  - Model risk.
  - People risk.
- Reconciliation and reporting.
- Fraud and money laundering deterrence.
- Legal risk.
- Quiz.

Assessment Strategy

- 50% Assignment and Quizzes.
- 50% Participation.
- The cut-off score is 60% of the total grade, which is "100".

Upon Successful Completion of this Course, participants will obtain:

1.3 CEUs.

Course Language:

English.

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Change Matters

Leadership Development

264-P26-CE

In-Class

8 hours

Course Description:

This course aims to help senior lower-level managers effectively handle significant organizational changes. The training aims to enhance their ability to understand change principles, navigate initial adaptation stages, recognize change dynamics, apply reframing techniques, and appreciate the benefits of integration to improve overall productivity.

Target Audience:

This course is designed for senior lower-level managers facing significant organizational changes and want to adapt to these changes to become more productive.

Course Objectives:

By the end of this course, participants will be able to:

- Identify the principles and processes of change
- Discuss the first two stages of adapting to change
- Recognize change dynamics and reframing steps
- Define integration and its benefits

Course Outline

Module One: Introduction to Change

- The 5 key principles of change
- Kurt Lewin's change model.
- The change curves
- The link between change and memory
- The six stages of adapting to changes

Module Two: Loss & Doubt

- The six stages of adapting to change
- Step (1) loss to safety
- Step (2) doubt about reality
- Six basic questions

Module Three: Discovery (Steps 3 & 4)

- Step 3 Discomfort with motivation
- Self-reframing
- Step 4 Discovery to perspective
- Force field analysis

Module Four: Integration (Steps 5 & 6)

- Step 5 Recognizing the benefits of the change
- Reflection on change through images
- Step 6 Experiencing integration

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English

Prerequisites:

None.

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Strategic Management and Planning

Leadership Development

280-P26-CE

In-Class

24 hours

Course Description:

This course is designed to address the recently observed market need to develop the fundamental skills of strategic management and planning for those who are working at the middle management level and are prepared for top management positions.

Target Audience:

This course is designed for senior staff and managers in the organization

Course Objectives:

- Define the concept of strategy.
- Apply the process of strategic management in the organization.
- Discuss how to develop a comprehensive strategy.
- Embrace and manage the required change.

Course Outline

Module One: Strategy and you

- Origin of strategy
- Definition of strategy
- Strategy in our daily routine
- Are you a strategic thinker?

Module Two: Strategy in Your Firm

- What is Strategic Management?
- Definition
- Characteristics
- Benefits
- Risks
- Killers
- Components of strategic management
- Vision importance
- Environmental scanning (Steep, Porter, Supply Chain, and SWOT)
- Strategy formulation
- Strategy implementation
- Evaluation and control

Module Three: A Road Map

- Strategic direction
- Vision and Mission Development in practice
- Values
- Goal and objective setting
- Hierarchy of Strategy
- Corporate strategies
- Generic Strategies
- Portfolio Analysis
- Business Strategies
- Different functional strategies
- Plans and evaluation
- Action plan
- Balanced scorecard
- KPI's

Module Four: Why Strategy Fails?

- People and fear of change
- Embrace and manage the change

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

2 CEUs

Course Language:

English

Prerequisites:

None.

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Driving Strategic Transformation

Leadership Development

9182

In-Class

16 hours

Course Description:

This program equips leaders and managers to drive and sustain organizational change by applying proven frameworks, engaging stakeholders, managing resistance, and embedding change into culture and systems. Through interactive sessions and a final strategy workshop, participants will develop practical roadmaps to lead transformation effectively in today's fast-changing environment.

Target Audience:

Executive Managers, Department Heads, Regional Managers, and Transformation leaders, strategic planners, and members of the senior leadership team.

Course objectives:

- Understand the strategic implications of change in today's business environment.
- Discuss how to manage resistance and foster a culture of adaptability.

