



2019

Online Bank Management Simulation Training

The competition

The Bank Management Simulation Program, provides participants with a broad perspective on the business of banking. By taking on the role of the management team of a virtual bank for the duration of four financial quarters, participants of the Battle of the Banks (BOTB) become familiar with the products and the activities of a full-service bank. Whilst interacting with the banking simulation that is close to reality, participants get to experience the impact that the economy, regulations as well as the competition have on the financial performance of a bank. Decisions are also made on the mitigation of some key risks facing banks today. The simulation program provides a powerful and engaging learning experience set in the context of the current banking environment. Participants develop skills and insights focusing on what it takes to manage a full-service bank successfully in today's competitive and volatile marketplace.

Why the competition?

"The Battle of the Banks competition is about empowering banks and empowering people that work in banks to think about the broader business as well as to think like business owners. What is going to drive the success of most African economies is that Africa has strong and very stable financial systems and institutions. The idea of working in a simulated environment where you have to think about what it's going to take to run the entire organisation and make decisions is such a phenomenal way of getting people to learn, grow and to develop capacity.

It is also a fantastic way for the banks to identify talent within the organisation so that they can grow and retain their staff."

Candice Dott – Head of Market Development, Middle East & Africa - Refinitiv



Why does Africa need this type of education?

“Africa has tremendous potential. Current statistics state that Africa is the youngest continent in the world, and that 50% of the world's working population is going to come from Africa by the year 2050. Africa also has the fastest growing middle class, however Africa is being held back by some economic issues like high unemployment and poverty and unless we all work and do our part to drive sustainability, capacity building and to educate, Africa is never really going to fulfil its full potential. Therefore it is a responsibility for every leader and every corporate and institution working on the continent to drive that building capacity so that we can all together, empower Africa's success.”

Candice Dott – Head of Market Development, Middle East & Africa - Refinitiv

Who should participate?

- Financial professionals with 2 – 7 years' experience
- Teams from banks, financial institutions and consulting companies
- From various departments within a bank/ organisation e.g. treasury, risk, sales and finance

Benefits of the Competition

(a) For Battle of the Banks Participants:

1. Provides a complete and holistic view into the operations of a full-service bank in a dynamic competitive environment.
2. Exposes participants to the challenges of risk management strategies, corporate governance and business ethics.
3. Assists participants in making responsible decisions to drive Shareholder Value Creation for the bank, considering all core stakeholders, e.g. clients, personnel, regulators and shareholders.
4. Enhances the understanding of the key value drivers in a bank, namely financial performance, customer appreciation and loyalty, compliance to regulations and brand image.

(b) For Learning and development

1. Battle of the Banks is the perfect platform for creating a common level of understanding among a diverse group of new entrants.
2. The simulation improves the adaption of personnel to the market and competitiveness of external environments
3. Battle of the Banks is an ideal tool for developing Top Talent
4. It offers alternative ways and opportunities to learn more about banking and the financial services industry.
5. Battle of the Banks enhances risk management thinking: maturities, collateral, interest rate gaps, risk-weighted assets, classification of risks, controls, reporting, balance between risks and growth.
6. It creates opportunities for the exchange of experience and ideas
7. The simulation is a supreme tool for team building and problem solving exercises.

Tasks of participants

Participants are emerged into a realistic banking environment where they take on the role of the management team of a bank for the duration of four financial quarters.

As part of the management team, participants are expected each quarter to make several decisions for their bank in a single geographical market. Depending on the target group and learning objectives, certain banking activities and products can be enabled or disabled for the session. This flexibility allows for the complexity of the simulation program to be fine-tuned in order to suit the specific learning outcomes of a client. Each quarter participants decide on the following:

- **Retail banking activities** - participants decide on pricing and the amount of new business they want to attract as far as personal loans, credit cards, home loans, saving accounts and certificates of deposit are concerned
- **Corporate (Business) banking activities** - participants decide on pricing and new business they want to attract in four major industries in the economy.
- **Private Banking activities** - Portfolio Management, Internet Brokerage and Investment Advice
- **Investment banking activities** - Trading activities, underwriting and mergers and acquisitions
- **Distribution Channel Management** - they decide on their branch network, self-banking kiosks, marketing, training of personnel, technology etc.
- **Funding sources** - participants have to decide on the diversification of various funding sources available

- **Training, IT, and marketing** - decisions have to be made on how much to invest in training in staff, IT, and marketing to increase the performance of the bank.
- **Risk Management** - Decisions have to be made on Credit Risk, Interest Rate Risk and deployment of capital.
- **Macroeconomic Environment** - Participants need to take a number of key macroeconomic indicators into account when making quarterly decisions for their bank. Among other, the central bank funding rate, gross domestic product, consumer price index as well as the housing market need to be taken into account.

