

Risk and Portfolio Management Essentials Workshop

Providing the essentials to effectively manage credit risk and profitability

The cost of losing an employee can equal about 6 months of their salary. This means for a \$60,000 annual salary, it can cost \$30,000 to hire and train a replacement. Providing professional development for employees leads to improvement in engagement and retention, while also teaching them the skills needed to be successful.

The Risk and Portfolio Management Essentials workshop supports employee career growth and performance, while providing the knowledge and historical foundation you need to better serve customers and manage risk and profitability. Empower your employees to safeguard your company, while teaching them the essentials of identifying and mitigating business risk. The workshop is broken out into two days and can be delivered at any client or Experian location. The content can be customized based on your requirements and the skill level of the attendees. Fees for the workshop are based upon number of attendees, customization, and consultants required.

Course Description

This workshop provides in-depth insight into the fundamental practices of risk management.

- Train employees on risk management best practices
- Link risk management to the profit and loss of a business line
- Demystify risk management across various business functions

The course will offer four group break-out sessions where participants will be asked to simulate the impact of strategic decisions on a representative credit portfolio. The objective of the simulation exercise is to put into practice the essential learnings of the course content.

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Course Overview

DAY 1

- The role of credit risk management
- Objectives, tools, and enablers
- The role of credit scoring
- The demand for credit: prospecting and the implications for portfolio quality and credit risk
- The supply of credit: strategic acquisitions and the implications for portfolio quality and credit risk

DAY 2

- Application processing
- Portfolio management: effective strategies for portfolio growth, retention, and loss mitigation
- Effective strategies for collections

Experian's Global Consulting Practice

Our consultants will provide you exceptional strategic insight into credit and fraud risk management. We ensure consistency through deep business subject matter expertise, client familiarity and a proven client engagement methodology. We build a strong partnership with our clients, at all levels, to deliver a balanced portfolio of improvements and needs close to the relationship to ensure implementation plans are delivered and benefits are realized.