

Corporate E-learning Solutions

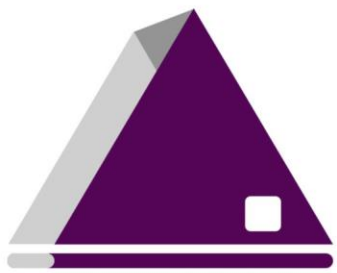




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INTRODUCTION





INTRODUCTION

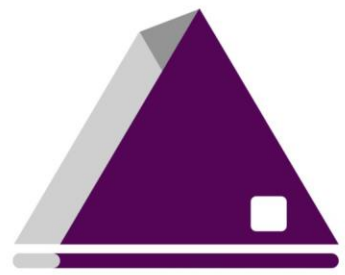
The Corporate E-learning courses at TheLearnZone are carefully curated by global subject matter experts at H. Pierson Associates.

They are designed to deliver superior value that aligns with the learning dynamics that have emerged from the systemic effects of the pandemic. They consist of 49 courses structured and produced to upskill learners in these course areas.

Over the years, we have delivered other strategic learning interventions covering Technical and Soft Skill Programmes across key sectors and governance levels of organizations.

With our global and diverse faculty team from across five continents, our E-learning Offerings are designed with high engagement tools that ensure enhanced learning internalization.





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WHAT YOU GET

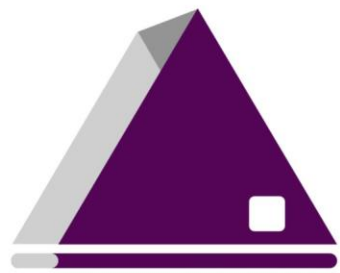




WHAT YOU GET

- Great User Experience through Multiple interactive features
- Over 3 Decades of Experience with Learning Solutions
- Microlearning Structure providing convenient durations
- Top Quality Content by global Subject Matter Experts
- Emerging Market Focus
- Great Value at a Great Discount





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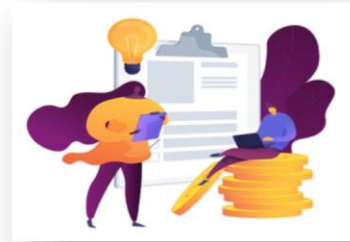
E-LEARNING COURSE CATEGORIES



