

# **Wholesale Banking and Corporate Finance**

## **INTERMEDIATE CERTIFICATION**

### **Program Description**

This Intermediate Certificate in Wholesale Banking & Corporate Finance is designed to provide professionals with an understanding of basic wholesale banking skills. This intermediate level focuses primarily on the main products offered by a Broker-Dealer, including fixed income and equity products (both private and public holdings), loans, leases and loan securitization. It goes on to investigate the principle derivatives products.

### **Required Courses Included In Curriculum**

- Cash Flow Forecasting and Analysis
- Company and Industry Analysis
- Valuation, Modeling and Forecasting
- Comparing Financing Alternatives and Capital Structure
- Fundamentals of Raising Debt and Equity Capital
- Private Placements of Debt, Mezzanine Debt and Equity
- Introduction to Mergers, Acquisitions and Leveraged Buy-outs
- Introduction to Business and Capital Restructuring
- Securitization, Leasing and Off-Balance Sheet Funding
- Fundamentals of Risk Management and Hedging
- Applications of FRAs and Interest Rate Swaps
- Option Pricing and Applications

The Globecon Institute reserves the right to modify, change or substitute Courses or Learning Units at any time, to guarantee a relevant and balanced learning experience.

### **Study Requirements and Delivery**

Delegates for this certification are expected to undertake between 10 – 12 hours effort per week. This grid below indicates the types of activities that delegates would undertake.

<b>Learning Activity</b>	<b>Time allocated</b>
Online, self study activities / resource room self study	70 hours
Live, in-class lectures and review	24 hours
Online video and/or audio lectures/Webinars	16 hours
Online mentorship and forum participation	10 hours
Assessment preparation	15 hours
<b>Total Hours</b>	<b>135 hours</b>

This certification is a blended education approach combining:

- A comprehensive student manual which serves as the guide for education activity;
- Online self-study materials, exercises, quizzes and learning activities;
- Live, face-to-face lectures and reviews;
- Pre-recorded video and / or audio lectures; and
- Online learning community through facilitated discussion forums, chat rooms and LiveHelp

### **Who Should Enroll**

Middle managers, project managers and staff in traditional finance areas such as investment banking and relationship management, research, structuring, sales and trading, risk management and originations, as well as those in areas such as accounting, audit, legal and compliance, information technology, systems, operations and human resources, whose background is not primarily in finance. In addition, new hire analysts and associates across all functional areas of the financial institution.

No prior in-depth knowledge of accounting, economics or finance is assumed, though it would be advantageous to have completed the Core Banking & Finance Knowledge Certificate.

### **What You Will Learn**

Upon completion of this certificate program, you will be able to:

- Identify and evaluate the full spectrum of corporate financing instruments
- Understand off-balance sheet financing alternatives
- Compare and contrast private offerings versus public offerings

### **Certification Assessment**

One or more Mastery Tests and Assessment Activities are required for each subject in this certification. The goal of the tests and activities is to ensure delegates are able to apply their knowledge and skills to real industry situations. Mastery Tests are administered in person. Assessment Activities may include one or more or combination of case studies; exercises; project work; essays; and, reports.

### **Course completion requirements**

Delegates must successfully complete all core subjects (a total of 24 credits) within two (2) years of the initial date of enrolment. Typical delegates can achieve this qualification within 6 – 9 months.

### **Course Admission requirements**

Delegates must have completed the Graduate Certification in the Foundations of Finance prior to registering for this certification.

### **Other Intermediate Certifications**

The Foundations of Finance Certification provides successful delegates the core knowledge required in the financial services sector. Intermediate and Advanced specialized tracks are available to build on this foundation with advanced specialization and certifications.