

MINI MBA FOR BANKING & FINANCE PROFESSIONALS



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TRAINING CENTER



Introduction

The Mini MBA for Banking & Finance Professionals Training Course gives banking and finance specialists the business and management breadth that senior roles demand. Functional expertise alone no longer carries a career forward. Managers now face strategy, finance, marketing, operations, and people decisions at the same time. This course condenses the core MBA disciplines into a focused banking and finance context. It covers strategy, financial management, performance measurement, and leadership. Furthermore, it applies business cases, value creation, and change delivery. As a result, participants think beyond their function and act with commercial judgement.

Mini MBA for Banking & Finance Professionals Course Objectives

- Explain core business disciplines and how they connect in a financial institution.
- Apply strategic analysis tools including SWOT, PESTLE, and Porter's Five Forces.
- Analyse financial statements, ratios, and cash flow for management decisions.
- Apply investment appraisal using net present value, internal rate of return, and payback.
- Build business cases with costing, pricing, and value creation logic.
- Apply performance measurement frameworks including balanced scorecard and KPIs.
- Assess marketing, customer, and product strategy in financial services.
- Apply operations and process improvement methods to banking processes.
- Lead teams, manage change, and influence senior stakeholders.
- Apply governance, risk, and ethical decision-making at management level.

Course Methodology

- Interactive lectures with real banking business and management case studies.

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- Strategy analysis and business case workshops.
- Financial analysis and investment appraisal exercises.
- Performance dashboard and KPI design practice.
- Structured peer discussion with facilitator feedback on business proposals.

Who Should Take This Course

- Banking and finance professionals moving into management.
- Team leaders and functional specialists seeking business breadth.
- Relationship, product, and operations managers.
- Finance and risk professionals broadening their remit.
- High-potential staff on management development tracks.
- Professionals preparing for senior leadership responsibility.

Mini MBA for Banking & Finance Professionals Course Outlines

Day 1: Strategy and Business Environment

- Core business functions and how they interlock.
- Strategic analysis: SWOT, PESTLE, and Porter's Five Forces.
- Business models, value propositions, and competitive positioning.
- Industry structure and competitive dynamics in financial services.
- Vision, mission, objectives, and strategy formulation.
- Strategic options, trade-offs, and decision criteria.
- Case study: analysing a bank's competitive strategy.





Day 2: Financial Management and Value Creation

- Financial statements and ratio analysis for management insight.
- Costing, margins, and contribution analysis.
- Working capital and cash flow management.
- Investment appraisal: net present value, internal rate of return, and payback.
- Cost of capital and value creation concepts.
- Budgeting, forecasting, and variance analysis.
- Workshop: appraising a business investment proposal.

Day 3: Customers, Markets, and Product Strategy

- Customer segmentation, targeting, and positioning.
- Value proposition design and pricing strategy.
- Product portfolio and lifecycle management.
- Marketing channels and digital engagement in banking.
- Customer lifetime value and retention economics.
- Brand, reputation, and stakeholder communication.
- Workshop: designing a product and pricing strategy.

Day 4: Operations, Performance, and Process Excellence

- Operations management and service delivery models.
- Process mapping, lean thinking, and waste reduction.
- Capacity planning, quality management, and service levels.
- Performance measurement: balanced scorecard and KPI design.

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- Data, dashboards, and management reporting practice.
- Continuous improvement and change sustainability.
- Workshop: building a performance dashboard with KPIs.

Day 5: Leadership, Governance, and Business Decisions

- Leadership styles and situational application.
- Team development, delegation, and performance conversations.
- Negotiation, influence, and stakeholder management.
- Change leadership and managing organisational transition.
- Corporate governance, ethics, and risk-aware decision-making.
- Personal development planning and business presentation practice.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Mini MBA for Banking & Finance Professionals, participants will gain a thorough understanding of strategy, financial management, marketing and product strategy, operations, performance measurement, and leadership. They will also acquire practical skills in strategic analysis, investment appraisal, business case development, and performance management. In addition, the course prepares them to contribute at management level with confidence. Gentex Training Center delivers this programme with a strong focus on applied business practice and measurable commercial capability.

FAQs for Mini MBA for Banking & Finance Professionals course





Q1 What is the "Mini MBA for Banking & Finance Professionals" course about?

It is a five-day programme that condenses core business and management disciplines for people working in banking and finance. It covers strategy, financial management, marketing and product strategy, operations and performance measurement, leadership, governance, and business decision-making.

Q2 What are the key benefits of the "Mini MBA for Banking & Finance Professionals" course?

Participants gain commercial breadth that improves promotion prospects and cross-functional credibility. The course sharpens strategic thinking, strengthens financial and investment judgement, improves business case quality, raises performance management discipline, and prepares people to lead teams and change more effectively.

Q3 What skills will I gain from the "Mini MBA for Banking & Finance Professionals" course?

Participants gain strategic analysis and business model assessment, financial analysis and investment appraisal, performance measurement and KPI design, and leadership, stakeholder influence and change delivery. These four skills cover the business and management capabilities expected at senior levels in banking.



Q4 What tools, methods, or standards are covered in the "Mini MBA for Banking & Finance Professionals" course?

The course covers SWOT, PESTLE and Porter's Five Forces analysis, business model and value proposition frameworks, financial statement and ratio analysis, costing and contribution analysis, working capital management, net present value, internal rate of return and payback appraisal, cost of capital concepts, budgeting and variance analysis, segmentation, targeting and positioning models, pricing strategy, customer lifetime value analysis, process mapping and lean methods, capacity and quality management, the balanced scorecard and KPI design, situational leadership models, negotiation and influence techniques, change management frameworks, and corporate governance and ethics principles.

Q5 How is the "Mini MBA for Banking & Finance Professionals" course applied in real-world practice?

Participants apply the frameworks to their own business areas. They analyse strategy and competitors, appraise investment proposals, build business cases, design performance dashboards, and plan team and change initiatives. Many leave with a business case and a personal development plan ready to present.