



**Workshop**  
**on**  
**“Advanced Credit Workshop”**

**Date** : 10<sup>th</sup> & 11<sup>th</sup> September, 2014 (Wednesday & Thursday)  
**Duration** : 2 days  
**Venue** : NBI Hall, Kathmandu  
**Time** : 10:00 am to 5:00 pm

**Course Facilitator**

Mr. Sujit Mundul  
Director  
Standard Chartered Bank Nepal Limited.

### **Workshop Methodology**

Interactive classroom style delivery with active group discussions dealing with capital cycle, warning signals and the supporting monitoring mechanisms through real life case studies.

### **Learning Outcomes**

This workshop will mainly deal with, apart from a recap on the techniques of credit appraisal through a case study, the impact of non financial risks on business in the changing global and national economies. This course will provide an understanding of business and industry risks.

This two day program will also deal with the interview techniques approach for borrowing clients, both existing and prospects.

### **Target Group**

RMs, Sr. RMs, Credit Manager, Credit Analyst, BMs responsible for lending

### **Highlights**

Interview Techniques of Borrowing Clientele and Prospects.

- a) Four Types of Customers.
- b) Application of Interview techs thru practical demos.
- c) Relating our real life experiences with the theoretical aspects.

Understanding of Business and industry Risks.

- a) Basic Understanding of business risk and how this applies to your client or prospect.
- b) Understanding of Industry risk applicable to various sectors viz, manufacturing, trading, service etc. And how it shapes the competition.
- c) Case Studies.

Recap on Financial risk analysis--- Case Study.

Understanding Of Non Financial Risk.

- a) Case study.