



The Certificate in Small Business Banking (CSBB) leverages Moody's expertise in credit and risk to certify achievement of the highest standards in small business client servicing and loan decisions.

#### What will I gain with the CSBB?

- » Demonstrate that you have achieved a global standard in small business loans and banking.
- » Learn how to uncover the needs, goals, and objectives of a small business.
- » Attain the skills needed to analyze the financial status of a small business, develop an appropriate solution, and mitigate risk to minimize negative outcomes.
- » Master a high level of client service to develop client loyalty and trust.
- » Build your personal brand by adhering to professional standards that establish trust and attract small business clients.

» Open doors to career opportunities.



Moody's Analytics learning solutions help transform work performance, providing you with the skills and tools to apply complex concepts and make sound credit decisions.



Moody's Analytics programs provide robust lending scenarios to practice complex concepts, apply new credit skills and demonstrate mastery.

## How do I qualify for the CSBB?

- » The CSBB requires the completion of three eLearning courses: Small Business Lending, Optimizing Relationships with Small Business Clients, and Delivering Small Business Solutions, followed by an in-person exam.
- » The program can be completed in 65 to 75 hours.
- » Concentrate your learning on the areas where you have knowledge gaps, through our pre-course diagnostics.
- » Optimize your learning time through our engaging, industry-leading online programs with interactive, multi-media lessons, which feature videos and quizzes.
- » Build your confidence by practicing complex concepts, applying new skills, and demonstrating mastery with a robust simulation based on a real lending scenario.
- » Prepare for the certification exam with course reviews and practice.
- » Program sponsors can monitor participation, assess performance, and access critical detail to support ROI measurement.

The CSBB helps small business bankers gain credibility. It provides lenders with the skills to develop customized credit recommendations while understanding and adhering to credit granting guidelines and risk levels.

By adopting the CSBB certification program, lending institutions can ensure that their employees possess the skills expected of world-class credit practitioners. The CSBB delivers a holistic body of knowledge to individuals in small business banking roles, thus enabling these practitioners to better service their clients and protect the bank from poor credit decisions. The program provides a strong foundation of credit skills to identify and assess risk in the lending process. It also teaches lenders communication and interviewing skills to develop the trusted client-advisor relationships that small business clients seek.

With this knowledge, the small business banker is then taught to develop customized credit recommendations and proposals that meet the client's requirements while adhering to the organization's credit granting guidelines and risk levels.

International IFRS Edition	USD 1,700
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US Edition	USD 1,700
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## LEARN MORE

Learn more about Moody's Analytics industry-leading learning solutions. Contact us at [elearning@moodys.com](mailto:elearning@moodys.com) or visit us at [www.moodysanalytics.com/learning](http://www.moodysanalytics.com/learning).

[www.moodysanalytics.com/learning](http://www.moodysanalytics.com/learning)

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