



دورة تدريبية في تحليل الائتمان اللوجستي والنهضة المالية لمتخصصي البنوك



AGILE LEADERS
Training Center

16 - 20 Feb 2027
الدار البيضاء

دورة تدريبية في تحليل الائتمان اللوجستي والنهضة المالية لمتخصصي البنوك

المرجع: 36387_28697 التاريخ: 16 - 20 Feb 2027 الموقع: الدار البيضاء الرسوم: Euro 4100

Course Overview:

This specialized course is designed to empower participants with the skills to evaluate credit risks, develop financial models, and navigate trade financing specifically tailored to the logistics sector. Additionally, the course addresses related industries such as oil, fuel, gas, and mining, and their intersections with logistics. Participants will learn to address challenges across the Personal, Wealth, and SME/Commercial/Corporate banking segments through practical insights and advanced methodologies.

Target Audience:

- Branch managers
- Customer relationship managers
- Business bankers
- Credit managers
- Sales managers
- Relationship officers
- Trade finance specialists
- Portfolio and risk managers
- Investment advisors
- Training managers

Targeted Organizational Departments:

- Retail Banking
- Personal and Wealth Banking
- SME Banking
- Commercial Banking
- Corporate Banking
- Trade Finance and International Banking
- Credit and Risk Management
- Financial Advisory
- Business Development

Targeted Industries:

- Logistics and supply chain management •
- Oil, fuel, and gas •
- Mining and natural resources •
- Manufacturing and industrial operations •
- Retail and FMCG Fast-Moving Consumer Goods •
- Agriculture and commodities •
- Technology and e-commerce •
- Import/export and international trade •

Course Offerings:

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

- Conduct logistics sector credit analysis •
- Build and use financial models for logistics and related projects •
- Identify and mitigate risks in credit analysis for logistics projects •
- Structure financing deals tailored for SME/Commercial and Corporate banking clients •
- Leverage trade finance instruments •
- Address sustainability and environmental risks in logistics lending •
- Apply global logistics industry trends to banking strategies for diverse segments •

Training Methodology:

This program uses an innovative and interactive approach, including:

- Industry-specific case studies for logistics, oil, gas, and mining financing •
- Group discussions for shared insights among banking professionals •
- Hands-on practice with financial modeling tools for logistics and related sectors •
- Role-based learning tailored for Personal, Wealth, SME/Commercial, and Corporate banking •
- Focused feedback and guidance to align with individual career goals •

Course Toolbox:

- Templates and ebooks for credit analysis logistics projects •
- Financial modelling resources tailored to logistics, oil, gas, and mining industries •
- Case study materials covering real-world financing solutions •
- Insights on technological advancements in logistics finance •

Course Agenda:

Day 1: Introduction to the Logistics Sector

- Overview of the logistics sector: transportation, warehousing, and supply chain operations Topic 1: •
- Key players and market dynamics in the global logistics industry Topic 2: •
- Trends and technological advancements shaping the logistics landscape Topic 3: •
- Regulatory environment affecting logistics operations and financing Topic 4: •
- Introduction to logistics credit analysis and its importance for bank professionals Topic 5: •
- Identifying opportunities and risks in logistics sector financing Topic 6: •
- Discussing key learnings on the logistics sector and its market dynamics Reflection & Review: •

Day 2: Logistics Value Chain and Credit Analysis

- Understanding the logistics value chain and its key components Topic 1: •
- Identifying credit risks and opportunities in transportation and warehousing Topic 2: •
- Financial statement analysis for logistics companies Topic 3: •
- Credit risk assessment techniques for logistics projects Topic 4: •
- Evaluating the creditworthiness of logistics sector clients Topic 5: •
- Case studies of credit analysis in logistics sector lending Topic 6: •
- Key takeaways on credit analysis for logistics and client evaluation Reflection & Review: •

Day 3: Financial Modeling for Logistics Projects

- Principles of financial modeling for logistics investments Topic 1: •
- Building financial models for logistics projects: revenue projections and cost analysis Topic 2: •
- Risk factors and market variables in financial models Topic 3: •
- Investment appraisal for logistics ventures Topic 4: •
- Valuation techniques for logistics assets and companies Topic 5: •
- Practical exercises on financial modeling for logistics projects Topic 6: •
- Reviewing financial modeling techniques and their applications Reflection & Review: •

Day 4: Structuring Financing Deals and Trade Finance

- Overview of financing options for logistics projects and companies Topic 1: •
- Structuring debt and equity financing deals for logistics ventures Topic 2: •
- Mitigating credit risks through financing structures and collateral arrangements Topic 3: •
- Understanding trade finance instruments and mechanisms Topic 4: •
- Trade financing solutions for importers, exporters, and logistics service providers Topic 5: •
- Risk management in trade finance transactions Topic 6: •
- Discussing trade finance strategies and deal structuring Reflection & Review: •

