

CREDIT AND LENDING

LEVEL **8**

Professional Diploma in

# Corporate Banking Credit

2022-2023



A recognised  
college of UCD

# Who we are

## IOB

IOB is a professional community of over 32,900 members who work in banking, investment funds and international financial services on the island of Ireland. Professional development of our members through education is at the heart of what we do. IOB provides university level programmes to enable our members achieve and sustain their professional qualifications and Continuing Professional Development (CPD) – essential in meeting customer and regulatory expectations. More than 8,500 individuals studied with us last year and over 23,800 members are registered for CPD schemes administered by IOB.

## Excellence in education – a recognised college of UCD

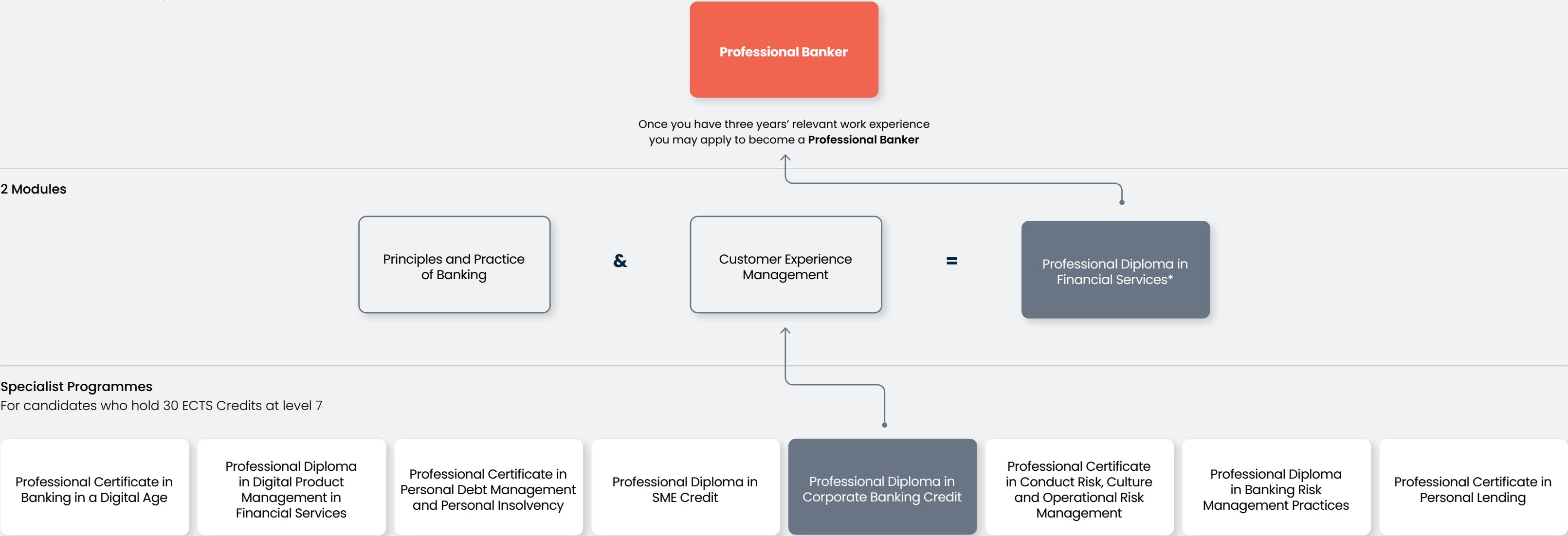
As a recognised college of University College Dublin (UCD) and the standout financial services educator, we offer qualifications of the highest standard. We currently have more than 40 programmes ranging from Professional Certificates (level 7) on the National Framework of Qualifications (NFQ) to Masters Degrees (level 9). We design our programmes to be practical and relevant, and grounded in academic rigour.



# Pathway to Professional Banker Designation for Professional Diploma in Corporate Banking Credit Holders

THIS PROGRAMME IS ON THE PATHWAY TO PROFESSIONAL BANKER DESIGNATION

Professional Banker Designation



\* Students who have completed the Principles of Corporate Credit Risk module can apply for an exemption from the Principles of Credit Risk if they enrol at a later date on the Professional Diploma in Financial Services meaning they will only have two modules (Principles and Practice of Banking and Customer Experience Management) to complete in order to be awarded the Professional Diploma in Financial Services.

