

Statistical Decisions

The New Realities of Risk Management in Consumer Lending

Presented by:
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Statistical Decisions

Howard Johnson Hotel
Grand Plaza,
Bucharest
20th - 21st October 2010



Seminar Details

This seminar is based on the experience of nearly 30 years work with banks and other lending institutions all over the world. During that time the presenter has witnessed the performance of hundreds of risk management departments in different stages of development.

Problems around the world show great similarity, only some solutions work and others don't.

The seminar has been specifically structured to look at problems that experience has shown to be common among most lenders and describe the successful solutions that have been found.

At the same time the opportunity is taken to envisage the future requirements for risk managers, for if there is one thing that is certain it is that the future will bring even more rapidly increasing change and only the fittest will survive.

Topics Include:

- Common Mistakes in Risk Management
- Building the Risk Management Function
- Setting Goals and Objectives
- The Importance of Data
- Risk and the Business
- Portfolio Dynamics
- Credit Cycle Management
 - ☑ Underwriting Strategy
 - ☑ Leveraging the Relationship
 - ☑ Ensuring the Best Collections Effort

For detailed agenda

[CLICK HERE](#)

Why you should attend

- **Hear and learn** the issues surrounding the present problems in risk management as well as some insights into the future of our industry
- **Gain insightful perspectives** from a financial, economic, risk and statistical angle on the technicalities of this
- **Get answers** to your questions on what are the issues & challenges facing the industry in the light of the new environment
- **Listen to discussions** on the latest tools and methodologies used to quantify & qualify the various decisions and processes in consumer risk management.
- **Be presented with the latest information & expert advice.** You will have a deeper understanding on tackling the issues and meeting the requirements created by this paradigm shift in the banking industry.

**** Free Evening Session ****

Setting a Score Cut-off

Risk and Credit Risk Analysts of all levels are welcomed to attend to a 2 hour seminar that will reveal the art of setting a cut-off. During the session, practical aspects and examples will be examined as well as common errors made in setting expectations. The course will mainly address setting cut-offs for risk scores, but the principles discussed have wider applications. Informal discussion will continue afterwards for those who want.

Limited seats, please reserve early

20th October 18:00 at Howard Johnson Hotel

[Registration form for Evening Event](#)

Registration Form

Seminar Fees

Registered Delegates	Price Per Delegate
1	€600
2-3	€550
4+	€500

***15 % discount if registered before 1st September 2010**

Your Details

Name: _____
Company: _____
Title: _____
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Payment Method

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Terms and Conditions: Delegates agree to the following: Payment will only be processed upon confirmation. In the event of cancellation by a delegate, an administrative charge (50% of fees – 4 weeks before start; 75% of fees – 3 weeks before start; 100% of fees – 2 weeks before start) will be imposed if it occurs prior to the start of the seminar. The delegate, however, may choose to substitute the place with a nomination of his/her choice. As the organizer, Stat-Dec Hellas Ltd reserves the right to cancel the event, make changes to the venue and/or course content and shall not be liable for any losses arising from such an event. A full refund of the course fees will be made in such an event.

Statistical Decisions Training

Statistical Decisions runs training programs for over 15 years covering many aspects of the consumer credit process. Course content is designed to ensure relevance to the needs of industry and technical development. Our courses, in-house and public, help people in the credit industry to achieve their objectives, by acquiring new knowledge, developing new skills and keeping informed of the changing professional practices in a highly competitive market place.

Statistical Decisions offers a number of different courses:

- Introduction to Consumer Credit
- Portfolio Management and Profitability
- Underwriting New Customers
- Credit Score Development
- Credit Score Validation and Monitoring
- Account Maintenance Using Behaviour Scores
- Managing Collections and Collectors
- The Ultimate Collector

For a discussion on your future training needs or enquiries on upcoming courses, please contact:

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Consulting and Credit Scoring Services

Consulting and Decision Support analytics to Financial Institutions who are seeking an efficient and effective approach to managing their Retail Portfolios and increasing their Profitability

Decision Analytics



Our highly skilled technical professionals can convert your information into the knowledge you need to manage your business.

Strategy & Consultancy



Our consultants have many years experience in both banking and consultancy and we are able to draw on the experience of former Bank CEO's, Credit Directors, Collection Directors, etc as part of our team.

Results



Trusted by top Financial Institutions in the world