

# THE TANZANIA INSTITUTE OF BANKERS



## TRAINING PROGRAMME CALENDAR 2024

TIOB offers industry relevant training programmes that cover a comprehensive list of banking areas and are designed and developed in-house by our Specialist team or in collaboration with strategic learning partners. Programmes offered are on a six-month interval, which enable us to review and update our course materials based on a more intuitive understanding of what banks need in this fast-changing dynamic financial services landscape.

While the programmes that you will see here on the following table are offered for open enrolment, they can also be customized as in-house training to suit the needs of your organization. We also provide a broad spectrum of consultancy services to create tailor-made training programmes that are specifically aligned with your organization's strategic learning requirements.

S/ N	PROGRAM TITLE	TARGET AUDIENCE	DATES	Registration Link	AMOUNT (TZS)	VENUE
1.	Loan Syndication	<ul style="list-style-type: none"> <li>• Corporate bankers,</li> <li>• Relationship Managers,</li> <li>• Bankers who need to tap on the opportunities offered by the syndicated loan market,</li> <li>• Bankers who need to know how to arrange / lead manage syndicated loans and those who need to know what to expect when participating in syndicated loans</li> </ul>	21-23 February	<a href="https://forms.gle/vMbqAw5eZn1zumHw7">https://forms.gle/vMbqAw5eZn1zumHw7</a>	750,000	TIOB
2.	Teller function compliance and cash unit Operations	Staff Working as teller, front office and operation In-Charge or the individual aspiring to join teller or cash area of Banking and Financial Institutions.	07-08 March	<a href="https://forms.gle/o4Je9FUKx7pvzjUS8">https://forms.gle/o4Je9FUKx7pvzjUS8</a>	500,000	TIOB
3.	Oil & Gas Credit Analysis & Loan Management	<ul style="list-style-type: none"> <li>• Credit/Loan Officers</li> <li>• Credit Managers</li> <li>• Credit Risk Officers &amp; Managers</li> <li>• Account Relationship Officers</li> <li>• Relationship Managers</li> <li>• Business Development Managers</li> <li>• All other officers involved directly or indirectly with Oil &amp; Gas Industry business in the banks/FIs.</li> </ul>	12-15 March	<a href="https://forms.gle/xzPPtrwaXGhyDTXu9">https://forms.gle/xzPPtrwaXGhyDTXu9</a>	1,000,000	TIOB

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4.	Business Communication and etiquette skills	<ul style="list-style-type: none"> <li>• Business professionals</li> <li>• Sales and customer service professionals</li> <li>• Entrepreneurs and small business owners</li> <li>• Human resources and training professionals</li> <li>• Project managers</li> <li>• New graduates and Entry-level Professionals</li> <li>• International Business professionals</li> <li>• Anyone seeking Career advancement</li> </ul>	20-22 March	<a href="https://forms.gle/rQVKyckkfmWDAbiq5">https://forms.gle/rQVKyckkfmWDAbiq5</a>	750,000	TIOB

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5.	Women Transformational Leadership skills	<ul style="list-style-type: none"> <li>This course dedicated for women who are entering supervisory and management roles and those who want to update their understanding of their role as a leader. Leaders and executives</li> <li>Managers and team leaders</li> <li>Entrepreneurs and business owners</li> <li>Human resource professionals</li> <li>Project managers</li> <li>Educators and trainers Government and nonprofit leaders</li> <li>Any Individual aspiring to leadership roles</li> </ul>	15-17 May	<a href="https://forms.gle/esQHGqwJemuwPy4Y8">https://forms.gle/esQHGqwJemuwPy4Y8</a>	750,000	Bagamoyo

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6.	Fraud Risk Management and Internal Control	<ul style="list-style-type: none"> <li>• Branch and Operations Managers</li> <li>• Anti-Fraud Unit Resources/Personnel,</li> <li>• Front Office Personnel,</li> <li>• Relationship Managers,</li> <li>• Audit, Internal Control Officers and Branch Compliance Officers,</li> <li>• Resources Dealing with Assets and Liabilities Product</li> </ul>	27-29 May	<a href="https://forms.gle/rocWk7g34C1haYfU8">https://forms.gle/rocWk7g34C1haYfU8</a>	750,000	TIOB
7.	Applicable legislation Framework Related to Financial Institutions	Legal Officers and Officers from Financial Institutions and the Central Bank	04-06 June	<a href="https://forms.gle/taAP7Zf4dC5RM88f8">https://forms.gle/taAP7Zf4dC5RM88f8</a>	750,000	TIOB
8.	Agricultural Finance	<ul style="list-style-type: none"> <li>• Credit Analysts/Loan Officers</li> <li>• Credit Managers</li> <li>• Relationship Managers</li> <li>• Risk Officers</li> <li>• Risk Managers</li> <li>• Branch Managers</li> </ul>	17-21 June	<a href="https://forms.gle/ngGpyQ5NV4d8GU2r6">https://forms.gle/ngGpyQ5NV4d8GU2r6</a>	1,250,000	Kigali-Rwanda
9.	Customer Experience Management in Banking Environment	Front-line staff and anyone whose job responsibilities include sales, marketing, relationship management, product development, customer care, servicing or interacting with customers, Relationship officer, Segment Managers and Contact Centre Team Lead	20-21 June	<a href="https://forms.gle/8YWuqeTd4BLxkSwM9">https://forms.gle/8YWuqeTd4BLxkSwM9</a>	500,000	TIOB

