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COURSE BROCHURE

Advanced Mini MBA Course for Banking and Finance Professionals

4 – 15 January 2027
Munich

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Ref: 180_5288 **Date:** 4 – 15 January 2027 **Location:** Munich **Fees:** 9500 GBP

Advanced Mini MBA for Banking and Finance Professionals is a 2-week training course for bank managers, finance professionals and high-potential leaders who are moving into roles that own a business line's results, and each participant leaves with a drafted Business Unit Strategy and Performance Plan. Margin pressure, digital challengers and tighter capital rules mean banks now need managers who connect strategy, risk and balance sheet economics in every decision. Jupiter Prime Training offers this course to the next generation of banking leaders.

Why Mini MBA for Banking and Finance Matters Now

Three forces make a banking mini MBA timely. Digital banks and payment platforms are unbundling profitable products, forcing incumbents to rethink business models line by line. Capital and liquidity requirements now shape which loans and deposits are worth pursuing, so commercial managers must read risk-weighted returns. Boards and shareholders expect leaders who can explain return on equity drivers and cost-to-income trends without relying on finance colleagues. A bank that develops such leaders allocates scarce capital to winning segments; one that does not grows volume while eroding returns. The course rests on return on risk-adjusted capital, funds transfer pricing and balanced scorecard performance methods.

Who Gains Most from Mini MBA for Banking and Finance

- Managers who run retail, corporate or treasury business lines and own their profit and loss
- Finance professionals who prepare bank budgets, capital plans and management reporting
- Risk specialists stepping into commercial roles that balance growth with credit appetite
- Relationship leaders who price loans and deposits and negotiate with large clients
- High-potential staff preparing for department head or regional leadership positions

A bank gains most when it sends a cross-functional cohort from business, finance and risk, because the course builds a shared language for strategy, capital and performance across those three functions.

Mini MBA for Banking and Finance Capabilities

These outcomes give a banking manager the commercial, financial and leadership judgement normally spread across several separate disciplines.

- Assess a bank business model using revenue mix, cost structure and competitive position — the executive committee
- Calculate return on equity, net interest margin and cost-to-income drivers from bank statements — the chief financial officer
- Weigh credit and market risk against pricing using risk-adjusted return measures — credit committees
- Apply capital and liquidity constraints to product and balance sheet decisions — the asset and liability committee
- Design a digital customer proposition with clear economics — retail and corporate clients
- Communicate a business unit strategy and lead teams through its execution — staff and the board

Key Mini MBA for Banking and Finance Terms

- Net interest margin — the difference between interest earned on assets and paid on funding, relative to earning assets.
- Cost-to-income ratio — operating expenses divided by operating income, a core measure of bank efficiency.
- Risk-weighted assets — bank assets adjusted for credit, market and operational risk, used to set required capital.
- Return on risk-adjusted capital — profit measured against the economic capital a business consumes, guiding growth decisions.
- Funds transfer pricing — the internal rate charged or credited to business lines for funding, separating margin from interest rate risk.
- Expected credit loss — the probability-weighted estimate of future loan losses provisioned against a portfolio.

Mini MBA for Banking and Finance Day by Day

Day 1: The Banking Industry in Transition

- Bank Business Model Archetypes — Universal, Retail, Corporate and Specialist
- Industry Profit Pools — Where Banks Earn and Lose Money
- Digital Challenger Analysis — Unbundling of Payments and Lending
- Regulatory Trend Map — Capital, Conduct and Data Expectations
- Stakeholder Expectations — Shareholders, Supervisors and Customers

Day 2: Strategy for Banks

- Competitive Positioning Frameworks — Segment Choice and Differentiation
- Customer Segmentation and Profitability — Retail, SME and Corporate Tiers
- Growth Options Assessment — Organic, Partnership and Acquisition
- Islamic and Conventional Product Strategy — Portfolio Balance
- Strategy Map Construction — Linking Objectives to Business Line Actions

Day 3: Reading Bank Financial Statements

- Bank Balance Sheet Structure — Loans, Deposits and Securities
- Income Statement Drivers — Interest, Fee and Trading Income
- Profitability Ratios — Return on Equity and Return on Assets
- Asset Quality Indicators — Non-Performing Loans and Coverage
- Peer Benchmarking — Comparing Banks Across Markets

