

# ON THE MONEY

INTERNATIONAL TRAINING PROGRAMMES FOR  
FINANCIAL INSTITUTIONS, REGULATORS AND POLICY MAKERS



**TL FIRST INTEGRATED MANAGEMENT GROUP**

*Delivering tomorrow today™*

working with



## ABOUT TL FIRST INTEGRATED MANAGEMENT GROUP

### TRANSFORMING ORGANISATIONS AND PEOPLE

TL First is an international firm of chartered accountants, improvement advisers, leadership trainers, and organisational transformation consultants. With our head office in the UK, we have offices in Nigeria, USA, Ghana and United Arab Emirates (UAE). Our advisers, consultants and programme facilitators are proven leaders of reform that have delivered major programmes across the world. Most of them are now retained as policy makers and advisers to multinational companies and government.

### SUPPORTING LEADERS OF TODAY AS BUILDERS OF TOMORROW

We focus on supporting leaders of today as builders of tomorrow by providing effective strategy and solutions in areas of finance, human resources, information technology, change management, growth, management transformation and leadership development.

### INTEGRATING SOLUTIONS

We combine our accountancy, assurance and performance management solutions with effective organisational development and programme management strategies, further supported by our unique pioneering approach to leadership and management development, to give you all round added value.



**Olu Otasode BSc MSc MBA IPSM FCCA**  
Group Managing Director  
and Lead Faculty



**Professor Richard Sease**  
World leading Forecaster on Global Trends  
Faculty and Associate Consultant



**Carol Anne Slater MA DMS RGN NDN**  
Fellow and Principal Consultant  
Leadership and Strategy



**Professor Paul Phillips**  
Professor of Strategic Management  
Kent Business School and Faculty Director



**Peter Westland CBE FRSA**  
Faculty and Strategic Advisor  
The Westminster Experience



**Stephen Clarke**  
Fellow and Senior Consultant  
Governance & People



**Linda Phipps BA MSc DipTP CMILT CFIM FRSA**  
Fellow and Principal Consultant  
Organisational Reform



**Clive Dove Dixon**  
Fellow and Principal Consultant  
Innovation and Creativity



**Helen Taylor Thompson**  
MBE OBE FRSA  
President

### VISA APPLICATION SUPPORT

Our protocol team in Lagos, London and Chicago can assist you with the process of applying for travel visas. We also partner with specialised agencies to provide logistics management and liaison with UK and USA consulates.

### TRAVEL AND HOTEL ARRANGEMENTS

We avoid personal discomfort and logistics nightmare by arranging business class travel and hotel accommodation for delegates, if instructed. For those who prefer a home away from home, we can arrange private executive accommodation that comes with a luxury car and driver.

### BUSINESS TOURS AND CHAPERONES

Most of our international programmes come with business tours, learning sets, and presentations by world renowned authorities. For those wanting a little extra, we can also arrange personal chaperone services.

## TACKLING CYBER-CRIME AND MONEY LAUNDERING

### ABOUT THE PROGRAMME

This programme will provide you with detailed analysis and tools of dealing with cybercrime and money laundering, including case laws, legislation, regulation and best practice from across the world. Whether you are involved in regulation, policy, law enforcement, central banks, financial institutions, corporate or otherwise, issues of fraud, money laundering and corruption are significant in effective performance delivery of your objectives.

### TARGET PARTICIPANTS

Director Generals, Executive Directors, Heads of Operations, Corporate Directors, Inspectors, CFOs, Heads of Treasury, Policy Advisers, Chief Compliance Officers, Heads of Risk, General Managers, Debt Managers, Commissioners, Permanent Secretaries, Fraud Managers, Heads of Law, Police Chiefs.

### COURSE OUTLINE

- Understanding international financial regulation
- Dealing with boundary issues and jurisdictional limitations
- Fraud Intelligence and organised crime
- How to detect, investigate and prevent fraud
- Identifying, reporting and recovering the proceeds of crime
- Recognising the how, what, where and why of money launderers
- Global fraud awareness; detecting and preventing frauds
- Tackling employee behavioural issues
- Understanding advanced computer forensics
- Global anti-money laundering; what the law requires
- Recognising insider trading/insider dealing
- Money laundering and false accounting
- UN research and case studies on money laundering
- Role of risk management in prevention and detection

### PRESTIGIOUS COURSE LOCATIONS

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [19-30 April 2010]

**CHICAGO:** Marriott Downtown Magnificent, Michigan Avenue, Chicago 60611 [5-16 July 2010]

**DUBAI:** JW Marriott Hotel Dubai, United Arab Emirates [8-19 November 2010]

### BOOKING DETAILS

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

HOTEL ACCOMMODATION: To be advised upon request.

