



Organized By:

Management Consultants & Trainers

*12 Years & Growing*

Delivered By:

 game solution ag

# Swiss Banking SIM<sup>gs</sup>

**3 days highly interactive computer-based simulation program for general & middle managers who want to broaden their competencies to take up roles in a bank taking strategic and operational decisions to maximize their banks' profitability**



**VENUE:** PRINCE HOTEL & RESIDENCE KUALA LUMPUR

**DATE:** 1st - 3rd July 2009

**TIME:** 9.00 AM - 5.00 PM

**Swiss Banking SIM<sup>gs</sup> is the number one management simulation in the banking field.**

To register please call: 603 - 7490 4529/4530  
(Gregory) or Visit us online at [www.rcj.com.my](http://www.rcj.com.my)



Save more with  
Inhouse Training



All participants receive a  
course certification



Save more with group of  
3 registrees and more

# Swiss Banking SIM<sup>gs</sup>

## Program Overview

Banking industry is both very challenging and extremely demanding. Apart from undergoing rapid changes under the influence of the IT revolution, globalization and internationalization of financial markets, it operates in a highly competitive environment both locally and globally.

To compete successfully under these circumstances and to refrain from falling into potentially catastrophic crises requires in-depth knowledge, capable leadership and world-class operations. Swiss Banking Sim<sup>gs</sup> provides a very comprehensive banking course for managers of all levels. It provides a thorough background into the theory and practice of banking operations by depicting a realistic banking environment. The program focuses on building core skills and knowledge transfer in the areas of business banking, investment banking and wealth management, as well as managerial skills development which would include financial management, marketing, HR and logistics.

## Program Objectives

- Provides participants with an increased understanding of the various challenges that arise at a general management level in banking.
- Exposes participants to the major risks faced by the banks today.
- Gives participants an idea of the interdependencies in the banking business, and to see decisions from a helicopter view.
- Enables participants to fully comprehend the contradictions in achieving different targets in a banking environment such as the relationship between profit maximization and prudence in asset management as well as in investment banking.

## Target Audience

Swiss Banking SIM<sup>gs</sup> is an ideal program for career starters, management trainees, supervisors, and junior and middle level managers who are slated to be in charge with executive positions. The program is equally efficient in providing the necessary banking knowledge to non-financial employees in a financial institution.



Decision parameters Investment Banking



Decision parameters Wealth Management



Decision parameters Financial Management

# Swiss Banking SIM<sup>gs</sup>

## Program Contents

### DAY 1

- Introduction & Learning Objectives
- Balance Sheet & Profit/Loss Account
- Analysis of the starting position (year 0)
- Objectives of the Executive Board
- Introduction on Lending and Deposit Business and Participant System
- Decision Making Year 1 - Lending and Deposit Business
- Deadline - Decisions Lending and Deposit Business

### DAY 2

- Results Year 1
- Analysis Results Year 1
- Decisions Year 1 (Lending and Deposit Business)
- Deadline Decisions Year 2 (Part 1)
- Introduction on Investments (Nostro)
- Decision Year 2 (Part 2)
- Introduction on Investments (Private Banking)
- Decisions Year 2
- Dead Line Decision Year 2

### DAY 3

- Results Year 2
- Financial Management and Bond Issue Business
- Dead Line Decisions Year 3
- Results Year 3
- Introduction on Marketing
- Feedback and Learning Points
- Question and Answer Session
- Closing

## About Program Director



**A**rslan Dorman is game solution Asia's Managing Director and Chief Representative in PR China. He is responsible for developing and facilitating training programs with business simulations and activity-based learning tools developed by the Swiss company.

Prior to joining Game Solution Arslan worked for HRO, an international training consultancy firm located in Shanghai, as well as teaching at the faculty of arts and sciences of Concordia University, Montreal, Canada and Carleton University, Ottawa, Canada.

Mr. Dorman has more than twelve years of research experience on developing country economic system,

and seven years of consulting/training experience in fields of management development, strategy and policy development, econometric modelling and data/knowledge management. In the last four years, Arslan has also focused on managerial soft-skills and leadership development by using Emotional Intelligence competency framework.

Since 1999, he served as a senior consultant to Canadian Ministry of Industry (innovation policy Branch), Canadian ministry of Health (voluntary sector), Carleton research centre for environment, innovation and science, and centre for environment, innovation and science, and centre for voluntary sector management at Carleton University.



**WE ARE AT**

2-6-4, 6th Floor,  
Menara KLH Business Centre, Off 2 1/2 Miles,  
Jalan Ipoh, 51200 Kuala Lumpur.

