

Singapore Management University

A premier university in Asia, the Singapore Management University (SMU) is internationally recognised for its world class research and distinguished teaching. Since it was incorporated on 12 January 2000, SMU has established undergraduate and postgraduate programmes that aim to produce leaders and creative entrepreneurs capable of excelling in a rapidly changing and dynamic world. It is known to be a pioneer for its interactive teaching pedagogy. Home to 7,000 students, SMU comprises six schools: School of Accountancy, Lee Kong Chian School of Business, School of Economics, School of Information Systems, School of Law and School of Social Sciences, offering a wide range of bachelor's degrees, masters and PhD programmes in business and other disciplines. The University has a number of institutes and centres of excellence, and provides public and customised programmes for working executives through its Office of Executive and Professional Education.



FINANCIAL TRAINING INSTITUTE @ SMU

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SPECIALIST FOCUSED. PRACTITIONER'S PERSPECTIVE

Financial Training Institute @ SMU

FTI@SMU is set up by the Singapore Management University in July 2007, with the mission to develop SMU's market leadership in executive training for professionals in the financial services industry. Our programmes are designed in collaboration with academia, practitioners, industry partners and public sector agencies, to meet the strategic goal of building talent for the financial services industry, and the needs of financial professionals to stay relevant and ahead of the competition.

We offer a broad suite of professional certification programmes, across industry segments such as Corporate Banking, Financial Markets, Fund Management and Private Equity. Accredited under the rigorous Financial Industry Competency Standards (FICS) Framework, our competency-based programmes are designed from a practitioner's perspective, to focus on practical applications in specific fields of expertise. Our modular approach facilitates progressive competency-building across functional boundaries.

FTI@SMU has established a solid reputation for quality training programmes and setting high certification standards. More than 1,500 participants from over 100 financial institutions have undergone our training programmes.



Message from the Dean

Asia has emerged as a key player in today's global financial scene. The paradigm shift in market forces brings exciting growth opportunities for the region. Financial institutions and banking executives need to be ready, to stay relevant and ahead of the competition in the constantly evolving world of banking and finance.

Building on SMU's extensive network with the community of faculty, practitioners and industry partners, we develop curriculum that combines academic rigour with practical solutions in real-world applications. Our panel of practitioners, with an aggregate of more than a century of experience in multiple disciplines, offers stimulating insights in diverse fields of expertise. What better way to accelerate the knowledge acquisition than learning from qualified faculty and industry veterans.

We invite you to join us and experience an enriching learning journey that is truly rewarding.

Associate Professor Annie KOH
Dean, Office of Executive and Professional Education
Singapore Management University



Specialist Focused. Practitioner's Perspective.

FTI@SMU offers a suite of programmes, in stand-alone modules or full certification courses, tailored for banking and finance professionals who are keen to pursue continuous education. Programmes are structured from introductory to specialist level of learning, from basic knowledge to deep dives into specific fields of expertise. Our broad suite of specialist programmes puts FTI@SMU in a unique position to offer competency-building programmes across functional areas.

Classes are conducted by qualified faculty and practitioners with extensive experience and subject matter expertise. Programmes are delivered using a blended format of lectures, exercises, class discussions, case studies and role plays to reinforce concepts taught, and provide a simulated environment for hands-on applications.

As the strategic knowledge partner of choice, FTI@SMU offers customised training solutions to meet the needs of the organizations and their teams.

Come talk to us to discover how we can be an integral part of your personal or human resource development plans.

Some of our clients:

Aberdeen Asset Management Asia	First State Investments (Singapore)
Agricultural Bank of China	Fullerton Fund Management Company
ABN AMRO Bank N.V.	Hong Leong Finance
Australia & New Zealand Banking Group	Lion Global Investors
Bank Hapoalim (Switzerland)	Malayan Banking
Bank of America	Oversea-Chinese Banking Corporation
BNP Paribas	OCBC Securities
China Construction Bank Corporation	Phillip Securities
CIMB Bank	Prudential Asset Management (Singapore)
CIMB Securities	Schroder Investment Management (Singapore)
Coface Services South Asia Pacific	Singapore Exchange
Commerzbank AG	Standard Chartered Bank
Credit Suisse AG	Sumitomo Mitsui Banking Corporation
DBS Bank	The Hongkong and Shanghai Banking Corporation
Deutsche Bank AG	UBS AG
DMG & Partners Securities	United Overseas Bank

Our Industry Partners:



ACI SINGAPORE
The Financial Markets Association



CORPORATE BANKING

- SMU FICS Professional Certificate in Corporate Relationship Management
- SMU FICS Professional Certificate in Corporate Credit Approval
- SMU FICS Professional Certificate in Credit Administration
- SMU FICS Certificate: Effective Corporate Cash Management
- SMU FICS Certificate: Essentials of Trade Finance