Course Outline:

Module 1: The Strategic Role of Change Leadership

- The New Normal – Why Change Leadership Matters
- Frameworks for Leading Change
- Crafting the Change Vision & Building Urgency
- Leading from the Top – Executive Behaviors & Influence

Module 2: Executing and Sustaining Organizational Change

- Stakeholder Engagement & Change Communication
- Managing Resistance & Cultural Barriers
- Embedding Change in Systems, Processes & Leadership
- Final Strategy Workshop – Designing Your Change Roadmap

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

N/A

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

The Resilient Edge: Strategies for Sustainable Performance

Leadership Development

9185

In-Class

8 hours

Course Description:

In today's dynamic and demanding work environments, resilience is not just a personal asset—it's a professional necessity. This program, The Resilient Edge, equips participants with the mindset, tools, and emotional intelligence required to navigate challenges with confidence and composure. Grounded in evidence-based strategies and interactive learning, this course explores how to build mental agility, reframe setbacks, and support resilience in yourself and others. Participants will leave empowered with practical techniques to enhance well-being, boost performance, and foster a resilient workplace culture.

Target Audience:

This program is designed for professionals at all levels—including managers, team leaders, and individual contributors—who want to strengthen their ability to cope with stress, recover from setbacks, and support resilience in their teams and organizations. It's especially valuable for those in high-pressure roles or undergoing change and transformation.

Course objectives:

- Define resilience and explain its importance in the workplace, including how mindset and thinking styles influence personal effectiveness.
- Analyze unhelpful thought patterns and apply cognitive tools to build emotional strength and improve decision-making under pressure.
- Develop practical strategies to strengthen emotional intelligence and support resilience in both yourself and others.

Course Outline:

Module One: The Foundations of Resilience

- Why Is Resilience Important?
- Positive vs. Negative Thinking
- The Three Dimensions

Module Two: Thinking Traps & Cognitive Tools

- Overcoming Negative Thinking – The ABC Technique
- The Ladder of Inference
- The Locus of Control
- The Levels of Resilience

Module Three: Resilience in Action

- The Resilience Grid (Theory & Application)
- Developing Emotional Intelligence
- Helping Others to Become Resilient

Assessment Strategy:

Participants will be informally assessed based on their participation and group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Program language:

- English Material
- Bilingual Delivery

Prerequisites:

None

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* EBI's discount policy is not applicable to this program.

Managing KPI and Elevating Balance Scorecard

Human Resources

9177

In-Class

24 hours

Course Description:

This course is designed to empower professionals with the tools and techniques needed to effectively manage Key Performance Indicators (KPIs) and enhance organizational performance through the Balanced Scorecard framework. Participants will gain a deep understanding of performance management systems, learn how to set and cascade SMART objectives, and develop strategic alignment across departments. Through practical modules, the course emphasizes continuous performance monitoring, coaching, appraisal, and reward systems to drive sustainable success.

Target Audience:

- Mid to senior-level managers responsible for team or departmental performance
- HR professionals involved in performance management and talent development

Course objectives:

By the end of the course, participants will be able to:

- Understand and implement a robust performance management system aligned with organizational goals.
- Develop and cascade SMART objectives that support strategic initiatives.
- Apply effective coaching and mentoring techniques to support ongoing performance improvement.
- Conduct fair and constructive performance appraisals using objective criteria.
- Design and implement performance-based reward systems that motivate and retain top talent.

Course Outline:

Module 1: Introducing Performance Management System

- Performance management system and developing performance goals
- Establishing performance expectations
- Planning performance
- Setting SMART objectives
- Formulating a performance agreement plan
- Cascading objectives

Module 2: Establishing Effective Objectives

- Cascading the vision, mission, and strategies
- The impact of critical success factors on performance
- The 3 types of performance criteria
- Key results areas – definition and examples
- Key performance indicators
- Corporate values – their importance

Module 3: Ongoing Follow-up (Coaching and Mentoring)

- Handling issues as they arise
- How to address performance
- Types of performance issues
- What influences performance
- Performance issue model

Module 4: Conducting Appraisal

- Evaluating performance through MBO-BARS
- Scoring results
- Conducting an effective appraisal meeting
- Agreeing on the appraisal form, plus setting the employee's development plan
- Evaluating form filling
- Formulating a bell curve
- Normal distribution
- Forced distribution

Module 5: Rewarding Performance

- Introduction to total rewards meaning
- Components of total rewards strategy
- Pay for performance
- Promotion and succession planning

Assessment Strategy:

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Program language:

English

Prerequisites:

N/A

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* EBI's discount policy is not applicable to this program.

