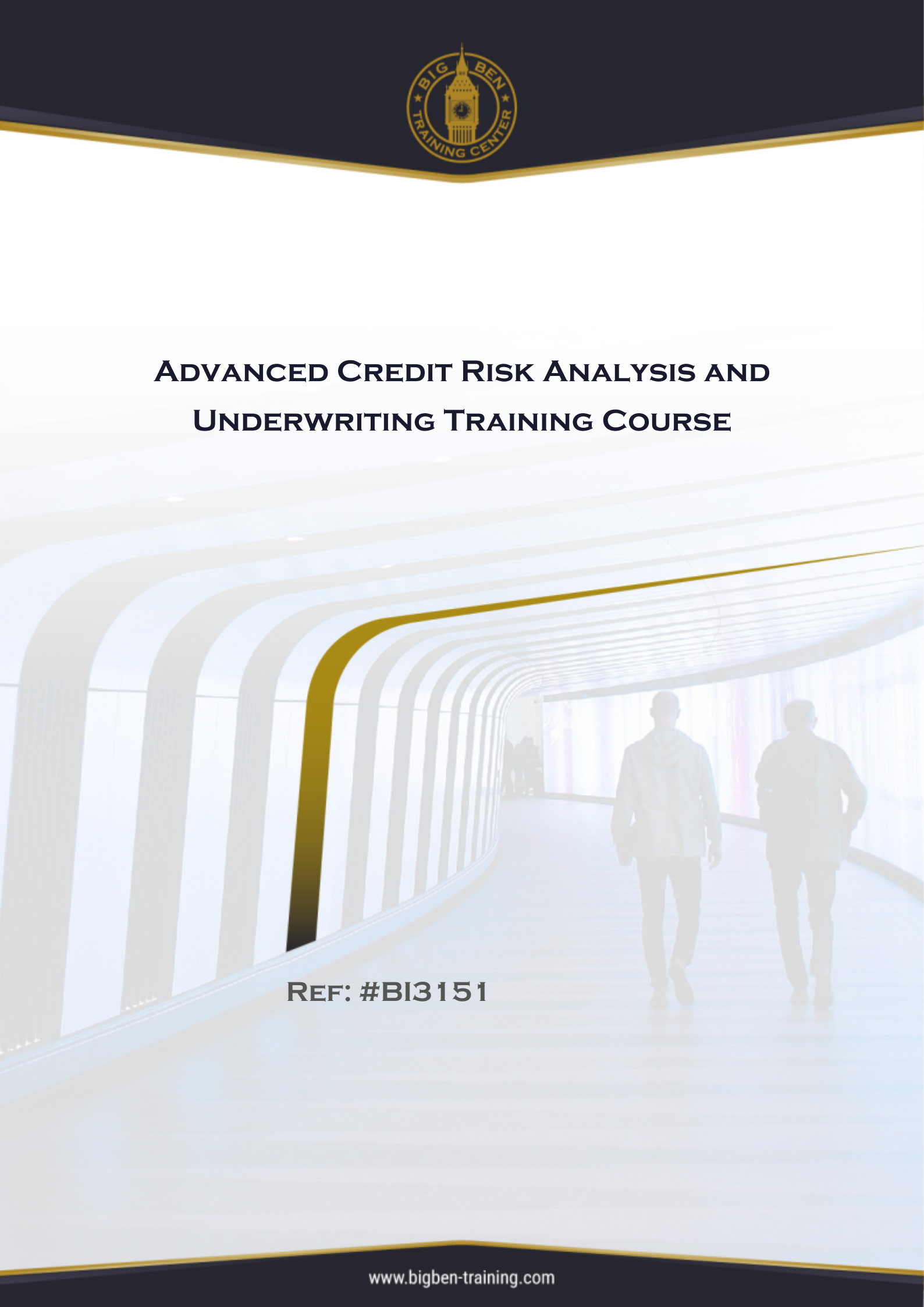
Advanced Credit Risk Analysis and Underwriting Training Course