E-LEARNING COURSE CATEGORIES



**Commercial Credit
Analysis**
18 COURSES



**Loan Remedial
Mgt. & Collection Strategies**
8 COURSES



Operational Risk Mgt.
11 COURSES



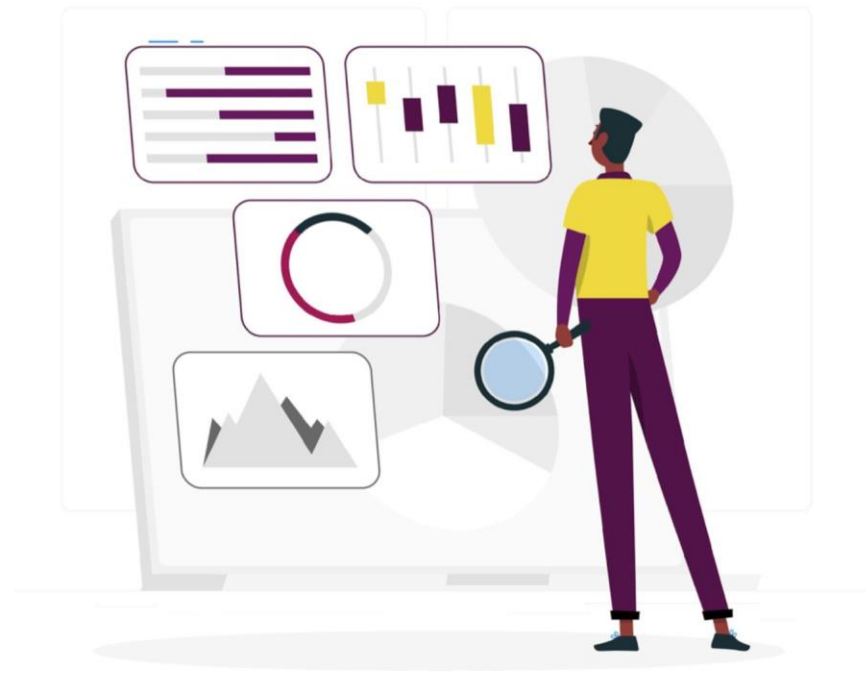
Export Management
6 COURSES



Anti-Money Laundering
6 COURSES

Commercial Credit Analysis

18 COURSES



Commercial Credit Analysis

These eighteen (18) courses are structured to provide lenders with the analytical skills needed to carry out risk assessments, structure and manage credit facilities from initiation to collection.

The courses take the reader through the process of analyzing and evaluating the risk profile in a typical credit request, establish the repayment capability, the source of repayment, and structure same to mitigate the risks, while ensuring that the lender is adequately protected.

Commercial Credit Analysis Courses

The 18 courses here comprise:

1. Overview Of the Lending Environment
2. Lending Principles
3. The Lending Process
4. Non-financial- Risk Assessment
5. Understanding Financial Statements (Financial Risk Analysis)
6. Financial Statement Analysis & Interpretation (Financial Risk Assessment)
7. Cash flow Statement Analysis for Lending Professionals
8. Projection Analysis
9. Building Financial Statements from Incomplete Records
10. Credit Risk Rating and Scoring
11. Understanding Borrowing Cause & Loan Structuring
12. Credit Products & Collateral Types
13. Capital Structure Analysis & Lending Rationale
14. Loan Structuring Principles
15. Loan Packaging Under Alternative Needs
16. Loan Administration and Monitoring
17. Remedial Management and Collection Strategies
18. Effective Credit Writing & Presentation

H. PIERSON
Achieve Superior Results

Corporate
E-learning
Courses

RISK | STRATEGY | PEOPLE



Loan Remedial Management

8 COURSES



Loan Remedial Management and Collection Strategies

The Loan Remedial eLearning bundle of courses is designed to enhance learners' credit control skills and ensure effective credit monitoring and review to keep the loan portfolio in top quality.

By adhering to the principles presented in this course, learners would be able to detect early warning signs and propose necessary actions to be taken.

For extreme cases of loan distress, this course exposes the learners to tested collection strategies that are appropriate for various situations.



Loan Remedial Management & Collection Strategies Courses

The 8 courses here comprise:

1. Overview of Credit Risk Management
2. Loan Portfolio Management
3. Lending Control Functions
4. Loan Monitoring and Review
5. Remedial Loan Management Unit structure and functions
6. Loan Impairment Measurement & Write-Offs
7. Remedial Loan Workout & Collection Strategies
8. IFRS-9: Accounting for financial instruments and credit portfolio reporting



Operational Risk Management

11 COURSES



Operational Risk Management

This course bundle comprises eleven courses covering all aspects of Operational Risk Management.

Each of the courses has been designed and developed in line with e-learning industry standards. These courses will expose learners to the concept of Risk, Operational Risk, and Operational Risk Management.

These courses provide in-depth practical hands-on knowledge of Operational Risk Management. As such, learners are able to apply the lessons learned to real-life situations and events in their workplace, for optimal performance.

Operational Risk Management Courses



The 11 courses here comprise:

1. Understanding Risk and Operational Risk
2. Operational Risk Event Categorization
3. Causes and Examples of Operational Risk Events
4. Operational Risk Management and Operational Risk Management Process
5. Risk Identification
6. Risk Assessment/Analysis Model
7. Risk Prioritization, Treatment, Monitoring & Risk Reporting
8. Basic Operational Risk Management Tools
9. Operational Risk Management Framework
10. Understanding Risk Appetite, Risk Culture, Risk and Control Self-Assessment
11. Regulatory Requirement for Operational Risk

Export Management

6 COURSES



Export Management

Our Export Management bundle comprises six courses that are designed to create an opportunity for export companies and individual learners to identify and successfully manage procedural and compliance issues toward establishing hitch-free and growth-driven export operations.