Performance Management

Human Resources

255-P26-VE

Virtual

14 hours

Course Description:

The course is designed for mid-level managers and operational staff in the banking industry, seeking to sharpen problem-solving skills for improved decision-making and workflow efficiency.

Target Audience:

This course is designed for Mid-level managers and operational staff in the banking sector

Course Objectives:

- Identify the philosophy of performance management
- Set key performance standards (KPIs) in alignment with the organization's strategic goals
- Explain the performance appraisal process

Course Outline

Module 1: Performance Management Philosophy

Session one: Foundations of Performance Management

- Introduction to Performance Management
- Performance Management System
- Assignment

Session two: Individual Impact Assessment

- Individual contribution and results
- Assignment

Module 2: Setting Performance Standards and KPIs

Session one: Effective Performance Standards

- Tangible Performance Standards
- Behavioral Performance Standards
- KPIs development
- Assignment

Session two: Maximizing Employee Impact

- Impact of Employees Performance
- Enhancing Employees Performance
- Alignment of performance with strategic goals
- Assignment

Module 3: Development of the Appraisal System

Session one: Managing Performance Appraisals

- Human errors
- Appraisal review meetings
- Assignment

Session two: Effective Documentation and Employee Development

- Documentation
- Developing employees
- Assignment

Assessment Strategy:

- 40 % Assignments between sessions
- 60 % Participation
- 60 % Cut off score of total grades which is "100"

Upon Successful Completion of this Course, participants will obtain:

1.2 CEUs

Course Language:

English

Prerequisites:

None

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مهارات العرض الفعالة

تطوير المهارات الشخصية

299-P26-CA

بقاعات التدريب

١٦ ساعة

وصف البرنامج:

يوفر البرنامج إطارًا توجيهيًا لتعليم الآخرين كيفية تصميم وتطوير وتقديم العروض التقديمية ذات التأثير الكبير. سيتعلم المشاركون مفاهيم بسيطة ومبتكرة يمكنهم تطبيقها خلال عملية تصميم العرض وتقديمه. بالإضافة إلى ذلك، سوف يستعرض المشاركون كيفية تنظيم العروض التقديمية ومحتوى البحث وإنشاء صور مؤثرة وتعزيز مهاراتهم في تقديم العروض.

إلى من يوجه البرنامج:

تم تصميم هذا البرنامج لجميع موظفي المؤسسة، وخاصة الموظفين المبتدأين الذين يسعون لتحسين تقنيات العروض التقديمية والتصميم.

أهداف البرنامج:

- وصف المبادئ الثلاثة للإقناع والعرض.
- تعريف كيفية هيكلة العرض التقديمي والمرئيات مع التركيز والوضوح والتأثير
- تحديد نصائح لإعداد شرائح العرض التقديمي
- تطوير فهم واضح للموقف والمهارات والمعرفة لكونك مقدمًا رائعًا
- فهم كيفية تقديم عروض مقنعة عالية التأثير.

محتويات البرنامج:

الجزء الأول: مقدمة حول مهارات التقديم

- ما هو العرض الاحترافي؟
- مبادئ الإقناع
- الشخصية، المنطق، والعاطفة
- المبادئ الثلاثة للعرض التقديمي
- نشاط العرض السريع (Elevator Pitch)
- تقييم مهاراتك في العرض التقديمي

الجزء الثاني: إعداد هيكل العرض التقديمي

- ما الهدف من التحضير قبل العرض التقديمي
- التعرف على الحضور
- البحث في موضوعك
- إنشاء هيكل العرض التقديمي
- عرض أفكارك باستخدام وسائل توضيحية مرئية
- تصور أفكارك

