



CREDIT, COLLATERAL & SECURITY MANAGEMENT

Date & Venue:

16 February-2017 Marriott Hotel Karachi

20 February-2017 Royal Palm Lahore

Time:

9:00 a.m. – 5:30 p.m.

Workshop Investment

PKR 18,000/- Exclusive of Sales Tax

COURSE OVERVIEW

Lending and Borrowing are now recognized as very sensitive areas in almost all the financial institutions. To mitigate the counterparty risk it is foremost important to understand the collateral management while initiating credit. This critical function ensures the credit exposures taken by the lending firm is through a proper establishment of collateral. This course primarily cover Risk identification, Control, Documentation, types of collateral, exposures and other practical aspects as well, the conceptual framework and practical problems also form the part of the workshop.

COURSE OBJECTIVE

After attending the course the participants will be able to understand the :

- Concepts and approaches of collateral management
- Importance of Collateralized relationships with counterparties
- Documentations involved in collateralizing a transaction.
- The terminology & mechanics of the collateral market
- The different Market practices involved in setting up of collateral.
- Credit Risk Controls involved while collateralizing
- Role of vendor management while Collateralizing

COURSE CONTENT

- Collateral Meaning and Scope
- Documentation
- Risk Mitigation
- Credit Risk Control
- Vendor Management

COURSE OBJECTIVE

It is a one-day workshop split into two parts. The morning discusses an introduction to the topic. The afternoon considers the problems that can arise and is concluded with a case study requiring the building of a collateral statement. Using a mixture of presentation, group discussions and case study the workshop will benefit its participants understand more, whether they are involved in setting up the collateral process or handling collateralized transactions.

TARGET AUDIANCE

A foundation course that explains what collateral management is and how it works. This course looks at Collateral Management in any financial institutions for collateralized Lending and Borrowing. It is suitable for those who are working in or around financial markets like banks, lending and investing firms, insurance companies and other financial institutions that need to get a better understanding of the concepts of collateral management and its practical application.

Course Facilitator

Sumreen Noman Ansari

Certified Six Sigma Black Belt from SQI Singapore (PIQC),

Ms. Sumreen Noman Ansari, has worked in the areas of Quality, Business Process Improvement and Corporate Finance in couple of growing banking institutions and manufacturing sector. Having done Masters in Finance from Karachi University, she was associated with the banking sector for 5 years and possesses diversified experience in Banking.



Being a Certified Six Sigma Black Belt from SQI Singapore (PIQC), she is amongst the pioneers who started off with the Service Quality initiative in her institution.

She has a dynamic carrier in Service Quality with a passion for service excellence and efforts for continuous process improvement. She was actively involved in Branch Banking Operations and Process Reengineering, to help various segments develop a service culture on an internal and an external level.

She has worked as an official mentor and conducted various training sessions and motivational programs within and outside the organization in the areas of building banker customer relationship, soft skills, Total Quality Management, customer services, credit creation, and service quality. She has an edge of Six Sigma certification in training and implementation of Service Quality Culture through her teachings and workshops. She is an energetic speaker with an ability to influence the audience towards Quality Initiatives, Presentation Skills, & Customer satisfaction. She has a friendly instruction style which has proven quite effective in motivating participants and leaving her mark on the individuals who have attended her courses. Presently she is a visiting faculty member in the finest business universities of Pakistan like Szabist and MAJU.

For registration(s) send us your Name, Designation,
Organization, Mobile, E-Mail and Postal Address to
register@quickbizgroup.com



Quickbiz Group Office No. 403 Tahir Plaza,
Sultan Ahmed Road, Block # 7 & 8 JCHS Karachi Contact: 021-34209142
Mobile: +92-343-2508186, +92-300-2386411 www.quickbizgroup.com

Quickbiz Cancellation Policy: Substitutions are welcome. Cancellation must be confirmed by email. For cancellation made in the 05 working days before the workshop, without cancellation Payment will be fully charge.