

OUR LEARNING SOLUTIONS

LEARNING SOLUTIONS - COURSES

We offer Digital Learning Solutions, in addition to our innovative instructor-led Technical and Non-Technical capacity building programmes, in collaboration with our overseas partners. These programmes focus on the latest and emerging concepts and trends in business, to help organizations achieve superior results.

On all our solutions, we deploy our almost three decades of experience having run over 1,500 courses, delivered to clients across varied sectors.

For our instructor-led courses, we employ a high-end blended learning methodology that is delivered by a strong local and international faculty team, with exposure to best-in-class practices.

BLENDED LEARNING - TECHNICAL COURSES

• FINANCIAL SERVICES - BANKING PROGRAMMES

- o The Credit Suite - Commercial, Small Business, Consumer
- o Project Finance School
- o Loan Workouts
- o SME & Retail banking
- o Trade Finance
- o Agric. Finance
- o Selling Treasury & Corporate Banking Products

• FINANCIAL SERVICES - NON-BANKING PROGRAMMES

- o Capital Market
- o Corporate Finance
- o Investment & Asset Management
- o Insurance School
- o Pension Management

• ENERGY & TECHNOLOGY

- o Power Training - Generation, Transmission, Distribution
- o Oil & Gas Workshops
- o FinTech
- o IT Governance

• AGRIC & MANUFACTURING

- o Agribusiness School
- o Export Management School
- o Quality & Process Excellence in Manufacturing

• GOVERNMENT

- o Public Sector Strategy Development and Implementation Monitoring
- o Organizational Restructuring
- o Board & Executive Retreat Facilitation

• EDUCATION & HEALTH

- o Blended Learning for Educational Institutions
- o Virtual Learning
- o Digital Learning Techniques

• RISK MANAGEMENT

- o Risk School
- o Advanced Risk Management
- o Basel III & The Regulatory Framework
- o Solvency II
- o Blockchain in Banking
- o Energy Risk Management
- o Cyber Risk Management
- o IT Risk Management
- o Treasury Risk Management
- o Credit Risk Management
- o Agribusiness Risk Management
- o Export Risk Management
- o Talent Risk Management
- o Ethics & Legal Compliance Training
- o Operational Risk & Sustainability

• FINANCE

- o Macroeconomics Simulation
- o Treasury Management
- o Treasury Operations
- o Trading
- o Derivatives School
- o Bonds & Fixed Income School
- o ALM & Funds Transfer Pricing

• LEGAL ISSUES IN BUSINESS

BLENDED LEARNING - CRITICAL SKILLS

• MANAGEMENT & LEADERSHIP

- o The One-Week MBA
- o On-Boarding & Induction Programmes
- o Management Development - Junior, Intermediate, Senior Levels
- o Leadership Skills
- o Coaching & Mentoring

• HR & TALENT MANAGEMENT

- o Employee Engagement Through Innovation and Reward System
- o Managing Millennials & The Changing Workplace
- o HR Metrics & Analytics
- o Succession Planning and Implementation

• STRATEGY

- o Strategy, Risk & Performance
- o Strategy Execution & Monitoring

• CUSTOMER MANAGEMENT

- o Relationship Marketing
- o Customer Relationship Management

BOARD & REGIONAL PROGRAMMES

• BOARD & EXECUTIVE PROGRAMMES

- o Risk Management Courses
- o Leadership Courses
- o Finance Courses

• REGIONAL PROGRAMMES (AFRICA)

- o Anglophone Countries (All Courses)
- o Francophone Countries (Leadership Courses)

DIGITAL LEARNING SOLUTIONS

• SIMULATIONS

- o Trading - Market, Options, Portfolio
- o Derivatives
- o Risk Management
- o Bank Management
- o Business Management
- o Portfolio Management
- o Insurance Manager

• VIRTUAL LEARNING (Distance Learning)

- o Corporate Programmes
- o Employee Promotion Programmes
- o Induction of New Employees
- o Work Force Acculturation & Sensitization

• E-LEARNING - OFF-THE-SHELF

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|--------------------------------------|----------------------------|
| o Risk | o Export |
| o Basel III | o Teller Services |
| o Compliance | o Treasury |
| o Corporate Governance | o Wealth Management |
| o AML | o Investment Banking |
| o Fraud | o Communication Skills |
| o Financial Crimes | o Business Writing |
| o Financial Reporting & IFRS | o Customer Management |
| o Cyber & Information Security | o Call Centre Services |
| o Audit | o Sales & Marketing |
| o Information Technology | o Management & Leadership |
| o Ethics | o Project Management |
| o Financial Analysis | o Professional Development |
| o Commercial, SME & Consumer Lending | o Time & Stress Management |
| o Trade Finance | o HR Fundamentals |

• E-LEARNING - CUSTOMIZED



B. LEARNING SOLUTIONS - SERVICES

At H. Pierson Learning Solutions, beyond providing instructor-led blended learning courses as well as digital learning solutions, we are able to provide consulting to support the building and advancement of your learning and development institutional framework. Some of our offerings in this regard include:

• LEARNING & DEVELOPMENT OUTSOURCING

• DIGITAL LEARNING CONSULTING

OUR OFFICES

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