Please call 01 950 50 12 / 0705 504 0000 (Nig)

Or +44 208 663 6400 / +44 77 33 77 88 68 (UK)

Or email: [events@tlfirst.com](mailto:events@tlfirst.com)

**ALL PARTICIPANTS WILL RECEIVE DETAILED HANDOUTS, UNPUBLISHED PAPERS,  
FREE TEXT BOOKS, LEATHER FOLDERS,  
AND A FREE LAPTOP WITH FINANCE SOFTWARE**

## DEBT MANAGEMENT; DOMESTIC & FOREIGN (2 weeks)

### ABOUT THE PROGRAMME

This course is designed for people involved in the policy framework, design and management of public debts, public finance and public sector budgeting in financial institutions and debt management offices of state government, federal government, central banks and the Presidency.

### TARGET PARTICIPANTS

Director Generals, Executive Directors, General Managers, Commissioners, Permanent Secretaries, CFOs, Heads of Treasury and Debt Managers

### COURSE OUTLINE

Introduction to public finance and debt management  
History, architecture and objectives of debt management  
Key issues, responsibilities and procedures for evaluating public debt  
Implications of current environmental uncertainties on debt management  
Different global perspectives and best practices in debt management  
Relationship between debt management strategy and monetary & fiscal policy  
Relationship between credit rating, economic stability and debt management  
Minimising risks and government liabilities through effective borrowing policy  
Improving institutional, organisational and legal framework for debt management  
Debt portfolio review, sustainability analysis, restructuring and convexity  
Debt Management Facility and improving data quality, recording and reporting  
Building national, regional and local debt management capacity  
Developing effective interactive loan tracking system  
Adding resilience to public debt management

### PRESTIGIOUS COURSE LOCATIONS

**DUBAI:** JW Marriott Hotel Dubai, United Arab Emirates [5-16 April 2010]

**CHICAGO:** Marriott Downtown Magnificent, Michigan Avenue, Chicago 60611 [7-18 June 2010]

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [2-13 August 2010]

### BOOKING DETAILS

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

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## **RISK MANAGEMENT AND CORPORATE GOVERNANCE IN THE FINANCIAL SECTOR (2 weeks)**

### **ABOUT THE PROGRAMME**

This course is designed for policy makers and practitioners from banks, asset management companies, investment firms, regulators, and policy makers in central and local government and central banks.

### **TARGET PARTICIPANTS**

Heads of Market Risks, Heads of Credit Risks, Chief Compliance Officers, Executive Directors, Inspectors, Regulators, Director Generals, CFOs, and General Managers.

### **COURSE OUTLINE**

Corporate Governance  
Objectives and scope of risk management and policies  
Framework for risk based supervisions and proportionate regulation  
Stress Testing  
Aggregating market and credit risks  
Integrating risk analysis: quantitative risk analysis with qualitative judgement  
Evaluating market and counterparty behaviour under stress conditions  
Risk aggregation: top down and bottom up  
Funding liquidity risks  
Analysing currency risk in emerging markets  
Modelling and managing longevity and mortality risk  
Risk management and internal audit; providing integrated assurance  
Managing systemic risk in financial institutions  
Lessons from recent financial crisis

### **PRESTIGIOUS COURSE LOCATIONS**

**CHICAGO:** Marriott Downtown Magnificent, Michigan Avenue, Chicago 60611 [15-26 March 2010]

**DUBAI:** JW Marriott Hotel Dubai, United Arab Emirates [19-30 July 2010]

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [6-17 September 2010]

### **BOOKING DETAILS**

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

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## **BOND MANAGEMENT (2 weeks)**

### **ABOUT THE PROGRAMME**

This course is designed for people involved in the policy framework and people involved in design, selling and pricing of bonds in financial institutions, treasury departments, government offices, central banks and the Presidency.