الجزء الثالث: تحضير شرائح العرض

- أهمية الشرائح
- بدء العرض باستخدام عرض ترتيب الشرائح (Slide Sorter View)
- الخطوط والخلفيات
- استخدام التباين
- عدد النقاط النقطية (Bullet Points) في الشريحة
- تقليص الكلمات وتبسيط الأرقام
- استخدام الاقتباسات في الشرائح
- استخدام الرسوم المتحركة
- نصائح لتصميم الشرائح

الجزء الرابع: الاستعداد للعرض التقديمي

- هل أنت خبير؟
- التمرين
- التعامل مع التوتر
- تجنب ظاهرة تصحر الفم
- الاهتمام بالمظهر
- سلوك المقدم المثالي ومهاراته ومعرفته

الجزء الخامس: تقديم العرض التقديمي

- قوانين التعلم لدى البالغين من مجموعة بوب بايك
- ما الذي يجعل المقدم جيداً؟
- جذب جمهورك
- فن السرد
- أهمية لغة الجسد
- استخدام عينيك
- نبرة الصوت، حجم الصوت، وسرعة الكلام
- الحصول على نهاية قوية
- نصائح عامة للعرض التقديمي
- نصائح تقديمية من ستيف جوبز

299-P26-CA

بقاعات التدريب

١٦ ساعة

استراتيجية التقييم:

سيتم تقييم المتدربين بناء على تفاعلهم أثناء حضور هذا البرنامج ومشاركتهم في التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

١,٣ وحدات تعليم مستمر

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد.

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Pathways to Service Excellence

Sales & Marketing & Customer Care

258-P26-CE

In-Class

8 hours

Course Description:

This course is focused on the best learning experiences occur when you learn specific concepts, then practice them during the training, and walk out with a solid technique you can apply the next day on the job.

Target Audience:

This course is designed for customer service staff and professionals at all levels

Course Objectives:

- Explain the realities of customer service today
- Explain how to sharpen your listening skills and memory
- List ten best practice customer service techniques

Course Outline:

Module 1: Realities of customer service today

- The realities of customer service today
- ROI of customer success
- Dealing with the different customer generations (Gen X, Gen Y, Baby Boomers, traditional)
- Customer lifestyle questioning

Module 2: Sharpen your listening skills and memory

- Stages of consciousness
- Active listening skill practice
- Memory tips and tricks
- Acknowledge the words and the emotions

Module 3: Ten Customer Service Best Practice Techniques

- The service recovery catch
- When dealing with angry customers and customers showing strong emotions
- When you want customers to do something or follow your direction
- When the customer is arguing
- When the customer tells you they are having an issue
- When the customer expresses displeasure
- When turning negative experiences into positive ones
- When the customer has been given wrong information
- When we are in the wrong
- When a customer requests a discount
- When a customer threatens to defect in competition

Assessment Strategy

Participants will be informally assessed based on their interaction during sessions and their participation in group exercises.

Upon Successful Completion of this Course, participants will obtain:

0.6 CEUs

Course Language:

English.

Prerequisites:

None.

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دور علامات الإنذار المبكر في التنبؤ بالأزمات للمشروعات الصغيرة والمتوسطة

ACCREDITED BY ACCET A Partnership for Quality®

7102-P26-CA

بقاعات التدريب

٢٠ ساعة

وصف البرنامج:

لقد تزايد تأثير الأزمات على الشركات في ظل عدة متغيرات، مما وضع المشروعات في مختلف أنحاء العالم بظروف صعبة دفعتها لإعادة النظر في التقييم الائتماني كأحد أدوات دعم القرارات الاستثمارية في ظروف الأزمة.