Ref: #BI3151

Course Introduction / Overview:

In today's dynamic financial landscape, the ability to accurately assess and manage credit risk is paramount for institutional stability and growth. This intensive training course provides a comprehensive exploration of advanced credit risk analysis and underwriting, moving beyond foundational concepts to address the complex challenges faced by modern financial professionals. The curriculum is designed to equip participants with both the qualitative judgment and quantitative skills necessary to make sound lending and investment decisions. Drawing upon established frameworks and contemporary practices, the course delves into sophisticated financial statement analysis, robust cash flow forecasting, and the intricacies of loan structuring and covenant design. We will explore seminal works in the field, such as "Managing Credit Risk" by John B. Caouette, Edward I. Altman, and Paul Narayanan, to ground our discussions in proven methodologies. Participants will learn to apply advanced models for assessing default probability and loss severity, ensuring they are prepared for the rigors of regulatory compliance and portfolio management. BIG BEN Training Center has developed this program to bridge the gap between theoretical knowledge and practical application, empowering attendees to navigate the complexities of corporate, commercial, and SME lending with confidence and precision.

Target Audience / This training course is suitable for:

- Credit Analysts and Senior Credit Analysts.
- Loan Officers and Relationship Managers.
- Underwriters and Senior Underwriters.
- Credit Risk Managers and Officers.
- Portfolio Managers.
- Corporate Bankers and Commercial Lenders.
- Financial Analysts involved in credit assessment.
- Internal Auditors and Compliance Professionals.
- Investment Analysts.
- Finance Managers and Directors.

Target Sectors and Industries:

- Commercial and Investment Banking.
- Credit Unions and Savings Institutions.
- Insurance Companies.
- Asset Management and Hedge Funds.
- Private Equity and Venture Capital Firms.
- Financial Technology (FinTech) and Digital Lenders.
- Corporate Treasury Departments of non-financial companies.
- Government Financial Agencies, Regulators, and Central Banks.
- Credit Rating Agencies.
- Development Finance Institutions.

Target Organizations Departments:

- Credit Risk Management.
- Corporate and Commercial Banking.
- Loan Underwriting and Origination.
- Portfolio Management.
- Special Assets and Loan Workout.
- Internal Audit and Control.
- Regulatory Compliance.
- Treasury and Capital Markets.
- Finance and Accounting.
- Investment and Research.

Course Offerings:

By the end of this course, the participants will have able to:

- Conduct in-depth analysis of complex corporate financial statements to identify credit risks.
- Develop sophisticated cash flow projection models for debt service capacity assessment.
- Apply the 5 Cs of credit framework to complex lending scenarios.
- Structure and negotiate loan agreements, including effective covenants and security arrangements.
- Build and interpret quantitative credit risk models, including probability of default and loss given default.
- Evaluate and mitigate industry-specific and macroeconomic risks in a credit portfolio.
- Perform stress testing and scenario analysis on individual credits and loan portfolios.
- Assess counterparty risk in derivatives and other financial transactions.
- Understand and apply the principles of the Basel Accords to credit risk management.
- Analyze early warning signals of credit deterioration and formulate mitigation strategies.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, practical, and engaging, ensuring that participants can immediately apply their learning in a professional context. This course moves beyond traditional lectures to immerse attendees in a dynamic learning environment. A cornerstone of our approach is the extensive use of real-world case studies, examining both successful credit decisions and notable credit failures to extract critical lessons. Participants will work in teams on practical exercises, such as underwriting a complex corporate loan, structuring a credit facility, and stress testing a loan portfolio. These collaborative workshops foster critical thinking and problem-solving skills. The program incorporates interactive sessions, group discussions, and Q&A panels to encourage the sharing of diverse experiences and perspectives. Financial modeling exercises using spreadsheets will be a key component, allowing participants to build and test their own credit analysis tools. Continuous feedback from the instructor, who is an experienced industry professional, will guide participants throughout the course, ensuring a deep and lasting understanding of advanced credit risk principles.