Forecast simulation: Analysing the impact of decisions

An additional unique feature to the simulation is the forecast simulation option. Once all decisions for a quarter have been completed, a team can forecast their results before submitting their final decisions. Through the analysis of their simulated results, new entrants obtain an immediate view on the cause and effect of decisions that they have made for their bank.

Key Learning Objectives

At the end of having managed a "full-service virtual bank" for four financial quarters, participants are left with the following:

1. A deeper understanding of the business of banking and bank specific terminology
2. An overview of the different activities that are typically performed in a full-service bank
3. Insight into how the different areas of the business interact to enhance overall business and financial performance.
4. The knowledge of how to deal with competition in the marketplace
5. Increased familiarity with the financial statement of a bank that reflect the following: Return on Equity; Key performance measures used in banking; Portfolio mix and growth and the financial position of the bank
6. Insight into how key macroeconomic indicators impact the decision-making process in a bank
7. The advantage of having exchanged experiences, ideas and networking.



**The 2018 Finalists
at the Refinitiv
Excellence Awards**

Performance Measurement

Upon completion of four financial quarters, an assessment is done on the performance of each team Performance is measured using the following four criteria:

Share price appreciation	40%
Financial Risk Management	40%
Strategy & Mission implementation	10%
Financial Objectives achieved	10%

Battle plan:

- **Registration Deadline:** 30 June 2019
- Competition starts: 15 July 2019
- Teams of 4 members (we suggest banks assign a mentor to assist each team)
- The finalists run 2 quarters online and 2 quarters in a live environment, then do a presentation to "a Supervisory Board", where after the winners will be announced at a Refinitiv event.



The 2018 BATTLE of the BANK\$ winners, team Big Bank Theory from RMB South Africa

What else is included?

- Free Refinitiv Eikon Messenger for the duration of the competition for 4 team members
- Free e-learning workshops for each delegate (value over \$2000 per person):
 - ✓ Asset and Liability Management
 - ✓ Fundamentals of the Fixed Income Market
 - ✓ Introduction to Basel II & III
 - ✓ Understanding Risk Appetite
 - ✓ Introduction to Financial mathematics
 - ✓ Interpreting a bank's Financial Statements
 - ✓ Introduction to Derivatives
- **The winning team's Bank will receive:**
 - ✓ **A one year corporate e-learning solution from Icap Training solutions valued at \$20 000.00**
(This enables any employee of your organization, in one country, access to all of our e-workshops for a 1 year period – currently 14 workshops).
 - ✓ **A 3 month Refinitiv Eikon license valued at \$3 000.00.**
 - ✓ A trophy for the bank, and individual trophies for the team members.

What previous contestants had to say about the competition:

- “I’ve been in Banking for close to 10 years, and didn’t know that there was so much I didn’t know about the rest of the bank, or why my CEO makes the decisions he makes! But after going through the Battle of the Banks, I now understand the reasoning.”
- “The experience gained couldn’t be taught in any classroom.”
- “A great learning opportunity, getting to interact with and learn from colleagues you wouldn’t normally interact with.”
- “Battle of the Banks touches on every single challenge in the banking industry.”
- “I’d recommend that banks use Battle of the Banks to train their staff immediately after induction education programs.”

BATTLE OF THE BANKS 2019 REGISTRATION FORM

To register, please complete this form and email it to: andrew.farrer@icaps.com

Company Name:		
Team Name:		
Tick box if you'll send team member details at a later date <input type="checkbox"/>		
Team Registration Fee: 1 Team \$2500.00 2 Teams \$2250.00 each 3 Teams \$2000.00 each		
TEAM MEMBER DETAILS		
1	Full name:	Position:
	Department:	Email:
	Telephone number:	Mobile number:
2	Full name:	Position:
	Department:	Email:
	Telephone number:	Mobile number:
3	Full name:	Position:
	Department:	Email:
	Telephone number:	Mobile number:
4	Full name:	Position:
	Department:	Email:
	Telephone number:	Mobile number:

AUTHORISATION FOR DELEGATES TO ATTEND

I _____, the undersigned, acknowledge that I am duly authorized to sign on behalf of _____, Bank/ Organisation for our team to attend this workshop.

Signature _____ Date: _____

Stamp/ PO Number	Name:
	Position:
	Email:

Registrations will only be confirmed once payment has been received

Substitutions are acceptable at no additional charge

Deadline for entries: 30 June 2019

Competition starts :15 July 2019

Competition ends: Phase 15 July - 16 Aug 2019; Phase 19 Aug – 30 September 2019

Finals: TBC Early October 2019