# Introduction

## Who is this programme for?

The Professional Diploma in Corporate Banking Credit is a practical corporate banking lending skills and corporate products programme for people working or seeking to work in corporate banking and the corporate markets area.

The programme has been designed in conjunction with corporate banking and corporate markets professionals and is the benchmark qualification for corporate bankers in Ireland.

The programme is an important building block in developing the specialist knowledge and lending skills of people working in corporate banking, the markets area and other professional advisors engaged with corporate entities.

This programme is designed to meet the needs of:

- Corporate banking relationship managers and their portfolio support staff
- Corporate banking staff who are working in property-based corporate lending
- Markets staff who support the Corporate banking teams
- International Trade and Cash Management Services staff
- Corporate banking and SME credit underwriters
- Graduates of the Professional Diploma in SME Credit who are moving into corporate banking roles
- Loan administration and credit policy officers
- Credit review staff who are responsible for ensuring that lending and credit delivery standards are complied with
- Internal audit staff who assess whether the credit management standards are fit for purpose and are being complied with
- Credit portfolio managers who are responsible for identifying and managing excessive credit concentrations in the loan book, forecasting loan losses and estimating impairment provisions
- Accountants, lawyers and other professionals who provide corporate banking advisory services.

## How you will benefit

Each module is supported by online practical workshops which are delivered by leading bankers who are corporate banking lending and corporate markets experts.

The syllabus of this practical specialist programme has been designed to enable participants to:

- Credit assess the credit worthiness of corporate borrowers both trading and property borrowers
- Conduct corporate financial statement analysis including financial ratios, financial projection sensitivity analysis, preparation of cashflow statements and working capital analysis
- Calculate and analyse repayment capacity and conduct sensitivity analysis
- Risk assess corporate strategy, industry risk, economic risk and management team risk
- Structure corporate lending transactions in a manner which meets the needs of the corporate borrower and complies with credit policies
- Understand the different types of debt instruments which can be used when structuring a corporate lending transaction
- Evaluate the commercial viability and sustainability of a corporate borrower business plan and the management team's ability to deliver the plan
- Describe and explain the different interest rate risk hedging, currency risk hedging and international trade products and services which can be offered to corporate customers
- Understand the different types of corporate security
- Explain covenants and conditions precedent
- Explain the key components of term sheet
- Understand the role of external credit agencies
- Understand the components of the credit risk management framework, including credit risk appetite statements, and how it links to the profit and loss and the balance sheet
- Understand the regulation of published financial accounts
- Understand ethics in banking

- Understand the key components of credit risk relating to property transactions
- Understand the key components of security documentation relating to property transactions
- Understand the key market indicators which highlight early warning signals.

## University award

Successful participants will be awarded the Professional Diploma in Corporate Banking Credit by UCD. This is a level 8 qualification on the National Framework of Qualifications and carries 20 European Credit Transfer System (ECTS) credits.

## Recognised Prior Learning (RPL)

The structure of the programme allows for accreditation of RPL. Therefore, those participants who have completed relevant internal training, and can provide evidence for the other experiential learning, may be eligible for admission to and/or exemption from specific units of the programme. However, where participants have gaps between their demonstrated prior experiential learning and the module outcomes, they may be required to complete some units to bridge these gaps.

Full details of the RPL process for this programme are available from the Programme Manager..

# Curriculum

You will study three modules as follows:

## 1. Principles of Corporate Credit Risk

(NFQ Level 8, 5 ECTS)

- Key categories of risks to which banks are exposed with focus on credit risk
- Basel principles for the management of credit risk
- Bank risk appetite frameworks
- Components of the credit risk management framework
- Credit portfolio management and credit concentration risk
- Credit Risk Appetite Statement
- Credit culture
- The end to end credit process
- Overview of the canons of lending
- Credit application process
- Bank capital
- Risk weighted assets
- Basel II & Basel III, Basel IV Minimum Regulatory Requirements
- Introduction to credit models
- Impairment provisioning
- Stress testing
- Impairments and capital
- Pricing for risk.

