

1 Million+

Total Learners



11,000+

Companies trained



280+

Courses offered



13

Languages



148

Countries



114

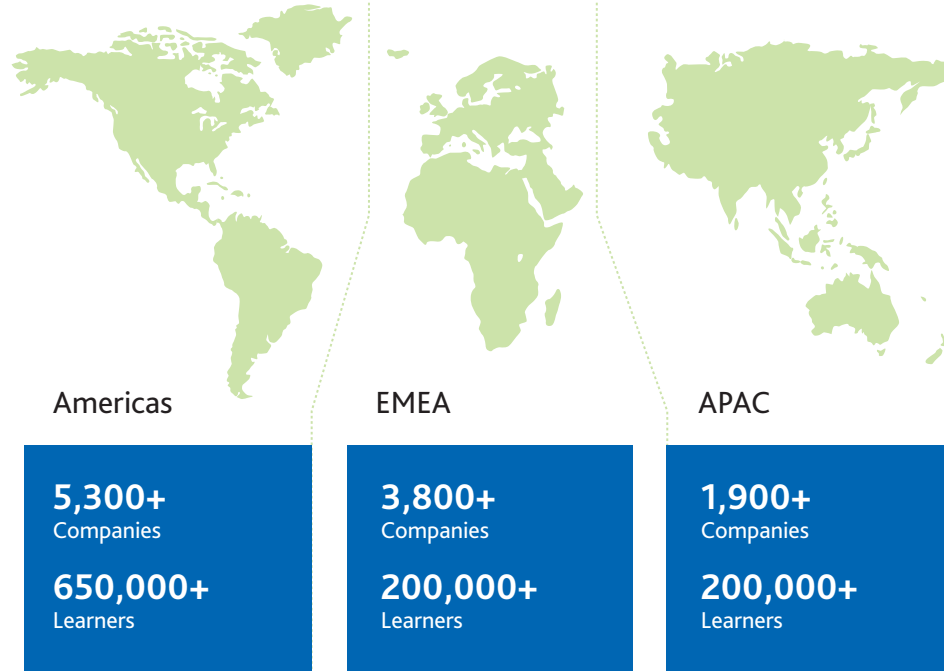
Exam centers



3,000+

Exam sessions
scheduled per year

We provide training for 11,000+
companies throughout the world



TESTIMONIALS

MAJOR EUROPEAN BANK

"Moody's is a highly professional training organization with facilitators of the highest standard that we have ever had the pleasure of working with. The Moody's team is professional and a joy to work with."

PREMIER FINANCING AGENCY

"The expertise of our web class instructors combined with the modern, interactive instructional design of the web classes themselves have helped the agency increase speed to performance and optimize a reduced training budget."

LEADING SOUTHEAST ASIAN BANK

"Our training efforts with Moody's represent a continual and concerted effort to increase the bank's return on investment."

OUR SOLUTIONS



eLearning



Classroom
Training



Custom
Reporting



Diagnostic
Tools



Collaborative
Learning



Web Classes



Case Studies



Mentoring
Toolkits



Microlearning

OUR APPROACH

- 1 Evaluate Learning Needs**
- 2 Design Targeted Solutions**
- 3 Implement & Embed Solutions**
- 4 Evaluate Results**
- 5 Reinforce Skills**



Gold Award for Best Enterprise Learning Platform Implementation 2016



**RETAIL
BANKING**

CREDIT AND LENDING

Retail Lending
 Microlearning: Distressed Market Series – Retail Banking
 Consumer Lending: U.S. Edition
 Consumer Lending: Australia Edition
 Understanding Personal Cash Flow
 Minimizing Conduct Risk
 Private Banker Lending

SALES & SERVICE / RELATIONSHIP MANAGEMENT

Pitching for Business
 Difficult Conversations (Retail Edition)
 Relationship Excellence
 Negotiation Skills
 Building Wallet Share
 Minimizing Conduct Risk
 Creating Customer Connections
 Building Customer Connections
 Advancing Customer Connections