تم تصميم البرنامج لإدارات الائتمان ومخاطر الائتمان والمتابعة الائتمانية وإدارة المحفظة الائتمانية وإدارة الديون المتعثرة وإدارة بحوث السوق وإدارة السياسات والإجراءات للمشروعات الصغيرة والمتوسطة والعاملين في المؤسسات الغير المصرفية (إعادة الإقراض – التخصيم – التأجير التمويلي)، يتم تحقيق الهدف من البرنامج عن طريق التركيز على أهمية ودور علامات الإنذار المبكر في الكشف عن احتمالية مخاطر حدوث الأزمات بغرض الحفاظ على الربحية واستمرارية الأعمال، بالإضافة إلى الخيارات المتقدمة للمؤسسات المالية المصرفية والغير المصرفية في تمويل المشروعات الصغيرة والمتوسطة في ظل ظروف الأزمة وتحليل واختيار أفضل القرارات التصحيحية قبل وقوع الازمات، سيتم تقييم المشاركين بناءً على مشاركتهم وتفاعلهم بالتدريبات العلمية.

إلى من يوجه البرنامج:

- العاملين في القطاع المصرفي بإدارات الائتمان ومخاطر الائتمان والمتابعة الائتمانية وإدارة المحفظة الائتمانية وإدارة الديون المتعثرة وإدارة بحوث السوق وإدارة السياسات والإجراءات للمشروعات الصغيرة والمتوسطة.
- العاملين في المؤسسات الغير المصرفية (إعادة الإقراض – التخصيم – التأجير التمويلي).

أهداف البرنامج:

بانتهاء هذا البرنامج سوف تكون قادرا على:

- التعرف على تأثير الأزمات والمخاطر المالية والاقتصادية على المشروعات الصغيرة والمتوسطة وانعكاسها على المؤسسات المالية المصرفية والغير المصرفية.
- تحديد دور أنظمة وعلامات الإنذار المبكر للتحوط ضد التعثر المالي في المؤسسات المالية المصرفية والغير المصرفية.
- اتخاذ أفضل القرارات التصحيحية في ظل ظهور علامات الإنذار المبكر في المشروعات الصغيرة والمتوسطة من خلال تطبيقات عملية.

محتويات البرنامج:

الجزء الأول: تأثير الأزمات والمخاطر على المشروعات الصغيرة والمتوسطة وانعكاسها على المؤسسات المالية المصرفية وغير المصرفية

- أنواع المخاطر في ظل حالة عدم اليقين.
- التحليل الاستراتيجي للأزمات والمخاطر.
- الأثار السلبية للدورات المالية والدورات الاقتصادية.
- مفهوم وأهداف التمويل المستدام في ضوء مخاطر تغير المناخ وأثارها على استمرارية الأعمال.

الجزء الثاني: دور أنظمة وعلامات الإنذار المبكر في التنبؤ بالأزمات للمشروعات الصغيرة والمتوسطة

- تحديد أهمية أنظمة وعلامات الإنذار المبكر.
- إيضاح مبادئ تعزيز وتطوير أنظمة الإنذار المبكر وإدارة المخاطر.
- التعرف على علامات الإنذار المبكر في العصر الرقمي.
  - مقارنة بين النظام التقليدي والرقمي وفوائده كإطار لإدارة مخاطر الائتمان.
- أسباب ومراحل تعثر القروض والتسهيلات الائتمانية.
- تقييم أنواع الضمانات المصاحبة للتسهيلات الائتمانية.
  - أنواع الضمانات (في ضوء احتساب المخصصات).
  - أهمية الضمانات.
  - تقييم الضمانات.
- آليات التعامل مع القروض التي تواجه صعوبات في ظل علامات الإنذار المبكر.
  - مفهوم القروض المتعثرة.
  - أنواع القروض المتعثرة.
  - آليات معالجة القروض المتعثرة.

الجزء الثالث: اتخاذ أفضل القرارات التصحيحية في ظل ظهور علامات الإنذار المبكر في المشروعات الصغيرة والمتوسطة من خلال تطبيقات عملية

- تحليل واستخراج واقعي لعلامات الإنذار المبكر والتعامل معها.
- دمج الذكاء الاصطناعي في استخراج علامات الإنذار المبكر واتخاذ قرارات المخاطر.
- اختيار أفضل القرارات التصحيحية في ضوء ظهور علامات الإنذار المبكر.