### **TARGET PARTICIPANTS**

Director Generals, Executive Directors, Inspectors, CFOs, Heads of Treasury, Heads of Risks, Policy Advisers, Traders, CFOs and General Managers.

### **COURSE OUTLINE**

Introduction to financial markets and bonds  
Central banks and fiscal policies in reshaping markets  
Practical bonds pricing techniques  
Scenario planning on bond mathematics, duration and convexity  
Bond sensitivities, effective investment and trading  
Using futures, options and swaps as hedging and trading techniques in the bond market  
How to use strips to exploit arbitrage opportunities  
Using term structure of interest rates to effectively price bonds  
Liability swaps, asset swaps and their relationship to the bond markets  
Key learning from recent financial crises and future development  
Structural issues affecting the growth of the bond market

### **PRESTIGIOUS COURSE LOCATION**

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [13-24 September 2010]

### **BOOKING DETAILS**

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

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## **BANKS CONSOLIDATION, CORPORATE RECOVERY AND STRESS TESTING (2 weeks)**

### **ABOUT THE PROGRAMME**

This course is designed for Executives and people involved in the leadership, turnaround and policy development in financial institutions and multinational organisations. You will learn various concepts of corporate recovery and be equipped with corporate recovery solutions and skills, including how to assess the best approach to solution design and implementation in your own organisation.

### **TARGET PARTICIPANTS**

Director Generals, MDs/CEOs, Executive Directors, Inspectors, CFOs, Heads of Treasury, Heads of Risks, Regulators, Policy Advisers, and General Managers.

### **COURSE OUTLINE**

Banks consolidation  
Corporate governance  
The theory of corporate recovery  
Philosophy of corporate recovery management  
Why good companies go bad!  
Tools and techniques for corporate turnaround  
Special conditions that must be created to transform 'sick' organisations  
Managing within capital adequacy requirements  
Developing financial models and scenario plans  
The boom / bust market cycles  
Product life cycle and portfolio management  
Risk management and internal audit; providing integrated assurance  
Stress testing corporate resilience  
Anticipatory resilience and crisis management resilience  
Key learning from recent financial crises and future development

### **PRESTIGIOUS COURSE LOCATIONS**

**CHICAGO:** Marriott Downtown Magnificent, Michigan Avenue, Chicago 60611 [14-25 June 2010]

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [4-15 October 2010]

### **BOOKING DETAILS**

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

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# TREASURY MANAGEMENT AND MAXIMISING VALUE FROM INTERNAL AUDIT (2 weeks)

## ABOUT THE PROGRAMME

This course is designed to provide participants with a comprehensive understanding of the latest strategies, technology and tools for an effective treasury function. You will examine the complexities of treasury management issues, develop more understanding on inherent risks, analyse the intricacies of financial markets, and develop a better control over the increasingly complex interest rates and currency exposure, and discover new strategies for measuring and managing risks.

## TARGET PARTICIPANTS

Heads of Treasury, Heads of Risks, Chief Compliance Officers, Finance Directors, Executive Directors, Inspectors, Director Generals, Executive Directors, General Managers, Commissioners and Permanent Secretaries.

## COURSE OUTLINE

- Introduction to treasury management and financial markets
- Measuring and managing the performance of treasury activities
- Treasury positioning and trading
- Hedging foreign currency and interest rate risks
- Derivatives pricing and risk management
- Improving asset and liability performance
- Improving revenues through better risk management
- New principles and approaches to treasury activities
- Improving shareholder value
- The role of internal audit in treasury management

## PRESTIGIOUS COURSE LOCATION

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [14-26 June 2010]

## BOOKING DETAILS

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).

HOTEL ACCOMMODATION: To be advised upon request.

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## **IMPROVING CAPACITY, CONFIDENCE AND PROJECT MANAGEMENT CAPABILITIES IN THE FINANCIAL SECTOR (2 weeks)**

### **ABOUT THE PROGRAMME**

A robust, strong and effective financial sector is key to the development of any economy. Developing and emerging economies are particularly in need of strong financial regulation and financial services to boost confidence in their economies. This programme brings together a range of initiatives that helps to strengthen and increase confidence in the financial sector, financial institutions, and capital markets, and to increase the accountability and transparency of regulatory authorities in the supervision of the banking system and capital markets.