FINANCIAL MARKETS

- ACI-SMU FICS Financial Markets Certificate
- ACI-SMU FICS Operations Certificate
- ACI-SMU FICS Professional/Specialist/Graduate Certificate in Financial Markets Operations
- ACI-SMU FICS Professional/Specialist/Graduate Certificate in Product Control
- ACI-SMU FICS Professional Certificate in Treasury Sales

PRIVATE EQUITY

- SMU FICS Specialist Certificate in Private Equity
- SMU FICS Certificate: Sourcing PE Deals & Fund Raising
- SMU FICS Certificate: Framework for Conducting PE Due Diligence
- SMU FICS Certificate: Structuring & Negotiating PE Deals
- SMU FICS Certificate: Managing PE Portfolios
- SMU FICS Certificate: Implementing PE Exit Strategies

CAPITAL MARKETS

- SMU FICS Training: ECM – Business Development
- SMU FICS Training: ECM – Origination, Structuring & Advisory
- SMU FICS Training: ECM – Sales & Marketing of Equity Offerings
- SMU FICS Training: DCM – Debt Origination, Structuring & Syndication
- SMU FICS Training: DCM – Structuring & Executing Asset Securitisation

SECURITIES & FUTURES

- SMU-SAS FICS Training in Securities Marketing
- SMU-SAS FICS Training: Customer Acquisition
- SMU-SAS FICS Training: Profiling Clients

FUND MANAGEMENT

- SMU-SFAA FICS Professional Certificate in Fund Administration
- SMU FICS Certificate: Fund Management Foundation
- SMU FICS Certificate: Investment Analysis
- SMU FICS Certificate: Portfolio Construction and Management
- SMU FICS Training in Portfolio Performance Measurement



I would like to thank the Financial Training Institute for being one of our key partners in the effort to enhance standards of professional competency and industry ethics via the Financial Industry Competency Standards (FICS), and also in introducing the new FICS Corporate Banking Common Examinations for entry-level Corporate Banking Relationship Managers.

ONG Puay See

CEO, The Institute of Banking and Finance

What I took away was more than just a certificate. It is the knowledge that I picked up, and the confidence that I gained which are truly the most valuable. Now, I have an even more holistic and deeper understanding of the various subjects of corporate lending, which has allowed me to serve my customers better.

Jacqueline ONG

Relationship Manager, UOB,
SMU-UOB FICS Professional Certificate in
Corporate Relationship Management Graduate

I have thoroughly enjoyed the programme. Besides getting a set of well-organised and informative notes which I can refer to when required, I gained in-depth knowledge of the subject matter, particularly treasury accounting, financial results and product analysis. I had the good opportunity to acquire first-hand practical knowledge and useful tips from the team of experienced and professional trainers. I had good interaction with my peers over the course duration. This further extended our ability to share our knowledge with each other. I strongly recommend this programme to financial services practitioners who wish to upgrade their skills in the field of Product Control.

Julie LIP

COO/CFO, Bank Hapoalim (Switzerland) Ltd,
FICP and ACI-SMU FICS Specialist Certificate in
Product Control Graduate

I found the case studies particularly useful. We were shown some famous and infamous deals on how they were structured and exited. The role play sessions were most enjoyable. We had hands-on practice to apply the concepts learned in simulated real life scenarios.

Thomas TIA

Vice President, Monsoon Investment Holdings,
SMU FICS Specialist Certificate in
Private Equity Graduate

The programme was comprehensive and insightful. The lecturer touched on various cases which made learning all the more interesting and realistic. The programme has enhanced my ability to assess credit from different angles.

Johnny OH

Credit Manager, Maybank,
SMU FICS Professional SMU FICS Professional
Certificate in Corporate Credit Approval Graduate

I've enjoyed every aspect of the course immensely. I was able to learn the fundamentals of financial market as well as various aspects of settlements and operations. The programme has been vital in "connecting the dots" as well as providing the general overview for me. It has been hugely beneficial for me - a once practicing electronic software engineer trying to make a living in the financial services industry.

Ben LIEW

Analyst, Barclays Capital,
ACI-SMU FICS Professional Certificate in
Financial Markets Operations Graduate

The personal work-life experiences shared by the facilitators help to add color to the notes provided. The programme has given me additional perspectives on financial products and puts me in good stead for challenges ahead.

Eugene YAP

Senior Analyst, Credit Suisse,
ACI-SMU FICS Specialist Certificate in
Financial Markets Operations Graduate