دور علامات الإنذار المبكر في التنبؤ بالأزمات للمشروعات الصغيرة والمتوسطة

7102-P26-CA

بقاعات التدريب

٢٠ ساعة

استراتيجية التقييم:

سيتم تقييم المتشاركين بناء على التالي:

- ٢٠٪ على المشاركة.
- ٨٠٪ على التدريبات الجماعية.

اجتياز هذا البرنامج بنجاح يؤهل المتدربين للحصول على:

- ١,٦ وحدات التعليم المستمر.

اللغة المستخدمة:

العربية

متطلبات الحضور:

لا يوجد

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CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Big Data Analytics

Information Technology

7562

In-Class

40 hours

Course Description:

This course provides a comprehensive introduction to Big Data concepts and practical implementation using Apache Hadoop and Apache Spark. Participants will explore the sources, characteristics, and importance of Big Data, along with the technologies used for its storage and processing. The course delves into Apache Spark's ecosystem, emphasizing Resilient Distributed Datasets (RDDs) and their operations. A crash course in Python programming is included, focusing on essential packages like NumPy, Matplotlib, and Pandas. Through practical labs and real-world projects using PySpark, students will gain hands-on experience in Big Data analytics tasks such as churn prediction and word count analysis.

Target Audience:

- Data Professionals
- IT and Development Personnel
- Python Programmers
- Students and Researchers

Course Objectives:

- Understand the definition, characteristics, and importance of Big Data.
- Learn about Hadoop Distributed File System (HDFS) and MapReduce for Big Data processing.
- Gain proficiency in Apache Spark and its ecosystem components, including SparkSession, RDDs, transformations, and actions.
- Develop foundational Python programming skills with a focus on data manipulation and visualization libraries (NumPy, Pandas, Matplotlib).
- Implement Big Data projects using PySpark, integrating Spark's RDD operations with Python for scalable data processing

Course Outline:

- Introduction to Big Data & Apache Hadoop
- Big Data tools and techniques
- Introduction to Python Programming
- Python libraries
- Practical Implementation of Big Data using PySpark

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions.

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this course

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* EBI's discount policy is not applicable to this program.

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Blockchain Advanced for Bankers

Information Technology

8535

In-Class

24 hours

Course Description:

This advanced three-day course, Blockchain Advances for Bankers, is designed for professionals in the banking sector who already possess a foundational understanding of blockchain technology. The program delves deeper into advanced blockchain concepts, including smart contracts, decentralized finance (DeFi), and non-fungible tokens (NFTs), with a focus on their relevance to banking. Participants will explore real-world applications, advanced use cases, and the latest developments in blockchain that are reshaping the financial industry. By the end of the course, bankers will gain actionable insights to drive innovation and strategic implementation of blockchain solutions in their organizations.

Target Audience:

- **Experienced Banking Professionals:** Mid-level to senior banking staff who want to deepen their understanding of blockchain advances.
- **Strategy and Innovation Teams:** Bank leaders exploring cutting-edge blockchain use cases and implementation strategies.
- **Technology Teams:** IT professionals integrating blockchain with existing banking systems or developing blockchain-based solutions.
- **Fintech Specialists:** Consultants and innovators working at the intersection of finance and technology.
- **Compliance Officers and Risk Managers:** Professionals navigating advanced regulatory and risk challenges associated with blockchain.

Course Objectives:

Master Blockchain Architecture and Protocols:

- Dive deeper into advanced blockchain architectures, including Layer-1 and Layer-2 solutions, cross-chain interoperability, and governance mechanisms.

Develop Advanced Smart Contracts:

- Design and implement complex smart contracts with enhanced functionality, incorporating best practices for security, gas optimization, and scalability.

Explore Consensus Mechanisms in Depth:

- Analyze and compare advanced consensus algorithms, including Delegated Proof of Stake (DPoS), Practical Byzantine Fault Tolerance (PBFT), and Proof of History (PoH).

Implement DeFi Solutions:

- Build and deploy decentralized finance (DeFi) applications, including decentralized exchanges (DEXs), lending protocols, and token standards (ERC-20, ERC-721, ERC-1155).