UNIVERSAL BANKING

Certified Retail Banker
 Professional Retail Banker
 Certified Branch Manager
 Certified Cards and Payments Professional
 Certified Wealth Practitioner

CERTIFICATIONS

Certified Retail Banker
 Professional Retail Banker
 Certified Branch Manager
 Certified Cards and Payments Professional
 Certified Wealth Practitioner

**SME/BUSINESS
BANKING**

CREDIT AND LENDING

Business Lending Fundamentals
 ESG Risk Assessment for Lenders and Asset Managers
 Microlearning: Distressed Market Series – Business Lending
 Credit Reasoning and Writing
 Problem Loans
 Accounting for Credit Professionals
 Financial Accounting for Lenders
 Due Diligence and Compliance
 Problem Loans: Commercial and SME Banking
 Building Small Business Acumen
 Certificate in Small Business Banking
 Commercial Loans to Small Business: U.S. Edition
 Commercial Loans to Small Business: International Edition
 Delivering Small Business Solutions
 Small Business Lending: International Edition

SALES & SERVICE / RELATIONSHIP MANAGEMENT

Business Development Skills
 Managing Client Relationships
 Personal Effectiveness Skills
 Sales & Negotiation Skills
 Collaborative Small Business Conversations
 High-Impact Prospecting and Networking
 Optimizing Cash Flow: Advising Small Business Clients
 Optimizing Relationships with Small Business Clients
 Effective Credit Conversations
 Pitching for Business
 Relationship Excellence
 Negotiation Skills
 Building Wallet Share
 Minimizing Conduct Risk

CERTIFICATIONS

Certificate in Small Business Banking

**COMMERCIAL
BANKING**

CREDIT AND LENDING

Fundamentals of Corporate Credit
 Problem Credits: Early Warning Signs and Restructuring
 Credit Reasoning and Writing
 Credit Masterclass
 Advanced Financial Statement Analysis
 Evaluating Liquidity Risk
 Covenants and Documentation
 Corporate Cash Flow Analysis
 Corporate Debt Restructuring
 Commercial Lending
 Microlearning: Distressed Market Series – Commercial Real Estate
 Integrated Analysis and Decision Making
 Loan Documentation
 Profitability and Credit Risk
 Certificate in Commercial Credit
 Business Lending Fundamentals
 ESG Risk Assessment for Lenders and Asset Managers
 Microlearning: Distressed Market Series – Business Lending
 Credit Reasoning and Writing
 Problem Loans
 Accounting for Credit Professionals
 Financial Accounting for Lenders
 Due Diligence and Compliance
 Problem Loans: Commercial and SME Banking

LEGEND

- eLearning
- Instructor-Led Training
- Blended

**COMMERCIAL
BANKING**

INDUSTRY & SECTOR ANALYSIS

Trade Finance
Agribusiness Lending
Analyzing Commercial Real Estate
Commercial Real Estate Analysis Foundations
Advanced Commercial Real Estate Analysis
Trade and Commodity Finance: EMEA
Introduction To Public Finance
Insurance Credit Analysis
Financial Analysis of Local Governments

**SALES & SERVICE
/ RELATIONSHIP MANAGEMENT**

Collaborative Business Conversations
Business Development Skills
Managing Client Relationships
Personal Effectiveness Skills
Sales & Negotiation Skills
Collaborative Small Business Conversations
High-Impact Prospecting and Networking
Pitching for Business
Relationship Excellence
Negotiation Skills
Building Wallet Share

CERTIFICATIONS

Certificate in Commercial Credit

**CORPORATE
BANKING**

**DEBT MARKET ISSUANCE,
ANALYSIS & INVESTING**

Corporate Credit Rating Analysis
Securitization & Structured Finance
High Yield Bond Covenants:
A Practical Approach
High Yield and Leveraged Finance Credit Analysis
Leveraged Loan Credit Agreements
in the US Market: A Practical Approach

