

Effective winning strategies for future corporate banking

The slide highlights various strategies that helps in effective corporate banking and boost profitability. It includes strategies that are adopt relevant portfolio strategy, increase industry specialization, design new client solutions, create credit capabilities, value based pricing, improve dig data, etc.



01. Adopt relevant portfolio strategy

Determine which customers, products and locations are most attractive to gain competitive advantage



02. Increase industry specialization

- Decide specialization model
 - No specialization
 - Light specialization
 - Full specialization
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 - Add text here



03. Design new client solutions

- Manage revenue cycle
- Decrease administration expenses
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04. Create credit capabilities

- Prepare initiation to delivery model
- Adopt local R norms
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05. Value based pricing

- Use analytical tools that give guidance in pricing
- Provide less discounts
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06. Improve digital data

- Develop services and applications to manage working capital of customers
- Create functional value proposition to beat competition



07. Operating excellence

- Improve client excellence by providing excellent customer experience
- Streamline organizations to few layers



08. Establish high performance

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Strategy And Organization Of Corporate Banking

**John McManus, Mats Winroth, Jannis
Angelis**



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