

- **55** new courses created in 2010
- **5300** clients trained in 2010
- Trainings delivered by **PwC experts and experienced professionals**
- Practical and **business-oriented**
- Trainings can be delivered in **French, English or German**
- Trainings can be tailored as **in-house solutions**

## Banking Training Programme



### Why PricewaterhouseCoopers Luxembourg?

PricewaterhouseCoopers Luxembourg ([www.pwc.com/lu](http://www.pwc.com/lu)) has about 2,000 professionals from 53 different countries. PricewaterhouseCoopers ([www.pwc.com](http://www.pwc.com)) provides industry-focused assurance, tax and advisory services to build public trust and enhance value for our clients and their stakeholders. More than 163,000 people in 151 countries across our network share their thinking, experience and solutions to develop fresh perspectives and practical advice.

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Technical courses



Soft Skills courses



Facilities



Training advisory

**PwC ACADEMY**  
by PRICEWATERHOUSECOOPERS

# Banking Training Programme

## Core Banking Curriculum

### Risk Management/Basel II

- Risk Management for Financial Institutions ..... 1 day
- Basel II in a nutshell:
  - Module 1A: Pillar 1 - The basics and general introduction to Basel II ..... 1.5 days
  - Module 1B: Pillar 1 - Large exposures ..... 0.5 day
  - Module 1C: Pillar 1 - Credit risk mitigation ..... 1 day
  - Module 2A: Pillar 2 and Pillar 3 - ICAAP and Market Discipline ..... 1 day
  - Module 2B: Liquidity risk ..... 1 day
- Portfolio Management (4 modules) ..... 0.5 to 1 day according to the module
- Market Risk for Banks: Internal Model Approach (Value at Risk) ..... 3 hours
- Derivatives Products (4 modules) ..... 1 day per module

### Regulatory Framework

- Introduction to the Luxembourg banking legislation and regulatory framework ..... 1 day
- MFID - Key principles ..... 0.5 day
- CSSF circular 10/437: Increasing awareness of the control functions of a company in relation to employee remuneration ..... 3 hours

### AML/Financial Crime

- E-learning: Anti Money Laundering
- Fight against money laundering and terrorist financing ..... 3.5 hours
- The Fight Against Financial Crime (Modular training programme for experienced professionals) ..... 0.5 day per module
- Fraud prevention and detection ..... 0.5 day

### Tailored Executive Training Programme

The TETP is an individual training programme for Board Members and Top Management newly involved in activities in Luxembourg. The programme is tailored according to your specific needs and proposes a large range of topics e.g. Legal responsibilities for Directors/Corporate Governance Overview of Luxembourg as a business Marketplace Taxation Regulatory framework...

### Internal Audit

- Assessing IT General and Application Controls: Basics for internal auditors ..... 2 days
- Writing clear and concise audit reports ..... 2 days
- Computer Assisted Audit Techniques (CAATs): Basics for internal auditors ..... 1 day
- Build up an assurance mapping to optimise your Internal Audit function ..... 1 day
- Leveraging IT audit in Business audit ..... 1 day

### Internal Controls

- Modelisation of processes to strengthen your Internal Control environment ..... 1 day
- Business Continuity Management Programme Development & Implementation - Overview ..... 2 days

### Qualified Intermediary/FATCA

- Qualified Intermediary: Reporting workshop ..... 0.5 day
- See specific QI programme in the Private Banking session

### Taxation

- Luxembourg banking taxation: the basics ..... 1 day
- IFRS and Taxation for Banks ..... 1 day
- VAT for financial activities:
  - Module 1: Understanding the essentials of VAT: Basic course ..... 0.5 day
  - Module 2: Managing VAT: Advanced course with industry workshops ..... 0.5 day
  - Module 3: Refresher course: Advanced course ..... 0.5 day
  - Module 4: Focus on Luxembourg: Advanced course for foreign VAT experts ..... 0.5 day
  - Module 5: Compliance returns and accounting ..... 0.5 day
- Transfer pricing for Banks ..... 0.5 day

