

Moody's Certificate in Small Business Banking

Certifying the highest standards in small business credit analysis and lending decisions

PROGRAMME OVERVIEW

The Moody's Certificate in Small Business Banking (CSBB) is a globally recognised certification programme tailored for India. CSBB leverages Moody's Analytics deep expertise in credit risk management, providing learners with the full spectrum of skills and knowledge in Small and Medium Enterprise (SME) loan sourcing and decisioning. The programme is delivered in two levels, building foundational knowledge as well as applied skills. CSBB provides proficiency in identifying profitable loan opportunities, assessing borrower risk, monitoring early warning signals and remediating problem loans. Individuals are awarded the certificate once they complete the two levels and pass the certification exam. By adopting the CSBB certification, banks in India can ensure that their employees possess the skills expected of credit specialists.

CSBB PROGRAMME BENEFITS

Upon completion, your staff will be able to:

- » Identify and source profitable SME business clients.
- » Undertake a structured approach to analysing borrower risk and making informed credit decisions.
- » Monitor the portfolio to identify early warning signals and take appropriate steps to remediate credit deterioration.
- » Receive the industry's gold standard in credit certification.

WHO SHOULD ENROL

Small business lending officers, client acquisition managers, relationship managers, credit analysts, branch managers and credit approvers.

LEARNING PATH OPTIONS

Moody's CSBB programme can be taken by choosing one of the following learning paths:

Online Learning Path



Blended Learning Path



Programme Outline

Level 1 – Foundational Course (online)

Sub-Courses: 10

Modules: 39

Sub-Courses	Modules
1. Introduction and Overview of SME Lending in India	<ol style="list-style-type: none"> 1. Importance of credit and role of banks in Indian financial system 2. Overview of SME segment and challenges of SME lending 3. Legal and regulatory framework and policies related to banking and SME lending in India 4. Types of credit facilities offered for SME borrowers
2. Fundamentals of Credit Risk, Assessment Models and Credit Appraisal Process in SME Lending	<ol style="list-style-type: none"> 5. Understanding credit risk 6. Credit assessment framework and SME credit models 7. SME credit process and key due diligence
3. A Primer on Accounting Issues and Financial Statements for SME Lenders	<ol style="list-style-type: none"> 8. Financial statement structure 9. Key accounting principles 10. Analytical inference using financial accounts of SMEs
4. Credit Analysis Framework – Business Risk Assessment	<ol style="list-style-type: none"> 11. Credit analysis framework - business risk 12. Assessing business environment 13. Assessing industry status 14. Assessing competition 15. Assessing company vulnerability 16. Assessing business operating risk
5. Credit Analysis Framework – Owner/Promoter Risk Assessment	<ol style="list-style-type: none"> 17. Credit analysis framework - management and owner risk 18. Owner/promoter integrity 19. Owner/promoter skill and execution 20. Owner/promoter scope

<p>6. Credit Analysis Framework – Financial Risk Assessment</p>	<p>21. Credit analysis framework – financial risk 22. Businesses and their borrowing needs 23. Profitability ratios 24. Activity ratios 25. Capital spending, gearing, and debt coverage 26. Cash flow analysis 27. Liquidity and operational risk</p>
<p>7. Credit Analysis Framework - Assessing Fund-Based and Non-Fund based Credits</p>	<p>28. Assessment of working capital facilities 29. Assessment of term loan for capital investment 30. Assessment of quasi credit/non-funded facilities</p>
<p>8. Credit Analysis Framework – Structure, Securities and Risk Mitigation Assessment</p>	<p>31. Facility structuring and documentation 32. Security and guarantees</p>
<p>9. Credit Decision and Effective Monitoring for SME Lending</p>	<p>33. Credit ratings framework and pricing/risk-reward 34. Credit administration/ documentation 35. Effective credit monitoring processes 36. Portfolio-level risk management</p>
<p>10. SME Problem Credit and NPA Management</p>	<p>37. Early detection signals and practices 38. Impairment grading and regulatory reporting and classification procedures 39. Recovery management process and institutional approaches</p>

Level 2 – Skills Application Course (online)

Level 2 comprises of practical immersive application of concepts covered in Level 1, using real-life small business case studies and lending scenarios. Each of the practical applications are aimed at strengthening on the job performance by providing individuals with situations, credit assessments and decisions they would normally experience in their day to day job.

Our immersive self-practice sessions are uniquely developed by subject matter experts to help your staff understand some of the most important questions professionals face in small business lending environment, especially those pertaining to application of knowledge and acquired skills.

Participants will use real-life client scenarios involving Indian small business/SME clients to do the following:

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| <ul style="list-style-type: none"> • Undertake a client suitability due diligence assessment at the sourcing stage. • Conduct an effective promoter risk and business risk assessment using the analytical framework. • Analyse and interpret financial and proxy financial statements to assess the overall financial risk. • Assess working capital requirements using applicable assessment methodologies (including MPBF) and propose the right credit facilities based on borrower risk. | <ul style="list-style-type: none"> • Assess non-funded facilities using applicable assessment methodologies and propose the right credit facilities based on borrower risk. • Propose superior risk mitigation/ protection through evaluating the collateral/security controls and pricing. • Apply monitoring and mitigation tools at borrower level and portfolio level to preempt problem loans. |
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The combination of both Level 1 and Level 2 courses support the overall development and continuous improvement of your staff helping them reach a level of credit sophistication that is relevant to the market. Upon completion of Level 2, the learner will be eligible to register for the proctored certification exam.

Why Choose Our Certifications

1

Proven Best Practices

Extensive experience in design and delivery of certifications developed by credit specialists who are industry experts.

2

Local Capabilities

Global standards have been tailored to the Indian market. Over 1,000 employees and a network of Moody's approved local facilitators on the ground in India.

3

Cutting-Edge

Mobile ready. Accessible anytime, anywhere. The use of interactive online simulations offers individuals a rich learning experience.

CERTIFICATION EXAM

- » A passing grade on Moody's certification exam is 60%.
- » Participants get up to two additional rewrite exam attempts at a fee of 3,000 INR/per attempt.

PRICING

- » Online learning path and a certification exam: 14,950 INR.
- » Blended learning path and a certification exam: 29,900 INR.
- » Corporate discounts are available for larger volumes.

CONTACT US

- » For more information on our certification programmes, or if you have any further questions, email Abhishek Pundhir at: abhishek.pundhir@moodys.com

About Moody's Analytics

Moody's Analytics helps banking, capital markets and risk practitioners worldwide respond to an evolving marketplace with confidence. We offer unique solutions and best practices for measuring and managing risk through loan origination and risk infrastructure, credit and risk analytics, economic research, financial advice and training and certification. As the training partner to many of the world's leading global and regional banks, we have proven experience and expertise in delivering world-class solutions that enhance staff proficiency and drive lasting business impact.