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10.	Distressed Loans– Identification, management, restructuring & rehabilitation	<ul style="list-style-type: none"> <li>• Recovery Managers &amp; Officers</li> <li>• Relationship Managers</li> <li>• Credit Managers &amp; Credit Analysts</li> <li>• Investment Managers &amp; Officers</li> <li>• Relationship Managers/Account Officers</li> <li>• Risk Managers (Credit, Operational &amp; Market Risks)</li> <li>• Management Consultants</li> <li>• Credit Portfolio Managers</li> <li>• Corporate Treasurers</li> <li>• Compliance Managers &amp; Officers</li> <li>• Financial Decision Makers in Corporations</li> <li>• Finance Managers</li> <li>• Microfinance Credit Officers &amp; RMs</li> </ul>	10-12 July	<a href="https://forms.gle/unuRTGGPxqNFd6JK8">https://forms.gle/unuRTGGPxqNFd6JK8</a>	750,000	TIOB
11.	Training of the Trainer (TOT)	Trainers Prospective trainers	15-19 July	<a href="https://forms.gle/USwPs41N3Ses6Pd2A">https://forms.gle/USwPs41N3Ses6Pd2A</a>	1,250,000	Bagamoyo
12.	Product innovation, Development and Marketing strategies	<ul style="list-style-type: none"> <li>• Research and Development Teams</li> <li>• Innovative Leaders</li> <li>• Entrepreneurs</li> </ul>	23-26 July	<a href="https://forms.gle/USwPs41N3Ses6Pd2A">https://forms.gle/USwPs41N3Ses6Pd2A</a>	1,000,000	TIOB

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13.	Corporate Sales Management	<ul style="list-style-type: none"> <li>• Sales managers and directors</li> <li>• Business development executives</li> <li>• Sales team leaders</li> <li>• Entrepreneurs and business owners</li> <li>• Sales operations managers</li> <li>• Marketing and product managers</li> <li>• Marketing and product managers</li> <li>• Sales trainers and coaches</li> <li>• Anyone aspiring to sales leadership roles</li> </ul>	29-30 July	<a href="https://forms.gle/tu5gvNMiDEqh9gby6">https://forms.gle/tu5gvNMiDEqh9gby6</a>	500,000	TIOB
14.	Model-Based Monetary Policy Analysis and Forecasting	<ul style="list-style-type: none"> <li>• Mid-level to senior officials responsible for monetary policy decision making and staff doing macroeconomic analysis and forecasting or operating macroeconomic models.</li> </ul>	05-07 Aug****	<a href="https://forms.gle/Z9NnQEajDjEMQT3i8">https://forms.gle/Z9NnQEajDjEMQT3i8</a>	750,000	DSM-BOT
15.	Forestry Financing	<ul style="list-style-type: none"> <li>• Loan / Credit Officers and Managers</li> <li>• Credit Analysts</li> <li>• Credit Risk Team</li> <li>• Branch Managers</li> <li>• Relationship Managers and Account Relationship Officers</li> </ul>	12-16 August	<a href="https://forms.gle/HpBMhivTEHFPPoM18">https://forms.gle/HpBMhivTEHFPPoM18</a>	1,250,000	Iringa

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		<ul style="list-style-type: none"> <li>Sales and Marketing Team</li> <li>Financial analysts in the forestry industry</li> <li>Investment managers and analysts</li> <li>Government officials and policymakers</li> <li>NGO and Development Practitioners</li> <li>Sustainability and ESG (Environmental, social, and Governance) professionals</li> <li>Consultants and advisors</li> </ul>				
16.	Mortgage Finance	<ul style="list-style-type: none"> <li>Senior and Middle level officers in the banking institutions who are involved in Credit</li> <li>Relationship Management</li> <li>Loan Documentation as well as Legal aspects of mortgage financing</li> </ul>	12-16 August	<a href="https://forms.gle/KqmpmfKpbrRYrEw58">https://forms.gle/KqmpmfKpbrRYrEw58</a>	1,250,000	Dodoma
17.	Lending to SMEs	Credit Officers and Investment Analysts	12-14 August**	<a href="https://forms.gle/kNgJXcCsxaEin7F47">https://forms.gle/kNgJXcCsxaEin7F47</a>	750,000	TIOB
18.	Operational Risk Management for Banks	<ul style="list-style-type: none"> <li>Financial Officers</li> <li>Risk Officers</li> <li>Internal Auditors Operational Risk Managers Staff with roles and</li> </ul>	14-16 August	<a href="https://forms.gle/fwqXo24npyGy882H8">https://forms.gle/fwqXo24npyGy882H8</a>	750,000	TIOB