INDUSTRY AND SECTOR ANALYSIS

Project Finance Masterclass
Fundamentals of Bank Credit Risk Analysis
Advanced Bank Risk Analysis
Analysis of Sovereign and Country Risk
Trade Finance
Agribusiness Lending
Analyzing Commercial Real Estate
Commercial Real Estate Analysis Foundations
Advanced Commercial Real Estate Analysis
Trade and Commodity Finance: EMEA
Introduction To Public Finance
Insurance Credit Analysis
Financial Analysis of Local Government

**SALES & SERVICE
/ RELATIONSHIP MANAGEMENT**

Difficult Conversations (Corporate Edition)
Collaborative Business Conversations
Business Development Skills
Managing Client Relationships
Personal Effectiveness Skills
Sales & Negotiation Skills
Collaborative Small Business Conversations
High-Impact Prospecting and Networking
Pitching for Business
Relationship Excellence
Negotiation Skills
Building Wallet Share

**INVESTMENT
BANKING**

CREDIT AND LENDING

Counterparty Credit Risk
Leveraged Loan Credit Agreements
in the US Market: A Practical Approach
ESG Risk Assessment for Lenders and Asset Managers
High Yield Bond Covenants: A Practical Approach
High Yield and Leveraged Finance Credit Analysis

DEBT MARKET ISSUANCE, ANALYSIS & INVESTING

Certificate in Fixed Income Trading and Sales
Certificate in Derivatives Market Strategies
Advanced Corporate Credit Analysis
High Yield Bond Covenants: A Practical Approach
Corporate Credit Rating Analysis
Securitization & Structured Finance
High Yield and Leveraged Finance Credit Analysis
Leveraged Loan Credit Agreements
in the US Market: A Practical Approach

CERTIFICATIONS

Certificate in Fixed Income Trading and Sales
Certificate in Derivatives Market Strategies

**CORPORATE
BANKING**

CREDIT AND LENDING

Advanced Corporate Credit Analysis
Leveraged Loan Credit Agreements
in the US Market: A Practical Approach
High Yield and Leveraged Finance
Credit Analysis
Fundamentals of Corporate Credit
Problem Credits: Early Warning Signs and Restructuring
Credit Reasoning and Writing
Credit Masterclass
Advanced Financial Statement Analysis
Evaluating Liquidity Risk
Covenants and Documentation
Corporate Cash Flow Analysis
Corporate Debt Restructuring
ESG Risk Assessment for Lenders and Asset Managers

LEGEND

- eLearning
- Instructor-Led Training
- Blended

CREDIT UNION

CREDIT AND LENDING

Building Small Business Acumen
Business Lending Fundamentals

SALES & SERVICE / RELATIONSHIP MANAGEMENT

Advancing Member Connections
Building Member Connections
Creating Member Connections
Collaborative Small Business Conversations

WEALTH MANAGEMENT

DEBT MARKET ISSUANCE, ANALYSIS & INVESTING

Certified International Wealth Manager
Negative Interest Rates: Origins and Implications
Investing in Bitcoin: Opportunities and Risks

CERTIFICATIONS

Certified International Wealth Manager

SALES & SERVICE / RELATIONSHIP MANAGEMENT

Certified Wealth Practitioner

COACHING & PRACTICE

COACHING & PRACTICE

Credit Coach
Microlearning
Mentoring Toolkits
Customer Experience Coaching
Skills Application Labs
Microlearning: Distressed Market Series – Retail Banking

LEGEND

- eLearning
- Instructor-Led Training
- Blended

About Moody's Analytics

Moody's Analytics offers a wide range of immersive training programs for retail and commercial bankers. Our deep risk expertise, expansive resources and innovative application of technology help you confidently navigate an evolving marketplace. We create confidence in thousands of organizations worldwide with our commitment to excellence, open mindset approach and focus on meeting customer needs.

Contact us at learningsolutions@moodys.com