



*Training Course:
Mastering Corporate Credit: Strategies for
Success*

*10 - 14 February 2025
Baku (Azerbaijan)*

Training Course: Mastering Corporate Credit: Strategies for Success

Training Course code: FI235366 From: 10 - 14 February 2025 Venue: Baku (Azerbaijan) - Training Course Fees: 5250 € Euro

Introduction

In today's dynamic business environment, making sound credit decisions is crucial for financial institutions and corporations alike. This comprehensive 5-day training program, "Mastering Corporate Credit: Strategies for Success," equips participants with the knowledge and skills necessary to navigate the complexities of corporate credit analysis and risk management.

Objectives

By the end of this program, participants will be able to:

- Analyze financial statements to assess a company's financial health and creditworthiness.
- Apply financial ratios and industry benchmarks to evaluate credit risk.
- Utilize credit scoring models and financial modeling techniques for credit analysis.
- Structure and document loan agreements to mitigate credit risk.
- Implement effective credit monitoring and early warning systems.
- Develop and implement a successful credit management strategy.
- Communicate credit analysis findings and recommendations effectively.
- Stay up-to-date on emerging trends and technologies impacting corporate credit.

Target Audience

This program is designed for a broad range of professionals involved in corporate credit decisions, including:

- Financial analysts
- Credit analysts
- Risk managers
- Loan officers
- Investment bankers
- Corporate treasurers
- Anyone seeking to enhance their understanding of corporate credit analysis and risk management

Training Program Outline

Day 1: Foundations & Analysis Tools

- Corporate Credit Fundamentals: Role in the financial system, credit risk types, credit rating agencies,

financial statements balance sheet, income statement, cash flow statement for credit analysis.

- Financial Ratios for Creditworthiness: Liquidity, solvency, profitability, efficiency ratios, and interpretation.
- Industry Analysis: Understanding industry-specific risks and benchmarks.
- Credit Scoring Models: Introduction to quantitative credit risk assessment methods.
- Credit Agreement Analysis: Key clauses, covenants, and financial triggers.
- Credit Collateral and Guarantees: Different types and effectiveness in risk mitigation.
- Credit Spread Analysis: Understanding spreads and their role in credit risk pricing.

Day 2: Deep Dive & Advanced Strategies

- Financial Modeling for Credit Analysis: Building a simple credit risk model using a spreadsheet Hands-on session.
- Credit Stress Testing: Assessing the impact of potential economic or financial shocks on a company's creditworthiness.
- Loan Structuring and Documentation: Key considerations for mitigating credit risk.
- Credit Monitoring and Early Warning Systems: Techniques for identifying signs of financial distress in borrowers.
- Workouts and Restructurings: Strategies for managing troubled credit situations and negotiating loan workouts.
- Case Studies: Analyze real-world corporate credit scenarios and apply learned strategies Group discussion and presentation.
- Legal & Regulatory Considerations: Understanding the legal framework and relevant regulations impacting corporate credit and risk management.

Day 3: The Credit Analyst Toolbox & Professional Development

- Financial Databases and Credit Information Sources: Utilizing resources for gathering information for credit analysis.
- Credit Analysis Software: Introduction to software tools used for analysis and portfolio management Demonstration.
- Effective Communication Skills for Credit Analysts: Presenting findings and recommendations to stakeholders Interactive session.
- Ethical Considerations in Credit Analysis: Maintaining objectivity and avoiding conflicts of interest.
- Continuous Learning and Professional Development for Credit Analysts: Identifying resources and strategies for staying up-to-date on industry trends and best practices.

Day 4: Building a Successful Credit Management Strategy

- Credit Policy Development: Setting credit risk tolerance levels and guidelines for credit approval.
- Credit Portfolio Management: Techniques for managing a diversified credit portfolio for optimal returns and risk minimization.
- Benchmarking and Performance Measurement: Evaluating the effectiveness of credit risk management practices.

Day 5: The Future of Corporate Credit

- Emerging Trends and Technologies: Impacting corporate credit analysis and risk management.
- Course Wrap-up: Recap of key takeaways, action plan development, and course evaluation.

Registration form on the Training Course: Mastering Corporate Credit: Strategies for Success

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