Garnet
Garnet Global Training Center

GGT-BK-106

Banking, Insurance & Investment

Corporate Banking & Relationship Management

الخدمات المصرفية للشركات وإدارة العلاقات

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

Corporate Banking & Relationship Management helps participants move from doing the work to managing it, with planning tools, control methods and reporting that management trusts. Credit, risk, compliance and investment programs for banks, insurers and asset managers. It runs as a 5-day or 10-day program in English or Arabic, in classrooms in Dubai, Riyadh, Cairo, London, Istanbul and other cities, or live online, and can be delivered in-house.

What you will be able to do

- Set up and run Corporate Banking & Relationship Management as a managed process with clear roles.
- Define KPIs and build simple dashboards for management.
- Control risk, quality and compliance in this area.
- Lead improvement projects and measure their benefit.
- Report clearly to senior management and stakeholders.

Who should attend

Bankers, credit and risk analysts, compliance officers, insurance and investment professionals. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- Regulation and Basel standards
- Credit analysis and provisioning
- Market and liquidity risk
- Products and customer suitability
- Fintech and digital banking
- Case studies from regional banks

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

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Training: training@garnettrainings.com

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Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Corporate Banking & Relationship Management: the management framework

- Credit analysis and provisioning
- Checklists and templates to take away

Day 2 Planning, resources and budgets

- Market and liquidity risk
- Products and customer suitability

Day 3 Performance measurement and control

- Fintech and digital banking
- Group discussion and peer review

Day 4 Risk, compliance and improvement

- Case studies from regional banks
- Measurement and reporting

Day 5 Management case study and action plan

- Regulation and Basel standards
- Hands-on workshop on a workplace challenge

10-day outline

Day 1 Corporate Banking & Relationship Management: the management framework

- Credit analysis and provisioning
- Checklists and templates to take away

Day 2 Planning, resources and budgets

- Market and liquidity risk
- Products and customer suitability

Day 3 Performance measurement and control

- Fintech and digital banking
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Day 4 Risk, compliance and improvement

- Case studies from regional banks
- Measurement and reporting

Day 5 Management case study and action plan

- Regulation and Basel standards
- Hands-on workshop on a workplace challenge

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Common mistakes and how to avoid them

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Regional and international case studies

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
11–15 Jan 2027	5-day online	Live online	Arabic	2,950
14–18 Mar 2027	5-day classroom	Doha	English	4,750
10–21 May 2027	10-day classroom	Amsterdam	English	8,950
20–24 Dec 2027	5-day classroom	Abu Dhabi	English	4,750
3–14 Jan 2028	10-day online	Live online	English	5,450
1–5 May 2028	5-day classroom	Istanbul	English	4,750
10–21 Jul 2028	10-day classroom	Dubai	English	8,950
11–15 Dec 2028	5-day classroom	London	English	4,750
20–31 May 2029	10-day classroom	Doha	English	8,950

Dates	Format	City	Language	Fee (USD)
4–8 Jun 2029	5-day classroom	Dubai	Arabic	4,750
20–24 Aug 2029	5-day online	Live online	Arabic	2,950
9–13 Dec 2029	5-day classroom	Manama	English	4,750
6–10 Jan 2030	5-day classroom	Manama	English	4,750
18–29 Mar 2030	10-day online	Live online	English	5,450
3–14 Nov 2030	10-day classroom	Riyadh	Arabic	8,950
9–13 Dec 2030	5-day classroom	London	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/