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		<p>responsibilities in operational risk in risk management departments,</p> <ul style="list-style-type: none"> <li>businesses and central departments All front-, middle- and back-office staff in operational roles</li> </ul>				
19.	Exchange Rate and Interest Rate Dynamics: Impact on Banking Operations	Officers of the Central Bank, commercial banks, other financial institutions, and any other interested parties	21-23 August	<a href="https://forms.gle/WMr3VQ283dtk4K2A">https://forms.gle/WMr3VQ283dtk4K2A</a>	750,000	Zanzibar
20.	Risk Assessment on Project Investment financing	<ul style="list-style-type: none"> <li>Credit Analysts</li> <li>Credit Managers</li> <li>Investment Officers &amp; Managers</li> <li>Risk Officers &amp; Risk Managers</li> <li>Internal Audit</li> <li>Finance Officers &amp; Finance Managers</li> <li>Project Management Personnel from Non-Governmental Organizations, Central Government and Local Governments</li> <li>Project Officers and Managers from Pension Funds/Insurance Companies</li> </ul> <p>Project planners, Researchers, Government Ministries</p>	26-28 August**	<a href="https://forms.gle/Ntg5qh7Fif4WjHH26">https://forms.gle/Ntg5qh7Fif4WjHH26</a>	750,000	TIOB

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21.	Business Identification and Account Management for a Relationship Manager	<ul style="list-style-type: none"> <li>Relationship officers/Managers from Microfinance institutions, Commercial and Corporate Banking</li> <li>Relationship managers from insurance companies</li> <li>Investment Banking personnel handling lending activities</li> </ul>	04-06 September	<a href="https://forms.gle/YBsQkuNrE6AFBbEKA">https://forms.gle/YBsQkuNrE6AFBbEKA</a>	750,000	TIOB
22.	Women Transformational Leadership skills	<ul style="list-style-type: none"> <li>This course dedicated for women who are entering supervisory and management roles and those who want to update their understanding of their role as a leader. Leaders and executives</li> <li>Managers and team leaders</li> <li>Entrepreneurs and business owners</li> <li>Human resource professionals</li> <li>Project managers</li> <li>Educators and trainers Government and nonprofit leaders</li> <li>Any Individual aspiring to leadership roles</li> </ul>	11-13 September	<a href="https://forms.gle/K6CTUTZsdySnHGPe9">https://forms.gle/K6CTUTZsdySnHGPe9</a>	750,000	Morogoro

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23.	Agricultural Finance	<ul style="list-style-type: none"> <li>• Credit Analysts</li> <li>• Loan Officers</li> <li>• Credit Managers</li> <li>• Relationship Managers</li> <li>• Risk Officers</li> <li>• Risk Managers</li> <li>• Branch Managers</li> </ul>	16-20 September	<a href="https://forms.gle/wHSBWXry6r5q2WLFA">https://forms.gle/wHSBWXry6r5q2WLFA</a>	1,250,000	Botswana
24.	The role of Banks in Public Private Partner's (PPPs)	<ul style="list-style-type: none"> <li>• Banking and finance professionals</li> <li>• Public sector officials</li> <li>• Private sector executives</li> <li>• Consultants and advisors</li> <li>• Infrastructure and project managers</li> </ul> <p>Graduate students Researchers</p>	24-27 September	<a href="https://forms.gle/KqmpmfKpbrRYrEw58">https://forms.gle/KqmpmfKpbrRYrEw58</a>	1,000,000	Zanzibar
25.	Risk Assessment on Project Investment financing	<ul style="list-style-type: none"> <li>• Credit Analysts</li> <li>• Credit Managers</li> <li>• Investment Officers &amp; Managers</li> <li>• Risk Officers &amp; Risk Managers</li> </ul>	07-11 October	<a href="https://forms.gle/Y11RSPxBur6goufA8">https://forms.gle/Y11RSPxBur6goufA8</a>	1,250,000	Zambia

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		<ul style="list-style-type: none"> <li>• Internal Audit</li> <li>• Finance Officers &amp; Finance Managers</li> <li>• Project Management Personnel from Non-Governmental Organizations, Central Government and Local Governments</li> <li>• Project Officers and Managers from Pension Funds/Insurance Companies</li> <li>• Project planners, Researchers, Government Ministries</li> <li>•</li> </ul>				
26.	Agricultural Finance	<ul style="list-style-type: none"> <li>• Credit Analysts/Loan Officers</li> <li>• Credit Managers</li> <li>• Relationship Managers</li> <li>• Risk Officers</li> <li>• Risk Managers</li> <li>• Branch Managers</li> </ul>	18-22 November	<a href="https://forms.gle/nkZ7BSoYHAdvKFeAA">https://forms.gle/nkZ7BSoYHAdvKFeAA</a>	1,250,000	TIOB
27.	Monetary Policy Implementation - Principles, Operational Aspects, and Implications	<ul style="list-style-type: none"> <li>• Officers of financial institutions, financial market players,</li> <li>• central bank officers,</li> <li>• Consultants,</li> <li>• university lecturers and interested individuals</li> </ul>	26-29 November	<a href="https://forms.gle/sB3Lkua7e3WmndrL8">https://forms.gle/sB3Lkua7e3WmndrL8</a>	1,000,000	DSM