## 2. Corporate Credit Risk Assessment

(NFQ Level 8, 10 ECTS)

- Objectives and challenges of corporate credit
- Calculating and analysing repayment capacity
- Preparation of cashflow statements
- Understanding working capital analysis
- Conducting a financial projections sensitivity analysis
- Analysing financial information from a corporate banker's perspective including consolidated income statement, statement of financial position and cashflow
- Risks from the manipulation of accounts
- Different types of corporate security and legal issues affecting security
- Setting covenants and stress testing financial covenants
- Monitoring and control framework
- Corporate strategy including industry, economic and management team risk assessment
- Credit assessment including assessment of corporate property lending transactions
- Structuring credit transactions
- Debt instruments and use when structuring a transaction
- Term sheets and loan administration
- Different techniques for valuing a company
- Role of external credit ratings analysis in corporate credit analysis and structuring
- Regulation of published accounts
- Primary statements in financial reporting.

## 3. Corporate Banking Risk Management Products

(NFQ Level 8, 5 ECTS)

- Foreign Exchange Risk Management Strategies and Products
- Interest Rate Risk Management Strategies and Products
- Treasury Investment Services
- Money Markets Instruments
- Capital Markets Regulation including EDIR and MIFID
- Understanding Marketable Securities
- Centralised Cash Pooling and Zero-Balancing options for international companies
- Single Euro Payments Area (SEPA)
- Correspondent Banking & Settlement of International Transactions
- Foreign Currency and International Payment Accounts
- International Electronic Payments Services
- Risks associated with International Trade
- The role of Banks in relation to International Trade
- Export Finance Facilities
- Documentary credits and collection
- Bills of Exchange
- Invoice Finance
- Debtors ledgers and invoice finance
- Medium and Long Term Export Finance
- Export Credit Insurance (ECI)
- Types of Asset Finance
- Leasing and Hire Purchase
- Bank agreements relating to International products and services.

# Further Information

## Entry requirements

The minimum entry requirements for this programme are:

- 3 years' experience (full time) in a relevant banking role and completed the Professional Diploma in Financial Advice or equivalent 30 ECTS Level 7 programme
- or
- An honours degree (min. H2.2, level 8 NFQ)
- or
- Admission will also be considered from experienced professionals who do not meet the minimum admission requirements as set out above, who can demonstrate learning based on work and training experience e.g. individuals employed in a Corporate Banking role including Relationship Managers and assistants.

## Professional body membership

You must be a current member of IOB, or become a member, to undertake this programme.

## Delivery

The programme will be delivered via blended learning with online webinars supplemented by up to two online one-day practical workshops for module 1 and module 3. There are three practical workshops for module 2.

## Duration

Participants can register for and complete one module each trimester.

## Assessment

The Principles of Corporate Credit Risk module is assessed by:	
MCQ Continuous assessment	15%
An end of trimester two-hour written exam	85%
The Corporate Credit Risk Assessment module is assessed by:	
An end of trimester two-hour written exam	100%
The Corporate Banking Risk Management Products module is assessed by:	
An end of trimester two-hour written exam	100%

## Fees

Module	Fee
Principles of Corporate Credit Risk	€520
Corporate Credit Risk Assessment	€625
Corporate Banking Risk Management Products	€520

## How to apply

To apply online, visit [iob.ie/programme/corporate-banking-credit](https://iob.ie/programme/corporate-banking-credit)

## Contact us

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# Key Dates 2022–2023

## 2022

Autumn Trimester September 2022 – January 2023	Key Dates
Closing date for applications*	19/09/2022
Closing date for module registrations (Including fees)	07/10/2022
Trimester start date**	13/10/2022
Re-registration closing date	11/11/2022
Module withdrawal date	11/11/2022
Exam period	02/01/2023 – 21/01/2023
Exam results release date	03/03/2023