Day 5: Regulatory Considerations and Practical Applications

- Regulatory framework governing logistics operations and financing Topic 1: •
- Environmental and sustainability considerations in logistics lending Topic 2: •
- Risk management strategies for addressing regulatory and environmental risks Topic 3: •
- Applying credit analysis, financial modeling, and trade finance techniques Topic 4: •
- Case studies of successful and unsuccessful logistics sector financing Topic 5: •
- Group discussions on best practices and lessons learned in logistics financing Topic 6: •
- Final review of course learnings and their practical applications Reflection & Review: •

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course? •

Participants should have foundational knowledge in banking and finance. Prior experience in credit or trade finance is advantageous, especially in the logistics, oil, gas, and mining sectors.

How long is each day's session, and is there a total number of hours required for the entire course? •

The course runs for 4-5 hours per day over five days, totalling 20-25 hours of intensive training.

How does this course address specific challenges in financing logistics projects for oil and mining sectors? •

This course equips participants with methods to address challenges in oil and mining logistics financing through sector-specific credit analysis, advanced financial modeling, and risk management strategies. It includes techniques for structuring complex financing deals, leveraging trade finance instruments, and managing risks such as market volatility, environmental concerns, and regulatory compliance. Real-world case studies provide practical insights into successful and unsuccessful projects, enabling participants to develop effective solutions tailored to these high-stakes industries.

How This Course is Different from Other Logistics Training Courses:

This course uniquely combines logistics credit analysis, financial modelling, and trade financing techniques with a focus on the personal, wealth, and SME/commercial/corporate banking segments. Additionally, it addresses challenges in industries such as oil, gas, and mining, providing tailored methods to equip banking officials in critical decision-making roles. Unlike generic programmes, this course integrates real-world scenarios, industry-specific tools, and actionable strategies, making it an unparalleled choice for professionals aiming to advance their skills in logistics financing.

فئات الدورات التدريبية

الدورات التدريبية في مجال البيئة والاستدامة	دورات إدارة الجودة وتطوير العمليات
دورات إدارة و تحليل البيانات ودورات علم البيانات	دورات إدارة و تطوير الموارد البشرية
دورات الذهن السيرياني ودورات تقنية المعلومات	دورات الاتصال الجماهيري و السياسات والعلاقات العامة
دورات التدريب القانوني والهشتريات والتعاقدات	دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات
دورات الحوكمة وإدارة المخاطر والامتثال	دورات السكرتارية و إدارة المكاتب
دورات الصحة والسلامة والذهن المهني	دورات الصيانة ودورات المجالات الهندسية المتنوعة
دورات المحاسبة و التهويل و دورات الإدارة المالية	دورات المهارات الشخصية وتطوير الذات
دورات في مجالات القيادة والإدارة	دورات معتمدة من قبل هيئات دولية
دورات مكتب إدارة المشاريع وإدارة المشاريع الرشيقية	



مدن التدريب

أهستردام هولندا	أكرا غانا	أثينا اليونان
الدار البيضاء المغرب	الجبيل المملكة العربية السعودية	استنبول تركيا
القاهرة مصر	الرياض المملكة العربية السعودية	الدوحة قطر
باريس فرنسا	الهناوة مملكة البحرين	الكويت الكويت
بانكوك تايلند	بالي جمهورية إندونيسيا	باكو أذربيجان
برلين ألمانيا	برشلونة إسبانيا	براغ جمهورية التشيك
تيليسي جورجيا	بوكيت تايلاند	بورتو البرتغال
جنيف سويسرا	جاكارتا جمهورية إندونيسيا	تورنتو كندا
روما إيطاليا	حلي الإمارات العربية المتحدة	جوهانسبرغ جنوب إفريقيا
سنغافورة سنغافورة	سان دييغو الولايات المتحدة الأمريكية	زنجان تنزانيا
شيكاغو الولايات المتحدة الأمريكية	شرم الشيخ مصر	سيول كوريا الجنوبية
طوكيو اليابان	طشقند أوزبكستان	طرابزون تركيا
فرانكفورت ألمانيا	عن بعد منصة زووم	عمان المملكة الأردنية الهاشمية

مدن التدريب

كيب تاون جنوب إفريقيا	كوالالمبور ماليزيا	فيينا النمسا
لندن المملكة المتحدة	لشبونة البرتغال	لانكاوي ماليزيا
مسقط سلطنة عمان	هدريد اسبانيا	ماربيا اسبانيا
ميونخ ألمانيا	هيلان إيطاليا	مونترو سويسرا
نيويورك الولايات المتحدة الأمريكية	نيس فرنسا	نيروبي كينيا