

BANKING INDUSTRY COMMUNITY

Learner Journey



* For level 3 and level 4 it is not mandatory to undergo Industry Trainings.

LEARNER JOURNEY ON NEXT – RETAIL BANKING



Domain



Retail Banking

Level 0

- Fundamentals of banking
- (FS) Retail banking 101
- Retail banking (base) - Coopacademy
- Overview of credit function
- Principles and Practice of Lending
- Introduction to bookkeeping and accounting
- Overview of deposit function
- Foreign exchange remittance – I
- Payment and settlement system
- Credit card operations
- Risk management principles

Level 1

- Retail banking (advanced) - Coopacademy
- Financial analysis for lending
- Securities for lending
- Credit documentation and sanctioning
- Credit monitoring and loan recovery
- Asset classification and loan loss provisioning
- Practice of bookkeeping in banks
- Demand deposits
- Time deposits
- Types of deposits – advantages and disadvantages
- Pricing strategy and its application in banking
- Product strategy and product delivery
- Electronic transfer of funds
- Mortgage loans
- Auto loans
- Teller functions

Level 2

- Final statements of accounts of banks
- Foreign exchange transactions
- Credit risk management
- Operational risk management

Note: Courses in white font are internal courses
Courses in orange font are KESDEE courses

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coopacademy

KESDEE

coursera

MyLearning

LEARNER JOURNEY ON NEXT – CARDS AND PAYMENTS



Domain



Cards & Payments

Level 0

- Fundamentals of banking
- FS: Cards 101
- Acquiring 101
- Payments level 1
- Payments level 2

Level 1

- Cards: Digital wallet
- Cards: Virtual cards
- Cards: Cards migration
- Cards: Cards scheme migration
- Cards: Disputes and chargeback (VROL & MCOM)
- Cards: EMV
- Cards: Tokenization
- Cards: Introduction to rewards
- Retail cards risk and regulatory
- Cards: Switch understanding
- Cards: Merchant services onboarding
- Cards: POS, MPOS and CLOUDPOS
- Cards: Payment gateway
- Cards: Secure remote commerce
- Cards: QR code payments
- Cards: 3D secure
- Cards: PCI DSS
- Payments level 1
- Payments level 2

Level 2

- Cards: Digital wallet
- Cards: Virtual cards
- Cards: Cards migration
- Cards: Cards scheme migration
- Cards: Disputes and chargeback (VROL & MCOM)
- Cards: EMV
- Cards: Tokenization
- Cards: Introduction to rewards
- Retail cards risk and regulatory
- Cards: Switch understanding
- Cards: Merchant services onboarding
- Cards: POS, MPOS and CLOUDPOS
- Cards: Payment gateway
- Cards: Secure remote commerce
- Cards: QR code payments
- Cards: 3D secure
- Cards: PCI DSS
- Payments level 3

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LEARNER JOURNEY ON NEXT – WEALTH AND ASSET MANAGEMENT



Domain



Wealth & Asset Management

Level 0

- Fundamentals of banking
- Wealth Management
- Asset management within capital markets 101
- Introduction to private wealth management
- Overview of asset classes

Level 1

- Advanced wealth management
- Prime brokerage
- Introduction of corporate actions
- Classic credit derivatives
- Global equity markets
- Introduction to custody
- Mutual funds – the concept
- Structure and constituents of mutual funds
- Various types of mutual funds products
- Management of bond fund portfolio
- Management of equity fund portfolio
- Analysis of retirement needs

Level 2

- Overview of credit derivatives
- Emerging markets
- Structured notes
- Equity options
- Convertibles
- Warrants
- Portfolio management
- Accounting and valuation
- Evaluation of performance of mutual funds
- Retirement planning – investment considerations
- Retirement planning - types

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LEARNER JOURNEY ON NEXT – WEALTH AND ASSET MANAGEMENT (OPTIONAL COURSES)



Domain



Wealth & Asset Management

Level 3

- Total return swaps
- Structured notes
- Repackaged notes
- Credit portfolio securitization structures
- Credit default swaps
- Stock index futures
- Equity swaps
- Equity structured products
- Estate planning – an overview
- Regulations of mutual funds industry
- Retirement planning – social security

Level 4

- Duration I
- Duration II
- Duration III
- Duration IV
- Value at risk - I
- Value at risk – II
- Bank and institutional applications
- Pricing credit derivative instruments
- Accounting
- Equity valuation models – I
- Equity valuation models – II
- Transfer of property
- Estate planning – wills
- Gift and gift tax

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