☎ : 603-2381 0567 / 603-7490 4528/29/30  
 Fax : 03-7490 4532  
 Email : rcj@rcj.com.my  
 Website : www.rcj.com.my

**About In-House Training**

If your company wishes to have a cost-effective inhouse training program customized to your company needs,

PLEASE DO NOT HESITATE TO CONTACT US at:-  
**603-7490 4529 OR 603-7490 4530**  
 (Gregory)

**Swiss Banking SIM<sup>95</sup>**

**In Training - We Build People**

RCJ Consulting is a firm specializing in training of managers and executives of an organization and providing consulting and advisory services in the areas of strategic marketing and business development, business finance, business redesign and change management.

In the area of training, we believe that training programs affect behavior in two ways. Firstly, it directly improves the skills necessary for the employee to successfully complete his or her job. Secondly, training increases an employee's self-efficacy i.e. it enables employees to be more willing to undertake job tasks and exert a high level of effort.

**OUR MISSION:** OUR mission is to improve the effectiveness of organizations by making executives and managers think, feel and act as if they owned the business.

**OUR BELIEF:** OUR progression comes from the belief that we have to: "Look Beyond Tomorrow but Take Action Today".

**OUR APPROACH:** RCJ Consulting has a uniquely formulated approach towards executive and managerial development. It is made up of 5 key components of training, which is Finance, Marketing & Sales, Quality Products & Services, Strategy and Change; yet we give cognizance to the fact that Teambuilding, Human Resource Management, Information Technology and specific skills development are core areas for success in an organization.

**IN CONSULTING:** We Rationalize, We Change, We Justify

IN the area of consulting, we strive for solutions whose appearance is simple but whose influence is far reaching and has both immediate and strategic benefit. We, therefore aim at developing progressive, objective-oriented strategies to achieve tangible and measurable results. As we believe, that solutions must be owned by client officers and personnel, we work with clients in joint project teams and transfer skills and capabilities. This practice leads to lasting business results. We only recommend what is implementable. Our trainers and consultants are industry practitioners and professional consultants.

**RESERVE YOUR PLACE TODAY!**

Yes! I/We will attend Swiss Banking SIM<sup>95</sup>

**1st - 3rd July 2009 - PRINCE HOTEL & RESIDENCE KUALA LUMPUR**

**PARTICIPANT (S) DETAILS**

Name: Mr/Ms \_\_\_\_\_  
 Designation: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 -  
 Name: Mr/Ms \_\_\_\_\_  
 Designation: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 -  
 Name: Mr/Ms \_\_\_\_\_  
 Designation: \_\_\_\_\_  
 Email: \_\_\_\_\_

**COMPANY DETAILS**

Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Tel: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Contact Person: \_\_\_\_\_  
 Designation: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Enclosed is cheque number \_\_\_\_\_ for  
 RM \_\_\_\_\_ payable to **RCJ CONSULTING SDN BHD**  
 Authorized Signatory & Company Stamp:  
 \_\_\_\_\_

**YOUR INVESTMENT**

	EARLY BIRD RATES				NORMAL RATES	
	RM		RM		RM	
	Individual	Group ***	Individual	Group ***	Individual	Group ***
PRICE	3,700	3,500/person	250	450/pax	3,950	3,750/person

\*\*\* 3 or more participants  
 FEE INCLUDES LUNCHEONS, REFRESHMENTS AND COMPLETE SET OF MATERIAL.  
 IT DOES NOT INCLUDE THE COST OF ACCOMMODATIONS AND TRAVEL.

**LIMITED TO 25 PARTICIPANTS ONLY 'FIRST COME FIRST SERVE'**

**5 EASY WAY TO REGISTER**



Mail the attached registration form with your cheque to:-  
**RCJ CONSULTING SDN. BHD.**  
 2-6-4, 6th Floor,  
 Menara KLH Business Centre,  
 OFF 2 1/2 Miles, Jalan Ipoh,  
 51200 Kuala Lumpur,  
 MALAYSIA.



**Customer Service Hotline**  
 Tel : 603-2381 0567 /  
 : 603-7490 4528/29/30



**Fax**  
 Tel : 03-7490 4532



**E-mail**  
 rcj@rcj.com.my



**Web**  
 www.rcj.com.my

**TERMS & CONDITION**

Registration:-

Registration forms must be completed and submitted together with full payment to:-  
**RCJ CONSULTING SDN. BHD.** before commencement of the course. Otherwise, your registration(s) will be treated as unconfirmed.

Payment can be made either by cheque or bank drafts payable to **RCJ CONSULTING SDN BHD** and crossed 'A/C PAYEE ONLY'.

Cancellation:-

Cancellation from the course is subject to the following:-  
 - Fourteen (14) days prior to commencement - 75% refund.  
 - Less than fourteen (14) days prior to the commencement - 50% refund.  
 - No show - no refund; if a participant fails to attend the program, the course fees will not be refunded nor allocated to another program.

