



#### DURATION

1 - 2 days



#### DELIVERY CHANNEL

Instructor-led training



#### Available Topics:

- » Consumer credit
- » Small- and medium-enterprise lending
- » Commercial and corporate credit
- » Agribusiness lending
- » Commercial real estate lending
- » Credit sales and prospecting
- » Business accounting (from the credit professional's perspective)
- » Wealth management
- » Selling to and servicing clients

#### Instructor-led training

## Skills Application Labs

### ADVANCE LEARNERS' SKILLS DURING DYNAMIC GROUP SESSIONS

#### OVERVIEW & BENEFITS

Skills application labs (SALs) provide an exciting and challenging opportunity for participants to "take the lead" as they apply the skills and knowledge they've gained through Moody's Analytics eLearning courses.

During these on-site, facilitated training events, participants evaluate banking and lending opportunities, brought to life via comprehensive case studies and real-world business scenarios. Throughout each session, the facilitator encourages participants to hone their abilities by using what they've learned to draw their own conclusions and make their own decisions.

These one- to two-day sessions also feature:

- Small- and large-group activities that encourage participants to learn from one another
- Animations that bring the content to life, compelling learners to gather information by carefully listening to borrowers, just as they would in the real world
- Instant-response polling to encourage discussion and give all participants a voice
- Capstone activities, including mock loan presentations and recorded skill practices, that challenge learners to demonstrate proficiency
- Expert-level facilitation and feedback from highly qualified instructors with extensive banking and lending experience

Prior to a skills application lab, the facilitator will work with your organization to incorporate its policies and procedures into the training, and customize the delivery in ways that make it even more meaningful and relevant to learners.

#### LEARNING OBJECTIVE

Build confidence and accelerate speed to performance by applying newly acquired skills and knowledge in a classroom setting.

#### COMPETENCIES GAINED

##### Participants will be able to:

- Improve their judgement and decision-making abilities
- More readily and confidently transfer new skills to their daily activities
- Build collaborative relationships with their peers
- Enhance the financial institution's return on training investment

#### TARGET AUDIENCE

Skills application labs are suitable for anyone who has successfully completed the companion Moody's Analytics eLearning course.