

## CORPORATE TREASURY FOR BANKERS

“Bridging Banking Expertise with Corporate Treasury Practices for Stronger Client Solutions”

### Schedule

Date	Venue	Fees (Online)
03 - 05 Mar 2026	Online	USD 1000 per delegate
15 - 17 Jun 2026	Online	USD 1000 per delegate
06 - 08 Oct 2026	Online	USD 1000 per delegate

► Available delivery methods: Face-to-Face & Online Training

### Introduction

Bankers and financial relationship managers are increasingly expected to deliver treasury advisory services that go beyond traditional banking products. To serve corporate clients effectively, they must understand how treasury departments operate—covering cash management, liquidity, risk, funding, and investment activities.

This intensive three-day course bridges the knowledge gap between banking and corporate treasury. Participants will gain an insider's view into treasury structures, processes, and KPIs, enabling them to position their banking products more strategically and offer value-added solutions to corporate clients.

### Objectives

By the end of this course, participants will be able to:

- Understand the objectives, functions, and daily operations of a corporate treasury
- Analyze liquidity, working capital, and financial risk from a treasury perspective
- Align banking solutions with the treasury's priorities and risk management goals
- Engage effectively with CFOs and treasurers using financial and technical language
- Provide consultative solutions to treasury-related client needs

## Why Attend

- Strengthen client relationships by understanding their treasury pain points
- Learn how treasury decisions are made and how banks can support them
- Position bank products (cash, trade, FX, lending) as solutions, not commodities
- Understand the metrics corporate treasurers use to evaluate financial partners
- Stand out as a trusted advisor, not just a service provider

## Target Audience

This program is designed for:

- Corporate relationship managers and client officers
- Trade finance and cash management specialists
- Corporate and commercial bankers
- Treasury sales professionals and product managers
- Banking professionals engaging with treasury departments of large clients

## Individual Benefits

Key competencies that will be developed include:

- Corporate treasury structure and function awareness
- Treasury KPIs: liquidity, yield, cost of funds, FX risk, etc.
- Financial risk advisory and treasury product positioning
- Communication techniques with treasury and finance leadership
- Structuring bank solutions for treasury pain points

## Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Deeper client engagement and value creation in corporate banking
- Better alignment between banking solutions and treasury expectations
- Enhanced bank reputation as a strategic business partner
- Increased wallet share from treasury-related client needs
- Improved risk and compliance discussions with corporate clients

## Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Corporate treasury models, tools, and expectations
- Case Studies - Treasury challenges across different industries and geographies
- Workshops - Role-playing treasury-client conversations and solution framing
- Peer Exchange - Cross-bank dialogue on best practices in treasury relationship management
- Tools - Templates for liquidity analysis, treasury dashboards, and client engagement planning

## Course Outline

### Detailed 3-Day Course Outline

**Training Hours:** 07:30 AM – 3:30 PM **Daily Format:** 3-4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

#### Day 1: Foundations of Corporate Treasury

- Module 1: Treasury Functions, Roles, and Objectives (07:30 – 09:30) • Cash, liquidity, risk, funding, and investment management • Treasury org structure and decision-making hierarchy
- Module 2: Cash Flow and Liquidity Planning (09:45 – 11:15) • Forecasting, cash positioning, liquidity KPIs
- Module 3: Bank Accounts and Payment Structures (11:30 – 01:00) • Pooling, sweeping, and bank account rationalization
- Module 4: Workshop – Treasury Structure Mapping (02:00 – 03:30)

#### Day 2: Treasury Risk and Banking Solutions

- Module 1: Financial Risk in Treasury Operations (07:30 – 09:30) • FX risk, interest rate risk, counterparty risk
- Module 2: Treasury Policy, Controls & Compliance (09:45 – 11:15) • Controls, segregation of duties, policy enforcement
- Module 3: Positioning Bank Products as Treasury Solutions (11:30 – 01:00) • Aligning loans, deposits, FX, and trade finance with client needs
- Module 4: Workshop – Treasury Risk Analysis & Solution Mapping (02:00 – 03:30)

#### Day 3: Client Engagement and Advisory Techniques

- Module 1: Treasury KPIs and What They Reveal (07:30 – 09:30) • Cost of funds, yield on cash, days sales outstanding (DSO), etc.
- Module 2: Treasury Digitalization and Tech Trends (09:45 – 11:15) • TMS systems, automation, API banking, real-time reporting
- Module 3: Leading Consultative Treasury Conversations (11:30 – 01:00) • Framing the right questions and presenting solutions with credibility
- Module 4: Certification and Wrap-Up (02:00 – 03:30) • Q&A, course review, and certificate distribution

## Certification

Participants will receive a Certificate of Completion in Corporate Treasury for Bankers, confirming their ability to engage corporate treasury teams with confidence, insight, and strategic banking solutions tailored to treasury priorities.

## Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
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### In-House / Customized Training

Interested in running this course for your team?

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