Course Agenda (Course Units):

Unit One: Foundations of Modern Credit Risk Management

- The Evolving Role of Credit Risk in the Financial System.
- The Complete Credit Cycle from Origination to Repayment.
- Types of Credit Risk: Default, Counterparty, and Country Risk.
- Qualitative vs. Quantitative Approaches to Credit Assessment.
- The Regulatory Landscape: An Overview of the Basel Accords (I, II, III, and IV).
- Corporate Governance and its Impact on Creditworthiness.
- Ethical Considerations in Lending and Underwriting.

Unit Two: Advanced Financial Statement and Cash Flow Analysis

- Deep Dive into the Income Statement, Balance Sheet, and Cash Flow Statement.
- Techniques for Detecting Creative Accounting and Financial Red Flags.
- Advanced Ratio Analysis and Industry Benchmarking.
- Analyzing Quality of Earnings and Sustainable Cash Flow.
- Building Reliable Financial Projections and Pro-Forma Statements.
- Assessing Debt Service Coverage and Repayment Capacity.
- Working Capital Analysis and Management in Credit Decisions.

Unit Three: Corporate Underwriting and Loan Structuring

- A Modern Application of the 5 Cs of Credit (Character, Capacity, Capital, Collateral, Conditions).
- Comprehensive Industry and Business Risk Analysis.
- Evaluating Management Strategy, Execution, and Succession Risk.
- Designing Appropriate Loan Structures: Term Loans, Revolvers, and Asset-Based Lending.
- Setting and Monitoring Financial and Non-Financial Covenants.
- The Art of Negotiation in Loan Term Sheets and Agreements.
- Security Analysis, Collateral Valuation, and Perfection.

Unit Four: Quantitative Credit Risk Modeling and Analytics

- Introduction to Credit Scoring and Rating Models.
- Modeling Probability of Default (PD) using Logistic Regression and other techniques.
- Estimating Loss Given Default (LGD) and Exposure at Default (EAD).
- Understanding and Applying the Altman Z-Score and other bankruptcy prediction models.
- Introduction to Credit Value at Risk (CVaR).
- Practical Application of Stress Testing and Scenario Analysis.
- Validating and Back-testing Credit Risk Models.

Unit Five: Portfolio Management and Emerging Topics

- Principles of Credit Portfolio Management and Diversification.
- Active vs. Passive Credit Portfolio Strategies.
- Credit Risk Mitigation Techniques: Guarantees, Credit Derivatives, and Securitization.
- Managing Counterparty Risk in Over-the-Counter (OTC) Transactions.
- Analyzing Early Warning Indicators of Credit Deterioration.
- The Impact of FinTech and AI on Credit Analysis and Underwriting.
- Future Trends in Credit Risk Management and Regulation.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How can traditional credit underwriting frameworks adapt to incorporate the risks and opportunities presented by decentralized finance (DeFi) and digital currencies?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by moving beyond theoretical frameworks to provide a deeply practical and integrated understanding of modern credit risk. While many programs focus separately on either qualitative analysis or quantitative modeling, this curriculum masterfully weaves them together, reflecting the reality of contemporary underwriting where sound judgment must be supported by robust data analytics. We place a significant emphasis on forward-looking risk identification, equipping participants not just to analyze historical financial data, but to anticipate industry shifts, regulatory changes, and the impact of macroeconomic trends on a borrower's future viability. A key differentiator is our focus on loan structuring and covenant design, an often-overlooked area that is critical for risk mitigation. Participants will not only learn to say "yes" or "no" to a credit request but will learn how to structure a deal to make it bankable. Furthermore, the course content is continuously updated to include emerging topics such as the influence of artificial intelligence in credit scoring and the challenges of assessing risk in the rapidly evolving FinTech landscape, ensuring the skills learned are relevant for years to come.