

# Business Acumen for the Credit and Lending Process

Programme Code: HGCR00P24111

28 November 2024 (Thursday)  
7:00pm – 10:00pm



HKIB ECF SFC  
CPD CPD CPT

## Programme Outline

- Understand and develop a strong linkage between business acumen and credit risk management.
- Understand the importance of teamwork, objective setting and how to apply them to encourage collaboration in the credit process.
- Learn how to develop trust and break down credit decision silos.
- Learn the key components of credit decision process.
- How to apply this knowledge to generate faster turnaround time and avoid redundancy.
- Understand the importance of strong analytical mindset and how to build a strong corporate credit culture.

## Speaker Introduction

Over 30 years of corporate and investment banking experience specialises in credit risk management. Expertise includes risk assessment, transaction structuring, problem loan workout, credit rating, credit analysis and risk transformation projects, with deep knowledge in financial products and capital market activities.

He is a Certified Environmental, Social and Governance Analyst (CESGA) of The European Federation of Financial Analysts Societies. Currently a private lecturer and contributor to banking and ESG training courses. He has taught banking and ESG in university programmes and social enterprise platforms.

## Target Audience

1. Banking Practitioners
2. Relationship Managers looking to sharpen their analytical and business acumens
3. Credit Analysts seeking to develop strong competency in risk management practices
4. HKIB Professional Qualification holders :



## Programme Delivery

Virtual Classroom (Zoom)  
Cantonese

## Early Bird DEADLINE

14 November 2024 (Thursday)

## Application DEADLINE

21 November 2024 (Thursday)



**[APPLY NOW!](#)**

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<https://hkib.org/page/185>

**PRICE  
LIST**

Early Bird  
Regular Price

Individual  
Member  
HKD

900

HKD990

Staff of  
Corporate  
Member  
HKD

1,080

HKD1,190

Non-  
Member  
HKD

1,200

HKD1,320