

PRINCIPLES OPEN COURSES FOR AUTUMN 2010

MODULE PR1.5

Principles of Risk Analysis Part I

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Dates: 16th September 2010

Time 0930 – 1300

Topics

The essential principles of the “PARSERS” approach

- getting to know customers and their businesses

The relationships between amount and purpose

The ability to repay and the security available

Expediency and the granting of credit:

- deciding on the rate in relation to the risk

The risk analysis – sales partnership

- how to build a quality portfolio
- the real impact of bad decisions on a portfolio
- the causes and symptoms of business failure
- understanding financials from a credit perspective

Analysing the risks and rewards of transactions

The proper use of financial appraisal in risk analysis

How to differentiate between cash flow and profit

The overall picture

- getting the balance right
- making the right recommendations



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