CreditLab®: The Flight Simulator for Bankers

Event Overview

CreditLab® (www.bankerslab.com/training/creditlab) is an award winning simulation-based training course designed to not only facilitate a deeper understanding of retail credit risk concepts, but also to develop sharper portfolio management skills.

This interactive workshop offers participants a chance to test-drive their technical expertise in a 'flight simulator for bankers', managing virtual consumer lending portfolios.

Do you want to gain years of 'virtual' experience in just a few hours?

Risk vs. Reward: it's a simple concept, but it is not easy to strike the right balance. It's critical that Risk Managers, Product Managers and Analysts get this right. However, with changing environments and long time frames for losses to emerge, it is difficult to detect the impact of our decisions. Simulation-based learning is a powerful tool to help bankers improve their skill set.

CreditLab® transforms the learner into a player. Teams must battle it out in a live simulation game. In order to win, players must successfully operate the most profitable virtual bank with the most satisfied customers.

Each team has to demonstrate expertise in risk strategy, capacity planning, secured collections and collections management. Do you have what it takes? Join us and find out!

Who should attend?

Banks, Retail Lenders, Finance Companies:
- Head of Credit and their direct reports
- Head of Risk and their direct reports
- Retail Lending Product Managers
- Risk Managers
- Underwriting Managers
- Collections Managers

- Retail Lending Analysts and Modelers

Retail Lending vendors:
- Retail Bank Software and Analytics Providers
- Credit Bureau Staff

Regulators:
- Retail Lending Sector Examiners and Staff

Key benefits of attending

- Create a retail lending portfolio strategies and test them in simulation
- Balance risk and rewards inherent to retail lending in simulation
- Learn how simulation supports learning complex lending topics

Simulation: Underwriting (90 minutes)

Now begins your chance to test drive the 'flight simulator'. You'll join a team of 4-5 members and battle it out against the other teams.

You'll have to manage four retail lending portfolios (secured and unsecured loans) across two markets (emerging and mature). Create your portfolio strategy, and the team with the highest net income after two years wins the round! In this module you will have to:

- Allocate your limited marketing budget among four portfolios.
- Create your underwriting standards that are combination of credit policy, credit scores, verification standards, and override thresholds.

Simulation Debrief and Awards Ceremony (10 minutes)
- Share your strategies and findings with the other teams. What result did their approaches have on the portfolios?
- How does the simulation compare to 'real life'? How is it similar, how does it differ?
- What will you do different in the next round of the simulation to improve your results?
- Awards: The winning team of the first module will be awarded a prize.