

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

Michael Brown



Strategy And Organization Of Corporate Banking:

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Handbook of Research on Behavioral Finance and Investment Strategies: Decision Making in the Financial Industry Copur, Zeynep, 2015-01-31 In an ever changing economy market specialists strive to find new ways to evaluate the risks and potential reward of economic ventures by assessing the importance of human reaction during the economic

planning process The Handbook of Research on Behavioral Finance and Investment Strategies Decision Making in the Financial Industry presents an interdisciplinary comparative and competitive analysis of the thought processes and planning necessary for individual and corporate economic management This publication is an essential reference source for professionals practitioners and managers working in the field of finance as well as researchers and academicians interested in an interdisciplinary approach to combine financial management sociology and psychology

Value Sphere, The: The Corporate Executives' Handbook For Creating And Retaining Shareholder Wealth (4th Edition) Anjan Thakor, Todd Milbourn, John A Boquist, 2009-08-07 This book written in story narrative form traces the development of a company from a start up to a global enterprise It develops the key concepts related to this evolution corporate strategy raising external finance capital budgeting dividend policy mergers and acquisition globalization marketing and human resource management The focus is on topics in corporate strategy and corporate finance and each topic is developed in depth with problem sets and reflection questions within the context of the organization s evolution The Power Point slides practice problems and solutions as well as intervention exercises for executive education teaching is available upon request for all instructors who adopt this book as a course text Please send your request to sales@wspc.com

Managing (e)Business Transformation Ali Farhoomand, M. Lynne Markus, Guy Gable, Shamza Khan, 2021-01-21 Managing e Business Transformation comprises text and cases designed to show students how a business can be transformed into an internetworked enterprise where IT infrastructures are used to link customers suppliers partners and employees to create superior economic value The book is written based on the premise that integrating internet technologies throughout the value chain is crucial to building and managing customer relationships Importantly it underscores the centrality of basic business and economic principles within the context of a networked environment The book builds on established business and economic theories concepts and fundamentals to show that e business will soon be synonymous with business The book takes a strong managerial perspective especially popular with MBA students to argue that the internet is simply an enabling technology which allows firms to build the infrastructure needed to operate in an evolving business world The application of theory concepts is emphasized throughout and contains a range of international case studies enhance the learning experience This book is a must for all students studying e business strategy at undergraduate MBA and postgraduate level Also available is a companion website with extra features to accompany the text please take a look by clicking below <http://www.palgrave.com/business/farhoomand/index.asp>

Building an International Financial Services Firm Markus Venzin, 2009-01-22 A new era of global banking and insurance is emerging with leading banks eager to serve international markets This book explores the issues that arise for banks in their strategic choices as they move into these new international markets Building an International Financial Services Firm challenges conventional assumptions from the international management literature on topics such as the limits of globalization the importance of cultural and institutional distance the nature of economies of scale and scope the existence

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Developing, Validating and Using Internal Ratings Giacomo De Laurentis, Renato Maino, Luca Molteni, 2011-06-20 This book provides a thorough analysis of internal rating systems Two case studies are devoted to building and validating statistical based models for borrowers ratings using SPSS PASW and SAS statistical packages Mainstream approaches to building and validating models for assigning counterpart ratings to small and medium enterprises are discussed together with their implications on lending strategy Key Features Presents an accessible framework for bank managers students and quantitative analysts combining strategic issues management needs regulatory requirements and statistical bases Discusses available methodologies to build validate and use internal rate models Demonstrates how to use statistical packages for building statistical based credit rating systems Evaluates sources of model risks and strategic risks when using statistical based rating systems in lending This book will prove to be of great value to bank managers credit and loan officers quantitative analysts and advanced students on credit risk management courses

Corporate Branding T C Melewar, S F Syed Alwi, 2015-04-10 A strong corporate image has power in a competitive marketplace Its influence on reputational value and customer decision making is only now beginning to be understood Interest in corporate branding is exploding as marketing academics and professionals begin to realize how it can boost business performance in measurable ways For example it promotes customer patronage without expensive advertising and raises profitability by enabling companies to leverage their brand image when buying from particular sources Yet there are few empirical studies available to clarify its basic tenets and fewer still that help us understand corporate branding in different parts of the world Existing books focus mainly on conceptual ideas and real life examples Corporate Branding Areas arenas and approaches is a unique take on corporate branding that provides a global overview through rigorous research of different geographical areas across industries An international range of leading scholars contribute their coverage across three clear themes Area geographical areas across the globe including the UK USA Europe and Asia Arena a variety of commercial and not for profit sectors both B2B and B2C Approach methodological approaches to brand research design including qualitative quantitative case studies interpretivistic and social narrative These three themes enable the reader to consider corporate branding from more perspectives and in more ways than any other corporate branding book The result is an understanding of this strategically important growing subject that cannot be found anywhere else This book is an essential read for any branding student or interested professional

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Service Operations Management John McManus,Mats Winroth,Jannis Angelis,2019-10-12 This engaging and accessible textbook explores the challenges and complexities of managing operations in a service industry setting Comprehensive in scope this textbook considers key concepts from strategy and operations management from a global services perspective and integrates traditional theory with cutting edge contemporary examples Taking a student centred approach it gives the reader a solid understanding of the key issues faced by contemporary service organisations from managing and reviewing risk to managing supplier relationships Rich pedagogy integrated online resources and relevant international case studies develop strategic thinking skills and equip students with the essential tools and techniques needed to plan design manage and control operations in diverse service industry contexts This is an ideal textbook for students of service operations management at undergraduate postgraduate and MBA level Accompanying online resources for this title can be found at bloomsburyonlineresources.com service operations management These resources are designed to support teaching and learning when using this textbook and are available at no extra cost

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