

English for Corporate Banking Workshop

Objectives

After attending this workshop you will be able to:

- Work confidently with English-speaking clients and counterparts
- Use key Corporate Banking vocabulary
- Analyse and discuss company results and potential needs
- Explain and discuss Corporate Banking products

Contents

- Relationship building
- Presenting Corporate Banking products and services
- Making recommendations and outlining options
- Analysis of company reports
- Analysing client needs and objectives
- Business development - approaching new clients
- Stressing advantages and disadvantages of products and strategies
- Handling difficult situations

Methodology

- Direct method – Only English will be spoken
- Short input sessions
- Variety of interactive exercises
- Role plays and simulations

Target Group

Professionals engaged in the corporate banking field who find their work is moving from a national to an international context, either dealing directly with clients or in a support function.

Prerequisite

Intermediate level of English (B1 on the CEF*)

Duration

3 days

Number of Participants

8

Comments

The workshop will focus principally on building confidence in the spoken language. Participants should be prepared to speak English throughout the seminar.

** CEF = Common European Framework of Reference for Language Learning and Teaching.
Check your level of English with IBC's English Fitness Check.*