



IBFCA Alliance
partnering for performance

OPEN NOMINATION CALENDAR

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Welcome

PARTNER.

We are glad to work with you as you plan your institution's or personal Learning Journey, in 2023 !!



AGENDA



About Us

- Our capacity Statement



Our Approach

- Methodology & Delivery Approach



Course Synopsis



ABOUT US



OUR CAPABILITY STATEMENT

- Between 1992 and 1999, the business known as IBFC*Agusto* Training Limited, was carried out in the training divisions of two related companies. In 1999, it became a joint venture training business, and was later incorporated into a limited liability company (IBFC*Agusto* Training Limited) in 2001.
- Effective 1st of July 2014, consequent upon a business restructuring exercise, IBFC*Agusto* Training Ltd and Alliance Consulting (one of its owner firms) combined their businesses to form IBFC*Alliance* Limited. Over the years, the company has provided bespoke training courses and seminars in the Nigerian market and beyond.

OUR CAPABILITY STATEMENT

For close to three decades, we have been involved in providing critical capacity support to various sectors of the Nigerian economy including the:



**FINANCIAL
SERVICE
INDUSTRY**



**OIL AND
GAS
INDUSTRY**



**MANUFACTURING
INDUSTRY**



**TELECOMS
INDUSTRY**



**SERVICES
INDUSTRY**



**PUBLIC
SECTOR**

Our footprint extends beyond Nigeria as we have carried out training and consulting assignments for leading organizations in:

- Ghana
- Sierra Leone
- Gambia

as well as multi-lateral organizations like the IFC



OUR APPROACH

OUR LEARNING & DEVELOPMENT INTERVENTION APPROACH

- We deliver our learning and development interventions using global best practices.
- Our learning approach:
 - Web-based delivery (virtual)
 - Instructor led
 - Modular format
 - Theoretical Concepts
 - Discussion groups
 - Practical Exercises & Case Studies
 - e-Learning

OUR METHODOLOGY

- We deliver our learning and development interventions to global standards
- The courses will be delivered in modular formats either in a classroom or an online learning environment
- A combination of lecture, discussion, video and case study method will be used.
- Course materials will be sent ahead to the participants to study before the session.
- e-certificates will be given to the participants at the end of the virtual session.

2023

OUR PRODUCTS/SERVICES

Offerings

SPECIALIZED COURSE OFFERINGS

MANAGEMENT DEVELOPMENT PROGRAMME (MDP) ▶

Bespoke learning engagement for mid-level management staff, over 2 to 3 Months (15/20 days of developmental engagement) for in-depth understanding of the commercial aspect of business

To be led (instructor - led facilitation) by Industry Professionals

EXECUTIVE DEVELOPMENT PROGRAMME (EDP) ▶

Custom-made learning engagement, designed for executive management, over 5 days to focus on strategic management and the development of good leadership strategies. It will hone their business acumen to inspire high-impact performance.

To be led by Industry Experts (both local and International) @ International venues

e- LEARNING COURSES ▶

- Accounting
- Financial Statement Analysis
- Foundational Credit
- Financial Independent Beyond the Career

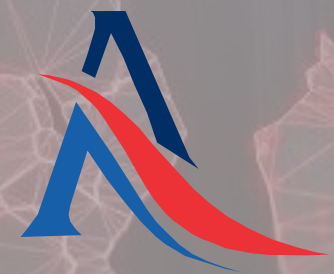
- Retail → Single User Purchase
- Commercial → Bulk User Purchase
- Outright Purchase

INTERNATIONAL PARTNERSHIP TRAINING FOR BESPOKE COURSES ▶

International and local training arrangement with our International Partners in United Arab Emirates (UAE)

COURSES FOR 2023 OPEN NOMINATION CALENDAR

COURSE	DAYS	FEE (N) <i>PHYSICAL 8 Hrs/ day</i>	DATE
PERSONAL DEVELOPMENT COURSES			
Financial Independence Beyond the Career (FIBC)	1 day	100,000	Jan. 27
Personal Financial Management & Entrepreneurial Skill	2 days	150,000	Jan. 30 - 31
GENERAL MANAGEMENT COURSES			
Essentials of Business Etiquette and Protocols	2 days	150,000	Feb. 27 - 28
Developing Leadership Competencies in a Challenging Environment	3 days	170,000	Mar. 1 - 3



Professional Communication, Presentation and Report Writing Skills	3 days	180,000	Mar. 20 - 22
Creativity and Innovation for Market Place Survival	2 day	250,000	Jun. 1 - 2
Corporate Governance and Ethics - A Panacea for Business Failure	3 days	180,000	Jun. 26 - 28
Essential Principles of Personal Effectiveness for Optimal Performance	3 days	170,000	Jul. 26 - 28
Work Life Balance for Improved Mental Wellbeing	2 days	175,000	Aug. 3 - 4
Emotional Intelligence and Interpersonal Skills	3 days	170,000	Oct. 16 - 18



ACCOUNTING AND FINANCE COURSES

Financial Modelling & Simulations	4 days	250,000	May 2 - 5
Demystifying Finance for Non-Finance Professionals	4 days	175,500	Jul. 3 - 6
Analysing Financial Reports - Facts Behind the Figures	4 days	180,000	Aug. 15 - 18
IFRS9 and Its Implication for Asset Valuation and Loans	4 days	225,000	Sept. 11 - 14

HUMAN RESOURCE COURSES

Understanding Performance Management	2 days	150,000	Apr. 19 - 20
Improving Organizational Culture & Structure	2 days	150,000	May 29 - 30
Productivity and Workforce Management	2 days	150,000	Oct. 30 - 31



MARKETING AND SALES COURSES

Digital Marketing for Improving Sales Funnel

3 days

175,500

Mar. 28 - 30

Selling and Relationship Management in a Challenging Environment

3 days

170,000

Jun. 14 - 16

Mastering the Art of Effective Negotiation

2 days

155,500

Aug. 28 - 29

Customer Service – Offering a Wow Experience

2 days

170,000

Nov. 1 - 2



BANKING COURSES

Fundamentals of Non-Interest Banking
Business in Nigeria

3 days

170,000

Feb. 1 - 3

Digital Lending Fundamentals

2 days

205,000

Mar. 9 - 10

Strategic Credit Portfolio Management

2 days

235,000

Apr. 3 - 4

Digitalization in Banking Business

3 days

170,000

May 16 - 18

Credit Risk Analysis Principles

3 days

185,000

Sept. 20 - 22

Understanding the Business of Banking

2 days

150,000

Oct. 19 - 20



INVESTMENT COURSES

Risks and Opportunities in Equities
Investment

2 days

175,500

Feb. 14 - 15

Understanding Alternative
Investments

2 days

170,000

Feb. 23 - 24

Principles of Investments and Portfolio
Management

3 days

235,000

Jul. 18 - 19

Budgeting and Performance
Management

2 days

150,000

Sept. 28 - 29

Financial Arithmetic Literacy -
Understanding the Basic Financial
Language

2 days

150,000

Nov. 13 - 14

Fundamental Equity Valuation

3 days

255,000

Nov. 27 - 29



Partnering for Performance

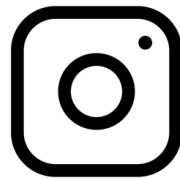
- We provide bespoke training courses that cater to your unique learning and development need(s)
- We can also deliver our training programmes virtually and on an in-plant basis



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Ibfcalliance NG



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