

Executive Certification in Corporate & Commercial Banking



Executive Certification | 17–18 Credit Hours

1. Program Overview

Corporate and commercial banking requires bankers to understand business clients, identify financial needs, map suitable banking solutions, coordinate with internal credit and product teams, and manage relationships in a profitable, compliant, and risk-aware manner. This executive certification is designed to strengthen practical relationship-banking capability for professionals involved in corporate banking, commercial banking, business development, client management, credit coordination, and portfolio growth.

3. Key Learning Areas

Corporate/commercial banking fundamentals, client needs, relationship management, product mapping, working capital, transaction banking, trade, cash management, portfolio profitability, credit coordination, conduct, compliance, relationship risk, and corporate banking simulations.

2. This Program Helps Participants Answer

1. What does this business client really need from the bank?
2. Which banking solutions fit the client’s operating cycle and financial needs?
3. How can the relationship be grown profitably without creating excessive risk?
4. How should RMs coordinate with credit, risk, operations, and product teams?
5. What makes a corporate or commercial banking relationship sustainable?

4. Target Participants

Relationship managers, corporate banking professionals, commercial banking teams, SME teams moving toward larger clients, branch managers handling business clients, business development officers, credit officers supporting RMs, banking trainees, product teams, transaction banking teams, and finance professionals working with corporate clients.

5. Program Structure / Modules

Module	Focus	Indicative Hours
1. Corporate & Commercial Banking Fundamentals	Client segments, relationship-banking models, business banking revenue drivers, and role within a bank.	2
2. Understanding Business Clients & Banking Needs	Business models, ownership structures, operating cycles, industry context, client pain points, and needs diagnosis.	3
3. Banking Products & Working Capital Solutions	Lending facilities, working capital products, trade finance, guarantees, cash management, deposits, collections, and payments.	4
4. Relationship Management & Client Acquisition	Prospecting, onboarding, relationship planning, meetings, trust-building, business conversations, and cross-selling.	3
5. Portfolio Profitability, Credit Coordination & Risk Awareness	Wallet share, pricing, portfolio monitoring, internal coordination, and responsible relationship growth.	3
6. Corporate Banking Simulation Workshop	Client scenarios, needs diagnosis, product mapping, relationship planning, credit coordination, and growth recommendations.	2–3

6. Practical Learning Methodology

Corporate client cases, relationship-mapping exercises, client-needs diagnosis workshops, product-solution mapping, RM-client conversation simulations, portfolio profitability exercises, cross-functional coordination scenarios, and corporate banking simulations.

7. Expected Learning Outcomes

1. Understand corporate and commercial banking relationship economics.
2. Diagnose business-client needs and match suitable banking solutions.
3. Conduct more effective client conversations and relationship reviews.
4. Coordinate better with credit, risk, operations, and product teams.
5. Develop practical, profitable, and risk-aware relationship plans.

8. Program Information

Item	Details
Course Code	C2026/10/05
Certification Type	Executive Certification
Duration	17–18 Credit Hours
Delivery Format	In-Person / Online / Hybrid, subject to institutional requirements
Recommended Cohort Size	20–35 participants
Scheduling Options	Weekday / Weekend / Customized corporate cohorts
Corporate Delivery	Available for in-house institutional delivery
Assessment Format	Client case exercises, relationship simulations, portfolio exercises, and practical assessment
Certification Awarded By	NID Capital
Pricing	Customized corporate pricing available upon request
Note	Module hours are indicative and may be adjusted for customized corporate cohorts.