### Accounting and Reporting

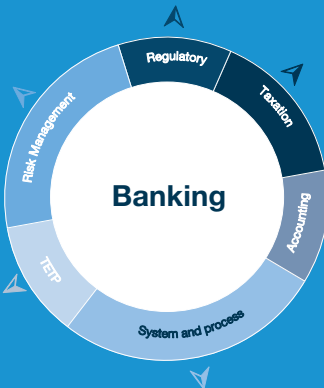
- Finance for non-financials ..... 2 days
- Valuation for reporting purpose ..... 1 day
- Accounting for Banks under LuxGAAP ..... 1 day
- Consolidated financial statements ..... 1.5 days
- IFRS for Banks ..... 1.5 days
- Financial Instruments in practice (IAS 32 IAS 39 and IFRS 7) ..... 2 days

### IT

- How to manage IT risk in your organisation? ..... 2 days
- IT function IT outsourcing and related operational Risk Management ..... 0.5 day
- ITIL Certification programme ..... 1.5 to 2.5 days according to the module

### Securities Services

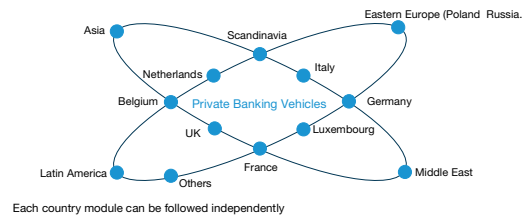
- Securities Services process overview ..... 1 day
- Benchmarking of administration processes ..... 1 day
- Transaction Securities Services ..... 1 day



## A Focus on Private Banking in Luxembourg

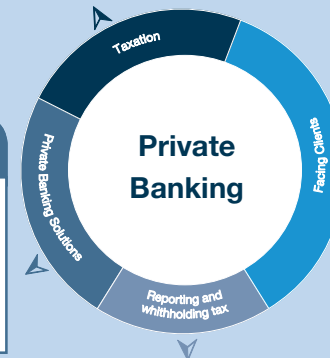
### Taxation for Luxembourg Private Bankers

- Luxembourg Private Banking tools
- Country specific modules
  - Luxembourg tools: principles and application to Private Banking clients resident in:



### Private Banking Solutions

- Dedicated solutions with different captions:
- Islamic finance
  - Microfinance
  - Real Estate investment
  - Cross-border estate transmission
  - Life insurance dedicated contract
  - Philanthropy
  - Green investing: Challenges & Opportunities
  - Art and Collectibles as elements in a wealth management strategy
  - Talking about Art - A way to connect to your clients



### Qualified Intermediary/FATCA

- Qualified Intermediary: Basic Principles ..... 0.5 day
- Qualified Intermediary/FATCA: Critical customer groups ..... 0.5 day

### Luxembourg Private Banking: Where Else ?

- Leveraging on Luxembourg's key advantages to develop your business and attract new clients ..... 1 day
- Workshop strategy reflexion with management ..... 1 day

### Facing Sensitive Clients' Questions

- Be prepared for FAQ of clients (upfront drafting of the FAQ list with management) ..... 1 day
- Banking secrecy and exchange of information update ..... 0.5 day
- Savings Directive evolution ..... 3 hours
- Safeguard your clients sensitive data ..... 0.5 day

### Illustrative Soft Skills Trainings

- Business/Negotiation skills**
- Advanced negotiation skills ..... 2 days
  - Negotiating for the long term ..... 2 days
  - Selling high value added products and services ..... 3 days
  - Developing your network ..... 1 day
- Interpersonal skills**
- Assertiveness in difficult situations ..... 2 days
  - Communicating with impact ..... 2 days
  - Improving relations with internal and external clients ..... 1 day
  - Presentation skills ..... 2.5 days
- A full range of personal development courses are available on request