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COURSE BROCHURE

# Financial Services Industry Map and Capital Flows Training Course

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Istanbul

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# Financial Services Industry Map and Capital Flows Training Course

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Financial Services Industry Map and Capital Flows is a 1-week training course for new joiners to banks, insurers and investment firms, in which each participant builds a financial industry map showing how their own employer earns, funds and risks its money. New staff who see the whole system judge clients, products and controls better. Jupiter Prime Training designed the course around that system view.

## Why Financial Services Industry Map and Capital Flows Matters Now

Three forces are reshaping the financial system that new joiners enter. Payment firms compete with banks for everyday transactions, savers are moving money into pooled funds, and supervisors expect every employee to recognise conduct and credit exposures. Staff who see how money moves between savers, borrowers and markets price risk sensibly; staff who see only their own desk miss warning signs. The course rests on the intermediation model of finance, the balance sheet view of institutions and layered risk ownership.

## Who Gains Most from Financial Services Industry Map and Capital Flows

- Early-career staff handling client accounts and onboarding in retail and commercial banks
- Insurance staff handling underwriting support, policy servicing or claims administration
- Investment firm joiners supporting portfolio operations, fund administration or client reporting
- Operations and settlement staff who process payments, trades and reconciliations between institutions
- Risk, compliance and finance juniors who need to read how each business line earns and loses money

A graduate intake attending together gains most, sharing one industry map.

## Financial Services Industry Map and Capital Flows Capabilities

Participants trace savings from a household to a borrower and name each institution, instrument and risk on the way.

- Map the main financial intermediaries and the services each sells — client conversations and referrals
- Explain how a bank, an insurer and a fund manager earn income from their balance sheets — business line priorities
- Compare money market, bond, equity and derivative instruments by purpose and risk — product suitability judgements
- Trace a payment, a loan and a securities trade from instruction to settlement — operational hand-offs
- Identify credit, market, liquidity and conduct exposures in everyday transactions — escalation to risk and compliance colleagues
- Build a financial industry map for their own institution — line manager and induction review

## Key Financial Services Industry Map and Capital Flows Terms

- Financial Intermediation — the channelling of surplus savings to borrowers and issuers through banks, insurers, funds and markets.
- Maturity Transformation — funding long-term loans with short-term deposits.
- Primary and Secondary Markets — the market where new securities are first issued, and the market where investors later trade them.
- Clearing and Settlement — the confirmation of a trade's obligations and the final exchange of cash and securities between parties.
- Underwriting — the assessment and acceptance of a risk for a premium or fee.
- Prudential Supervision — official oversight of an institution's capital, liquidity and risk controls.

## Financial Services Industry Map and Capital Flows Day by Day

## Day 1: The Financial System as a Whole

- Savers, Borrowers and Intermediaries — Why Financial Institutions Exist
- Flow of Funds Diagram — Where Household and Corporate Savings Go
- Central Bank Role and Interest Rate Setting — Cost of Money
- Payment Systems and Clearing Houses — Moving Money Between Institutions
- Sector Size Comparison Across Banking, Insurance and Funds — Career Orientation

## Day 2: How Banks Earn and Fund

- Reading a Bank Balance Sheet — Deposits, Loans and Capital
- Net Interest Margin and Fee Income — Business Line Profitability
- Retail, Commercial and Investment Banking Models — Client Segment Focus
- Credit Assessment and Loan Lifecycle — Lending Decisions and Arrears
- Liquidity Buffers and Deposit Runs — Funding Stability Lessons

## Day 3: Insurers, Asset Managers and Markets

- Insurance Premiums, Reserves and Claims Cycle — Underwriting Results
- Life Versus General Insurance Business Models — Long and Short Liabilities
- Pooled Funds, Mandates and Fee Structures — Investor Choice
- Money Market, Bond and Equity Instruments — Issuer and Investor Needs
- Exchanges, Brokers and Custodians — Trade Execution and Safekeeping

## Day 4: Supervision, Risk and Conduct

- Credit, Market, Liquidity and Operational Risk Types — Exposure Recognition
- Prudential Capital and Liquidity Requirements in General Terms — Balance Sheet Limits
- Conduct Rules and Fair Client Treatment — Sales and Advice Behaviour
- Financial Crime Controls and Client Due Diligence — Onboarding Checks
- Risk Ownership Across Business and Control Functions — Who Owns Each Control

## Day 5: Practising the Financial Industry Map

- Tracing a Mortgage From Deposit to Repayment — Applying Bank Funding Concepts
- Following a Pension Contribution Into Markets — Applying Fund and Instrument Knowledge
- Insurance Claim Case From Retail and Shipping Sectors — Applying Underwriting Concepts
- Risk Hot-Spot Marking on Transaction Chains — Applying Supervision Topics
- Financial Industry Map Completion — Presentation to Induction Panel

## Applying Financial Services Industry Map and Capital Flows After the Course

- Walk a line manager through the financial industry map of the team's main product, marking its risk hot-spots.
- Trace one live client transaction end to end with an operations colleague and note each hand-off.

## Financial Services Industry Map and Capital Flows Questions FAQ

### What is financial services industry map and capital flows training and why does it matter now?

It is training that shows how banks, insurers, funds and markets move money between savers and borrowers. It matters now because new competitors and closer supervision demand a system view from the start.

### Which roles gain most from financial services industry map and capital flows training?

New joiners to banks, insurers and investment firms gain most, especially in client service, operations, risk and finance support.

## How does financial services industry map and capital flows training differ from a banking operations course?

It looks across the whole financial system rather than one process. It explains why each institution exists, how it earns and where risk builds up, rather than how to execute payments.

## What will I bring back from financial services industry map and capital flows training?

You bring back a financial industry map of your own institution, showing its clients, funding, instruments and exposures.

## Financial Services Industry Map and Capital Flows: The Way Forward

The financial industry map first informs the induction review with a line manager, who checks that the new joiner can place the team's products within the wider system. Mentors and risk colleagues then use it to guide further learning. After the first quarter in role, revisit which risk hot-spots proved most relevant and where the map needs more detail.