## 2023

Spring Trimester January 2023 – May 2023	Key Dates
Closing date for applications*	27/01/2023
Closing date for module registrations (Including fees)	10/02/2023
Trimester start date**	07/02/2023
Re-registration closing date	20/03/2023
Module withdrawal date	20/03/2023
Exam period	06/05/2023 – 20/05/2023
Exam results release date	30/06/2023

## 2023

Summer Trimester June 2023 – September 2023	Key Dates
Closing date for applications*	26/05/2023
Closing date for module registrations (Including fees)	09/06/2023
Trimester start date**	06/06/2023
Re-registration closing date	14/07/2023
Module withdrawal date	14/07/2023
Exam period	02/09/2023 – 16/09/2023
Exam results release date	27/10/2023

\* Places may be available after this date depending on availability  
\*\* Member Resources in IOB Learn



# IOB Learn

IOB members gain exclusive access to IOB Learn, our innovative personalised learning platform and mobile app. Powered by artificial intelligence, this dynamic platform is a first in Irish education. IOB Learn helps you keep pace with a sector in transformation.

## Access exclusive content

Access the latest industry insights and thought leadership on financial services. Follow content channels in topics such as risk, compliance, digital innovation and ESG to stay up to date with sector trends and best practices.

## Learn at your pace

Learn at a time and pace that suits you with the full library of archived IOB events and webinars. IOB Learn is your ticket to the conversations that matter.

## Start a new pathway

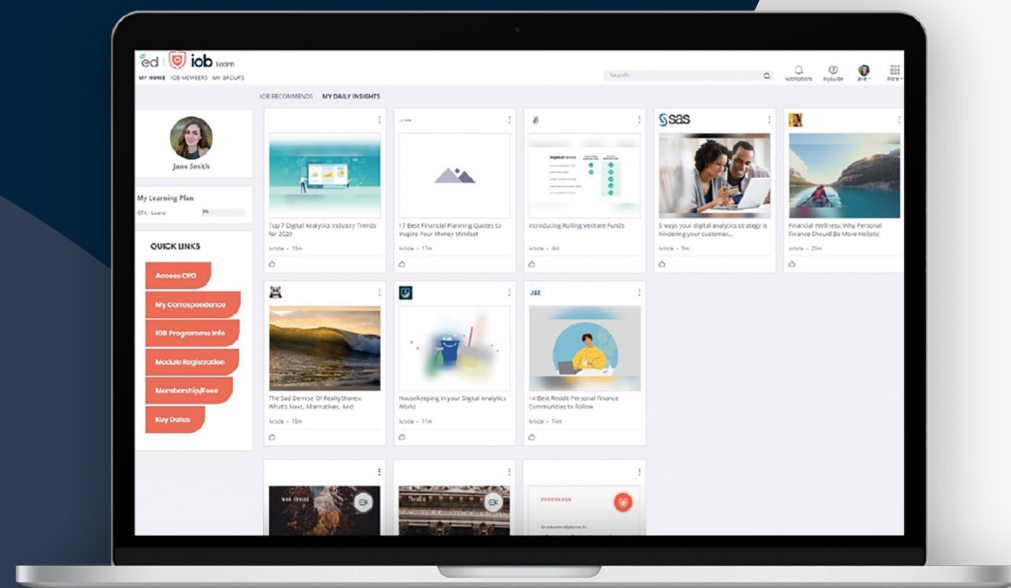
Set your own learning goals and follow a learning pathway to boost your skillset. See how IOB Learn's algorithm can help you to gain expertise with bitesize content and courses.

## Explore your module and CPD resources

Find your module materials, resources and CPD content for professional designations on one dedicated platform.

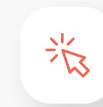
## Boost your wellbeing

The Wellness Channel on IOB Learn has a suite of inspiring courses, videos and articles from international experts to help you manage stress and develop positive new habits.



## Learn. Connect. Progress.

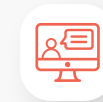
IOB Learn powers your professional development.



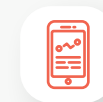
Access and engage with over 200 hours of content



Follow learning pathways



Watch webinars, events and browse micro-learning content



Log CPD hours on-the-go





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