### **TARGET PARTICIPANTS**

Director Generals, Executive Directors, Inspectors, Debt Management Officers, CFOs, Heads of Treasury, Policy Advisers, Regulators, Chief Compliance Officers, Heads of Risk, General Managers, Heads of Operations, Corporate Directors, Commissioners and Permanent Secretaries

### **COURSE OUTLINE**

The boom / burst market cycles  
Impact of regulatory reform on institutions  
Framework for risk based supervisions and proportionate regulations  
Key principles in strengthening the regulatory systems  
Enhancing the capacity of regulatory authorities in banking supervision  
Non-banking supervision and capital market supervision  
Stress testing and corporate resilience  
Corporate governance  
Managing within capital adequacy requirements  
Key learning from recent financial crises  
Overcoming the challenges of implementing and incorporating capital regulation change  
Why good financial institutions can go bad!  
Tools and techniques for corporate turnaround  
Developing financial models and scenario plans  
Risk management and internal audit; providing integrated assurance

### **PRESTIGIOUS COURSE LOCATION**

**CHICAGO:** Marriott Downtown Magnificent, Michigan Avenue, Chicago 60611 [20-30 September 2010]

### **BOOKING DETAILS**

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).  
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## ICT AND E-STRATEGIES FOR FINANCIAL ANALYSIS (2 weeks)

### ABOUT THE PROGRAMME

This programme helps participants to understand new ways of using technology to improve financial services and regulations, including how to implement intelligent regulations and structures in financial services using ICT.

### TARGET PARTICIPANTS

Director Generals, Executive Directors, Heads of Operations, Corporate Directors, Inspectors, CFOs, Heads of Treasury, Policy Advisers, Chief Compliance Officers, Heads of Risk, General Managers, Debt Managers, Commissioners and Permanent Secretaries.

### COURSE OUTLINE

The basics of ICT and information management  
Key tools for modern businesses; understanding the base line for IT driven productivity  
Current state of ICT and infrastructure in the financial sector  
Impact of information management on regulatory reform and institutions  
Integrated information and assurance for risk management and corporate governance  
How to set up an e-government regulatory framework  
Entry points for Bank support  
Setting up information matrices for corporate resilience  
Effective project and programme management through ICT  
E-leadership strategies and organisations  
Business continuity and disaster recovery  
Statistics, ICT and predictability

### PRESTIGIOUS COURSE LOCATION

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [4-15 October 2010]

### BOOKING DETAILS

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).  
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## **GLOBAL TRENDS, FINANCIAL MODELLING & FORECASTING (2 weeks)**

### **ABOUT THE PROGRAMME**

This programme helps participants to understand and analyse global trends, and to learn sophisticated ways for robust financial models, forecasting and performance improvement.

### **TARGET PARTICIPANTS**

Director Generals, Executive Directors, Heads of Operations, Corporate Directors, Inspectors, CFOs, Heads of Treasury, Policy Advisers, Chief Compliance Officers, Heads of Risk, General Managers, Commissioners, Permanent Secretaries and Chief Economists, Forecasters, Bond Managers, and Debt Managers.

### **COURSE OUTLINE**

Understanding global trends  
Basic financial modelling techniques in Excel  
Trend analysis and extrapolations  
Introducing known unknowns and unknown unknowns in extrapolations  
Data analysis and business modelling  
Advanced econometric and time series modelling  
Understanding and using ForecastXTM  
Key steps to forecasting  
Financial mechanics of supporting strategic business decisions  
Business process modeling, analysis and design  
Company valuations for investment decisions  
Cost of capital and discounted cash flow analysis  
Risk management and stress testing of models and forecasts  
What is next for global markets?

### **PRESTIGIOUS COURSE LOCATION**

**LONDON:** TL First Leadership Academy; 1 London Bridge, SE1 1LB [18-29 October 2010]

### **BOOKING DETAILS**

FEE: £4,950 per delegate or naira equivalent at prevailing rate (10% discount for groups).  
HOTEL ACCOMMODATION: To be advised upon request.

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TL FIRST Is Raising The Bar On  
**Strategic Consultancy  
Leadership Development**

TL FIRST INTEGRATED MANAGEMENT GROUP

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