Day 4: Credit Risk for Managers

- Credit Appetite Statements — Sector and Concentration Limits
- Probability of Default and Loss Given Default — Risk Grading Logic
- Expected Credit Loss Provisioning — Earnings Impact of Impairment
- Risk-Based Loan Pricing — Margin Versus Risk Cost
- Portfolio Stress Testing — Downturn Scenarios for Real Estate and Trade

Day 5: Market and Interest Rate Risk

- Interest Rate Risk in the Banking Book — Repricing and Duration Gaps
- Trading Book Exposures — Limits and Value at Risk
- Foreign Exchange Positions — Open Position Management
- Hedging With Derivatives — Protecting Net Interest Income
- Funds Transfer Pricing — Allocating Margin Between Business Lines

Day 6: Capital and Liquidity Management

- Capital Adequacy Ratios — Tiers of Capital and Buffers
- Risk-Weighted Asset Optimisation — Capital-Efficient Growth
- Liquidity Coverage and Stable Funding Metrics — Balance Sheet Shape
- Asset and Liability Committee Practice — Decisions and Escalations
- Internal Capital Planning — Allocating Capital to Business Units

Day 7: Performance Measurement and Pricing

- Return on Risk-Adjusted Capital — Comparing Business Line Value
- Cost-to-Income Management — Efficiency Levers and Branch Economics
- Product and Customer Profitability Models — Allocating Costs Fairly
- Deposit and Fee Pricing Strategy — Elasticity and Competition
- Balanced Scorecard for Banks — Financial and Non-Financial Measures

Day 8: Digital Banking and Innovation

- Digital Channel Economics — Acquisition Cost and Lifetime Value
- Open Banking and Partnerships — Application Interfaces and Ecosystems
- Data and Analytics Use Cases — Credit Scoring and Personalisation
- Core System Modernisation — Build, Buy or Partner Decisions
- Cyber and Conduct Risk in Digital Products — Customer Trust Safeguards

Day 9: Leading People and Change in Banks

- Leadership Styles for Regulated Environments — Accountability and Culture
- Performance Conversations — Goals, Feedback and Coaching
- Change Leadership for Transformation Programmes — Resistance and Momentum
- Negotiation With Corporate Clients — Pricing and Relationship Value
- Board and Executive Communication — Concise Strategic Narratives

Day 10: Practising the Business Unit Strategy and Performance Plan

- Business Model Diagnosis — Applying Profit Pool Analysis to a Retail Bank
- Capital-Constrained Growth Case — Applying Risk-Weighted Returns to Corporate Lending
- Scorecard Design Exercise — Applying Measures to a Business Line
- Executive Pitch Rehearsal — Defending the Plan Before Peers
- Business Unit Strategy and Performance Plan — Priorities, Capital, Risks and Metrics

Applying Mini MBA for Banking and Finance After the Course

- Rebuild the business line's profitability view using funds transfer pricing and risk-adjusted capital, and present the top three value drivers to the unit head.
- Draft a balanced scorecard for the team with financial, customer, process and people measures linked to the unit's strategy map.

Mini MBA for Banking and Finance Questions FAQ

What is an advanced mini MBA for banking and finance and why does it matter now?

An advanced mini MBA for banking and finance is an intensive management course covering bank strategy, financial analysis, risk, capital and leadership. It matters now because digital competition and capital rules require managers who connect commercial and balance sheet decisions.

Which roles gain most from an advanced mini MBA for banking and finance?

Bank managers, finance professionals and high-potential leaders gain most. Business heads learn capital-aware growth, finance staff gain strategic perspective, and future leaders build the leadership and communication skills senior banking roles demand.

How does an advanced mini MBA for banking and finance differ from a general mini MBA course?

An advanced mini MBA for banking and finance applies management disciplines to banks specifically. A general mini MBA covers broad business functions, whereas this course works with net interest margin, risk-weighted assets, funds transfer pricing and banking business models.

What do you bring back from an advanced mini MBA for banking and finance?

You bring back a drafted business unit strategy and performance plan with priorities, capital needs, risks and metrics. You also return with bank financial analysis templates, pricing models and a scorecard you can apply at once.

Mini MBA for Banking and Finance: The Way Forward

The Business Unit Strategy and Performance Plan joins priorities, capital needs, risk limits and scorecard metrics for one business line. Its first use is the next budget and capital allocation round, where the unit head and finance partner agree targets. Revisit its pricing and capital assumptions after two quarters, when actual margins and risk costs show which growth bets are paying off.