The courses provide good insights into crafting a winning export strategy and marketing plan that will have a direct impact on sharpening individual skills and corporate performance.

Export Management Courses



The 6 courses here comprise:

1. Understanding Export Business
2. Understanding Export Trade Procedures, Documentation & Guidelines
3. Institutions Funding Export in Nigeria
4. Treaties and Regional Economic Unions impacting Export Business
5. Risk Management and Controls in Export Business
6. Succeeding in Export Business: The Ground Rules

Anti-Money Laundering

6 COURSES



Anti-Money Laundering

These six courses are designed to give learners practical knowledge of Anti-Money Laundering (AML) and Counter Financing of Terrorism (CFT). The course bundle starts with the basics and foundations of AML and CFT and their significance in every organization.

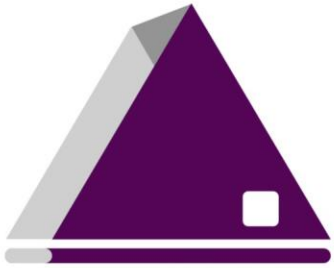
These courses provide learners with the best AML practices and initiatives to avoid reputational damage and regulatory fines.

Anti-Money Laundering Courses

The 6 courses here comprise:

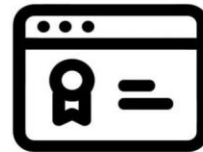
1. Overview of Money Laundering and Counter Terrorism Financing
2. High Risk Product and Services
3. Customer Due Diligence and KYC Compliance
4. Anti-Money Laundering - The Nigerian Legal Framework
5. Politically Exposed Persons (Peps)
6. Anti-Money Laundering Sanctions





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E-LEARNING CERTIFICATIONS



CPD
CERTIFIED
The CPD Certification
Service

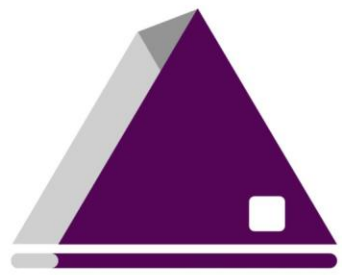


E-LEARNING CERTIFICATION

Our eLearning Certifications carry the authenticity of our over thirty years of providing trusted and high-impact corporate learning. These certifications are also backed by our strong competence-testing examinations.

Certifications offered include:

- Commercial Credit Analysis – *Certified Commercial Credit Analyst (CCCA)*
- Operational Risk Management – *Certified Operational Risk Professional (CORP)*
- Remedial Loan Management – *Certified Problem Loan Manager (CPLM)*



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BRIEF PROFILE





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H. Pierson Associates Limited is a boutique Management Consulting firm with over 30 years of providing unique Learning and Advisory solutions to its esteemed clients. The firm provides the technical input to all TheLearnZone e-Learning courses.

H. Pierson's offerings are in the areas of:

Learning Solutions

Risk Consulting

Strategy Consulting

HR Consulting



BRIEF PROFILE

The firm is set on the vision of an African Consulting firm providing industry-transforming solutions to its selected clients.

It has evolved to become a world-class institution with impressive reference sites across the various sectors.

Our target sectors are:

Financial Services

Power

Oil and Gas

Telecom & Technology

Manufacturing & Services

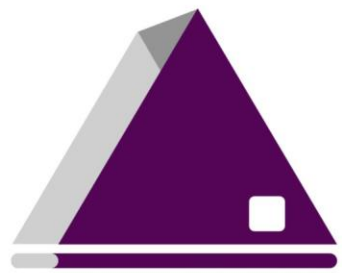
Governments

OUR EXPERIENCE

31 Years of Experience

200 Institutions served across various Industries

30 Subject Matter experts from across the 5 continents



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CONTACT US





The**LearnZone**

CONTACT US

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