Enhance Security and Auditing Skills:

- Identify vulnerabilities in blockchain systems and smart contracts, and apply advanced techniques for auditing, penetration testing, and risk mitigation.

Integrate Blockchain with Emerging Technologies:

- Explore blockchain integration with AI, IoT, and cloud computing for innovative real-world applications.

Optimize Blockchain Scalability:

- Implement advanced solutions such as sharding, state channels, and rollups to address scalability challenges.

Understand Tokenomics and Cryptoeconomics:

- Design effective token models, analyze economic incentives, and evaluate the sustainability of blockchain ecosystems.

Develop Private and Enterprise Blockchains:

- Build and customize private blockchain networks using platforms like Hyperledger Fabric or Corda for enterprise use cases.

Explore Advanced Use Cases:

- Evaluate advanced applications of blockchain in fields such as governance, supply chain optimization, digital identity, and NFTs.

Work on Capstone Projects:

- Lead and execute an advanced blockchain project, applying technical and strategic skills to solve a real-world problem

Course Outline:

Day 1: Advanced Blockchain Concepts

Session 1: Advanced Blockchain Basics

Review of Blockchain Fundamentals

- Public, Private, and Consortium Blockchains

*** EBI's discount policy is not applicable to this program.**

CENTRAL BANK OF EGYPT
Egyptian Banking Institute

Blockchain Advanced for Bankers

8535

In-Class

24 hours

- Layer 1 vs. Layer 2 Solutions
- The Role of Oracles in Blockchain

Session 2: Deep Dive into Smart Contracts

- What Are Smart Contracts?
- How They Work: Key Components and Features
- Security Concerns in Smart Contracts
- Smart Contracts in Banking:
- Automation of lending processes
- Trade finance agreements
- Collateral management

Session 3: Practical Workshop – Smart Contracts

- Hands-On: Writing and Deploying Simple Smart Contracts
- Case Study: Smart Contract Use in Cross-Border Payments

Session 4: Risk and Regulatory Challenges in Advanced Blockchain

- Legal Challenges with Smart Contracts
- Operational Risks in Blockchain Implementation
- Regulatory Frameworks: Global Perspectives

Day 2: Non-Fungible Tokens (NFTs) and Digital Assets

Session 5: Introduction to NFTs

- What Are NFTs?
- How NFTs Work: Token Standards (ERC-721, ERC-1155)
- NFTs Beyond Art: Financial Instruments and Applications

Session 6: Tokenization in Banking

- Tokenized Assets in Banking
- Real-World Applications:
- Tokenization of Real Estate and Loans
- Digital Securities and Bonds
- Fractional Ownership

Session 7: Practical Workshop – Exploring NFTs

- Demo: Creating and Selling NFTs
- Group Activity: Brainstorming NFT Use Cases for Banking

Session 8: Risks and Challenges with NFTs

- Security Risks (Counterfeiting and Theft)
- Market Volatility
- Legal and Compliance Issues

Day 3: Decentralized Finance (DeFi)

Session 9: Understanding DeFi

- What is Decentralized Finance?
- Key Building Blocks: DEXs, Lending Protocols, and Stablecoins
- DeFi vs. Traditional Finance

Session 10: DeFi Applications in Banking

- DeFi Lending and Borrowing Mechanisms
- Decentralized Insurance Models
- Cross-Border Payments via DeFi Platforms

Session 11: Practical Workshop – Exploring DeFi Platforms

- Hands-On: Using DeFi Platforms (e.g., Uniswap, Aave)
- Demo: Participating in a Liquidity Pool
- Group Activity: Designing a DeFi Use Case for Banking

Session 12: The Future of Blockchain in Banking

- Central Bank Digital Currencies (CBDCs) and Their Impact
- Blockchain Interoperability for Financial Institutions
- Predictions for the Next Decade

Assessment Strategy:

- Participants will be evaluated based on their participation in class discussions and individual exercises.
- Each Participant must achieve 80% attendance of the total in-class sessions

Course Language:

- Material: English
- Instruction and Explanation: Bilingual (EN <>AR)

Prerequisites:

No prerequisite for this Course.

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