

The IBF Standards are a set of competency standards developed by the industry for the industry. They are benchmarked against international standards and represent the key skill sets required for various jobs in the financial industry. They currently cover 12 industry segments:



**CAPITAL
MARKETS**



COMPLIANCE



**CONSUMER
BANKING**



**CORPORATE
BANKING**



**FINANCIAL
MARKETS**



**FINANCIAL
PLANNING**



**FUND
MANAGEMENT**



**GENERAL
INSURANCE**



**LIFE
INSURANCE**



**RISK
MANAGEMENT**



**TECHNOLOGY
& OPERATIONS**



**WEALTH
MANAGEMENT**

Skills for Corporate Banking



Find a training programme
to suit your needs
<https://goo.gl/1Y6JWK>

About Corporate Banking

Corporate Banking provides a full range of banking services for corporate, government bodies and financial institutions. These include loans, financing, cash management and advice on trade and investments.

About Proficiency Levels

The IBF Standards offer three proficiency levels to help you track the development and sophistication of your skills in relation to your career aspirations. You can also use the Standards to identify training programmes at the right level to meet your skills development needs.

- Level 1 a basic understanding of key concepts and ability to apply skills to routine tasks
- Level 2 ability to apply skills to complex tasks
- Level 3 ability to apply skills in the context of broader organisational considerations

About IBF Certification

IBF Certification is an industry endorsed mark of quality for finance professionals in Singapore. To achieve certification, you will need to complete an IBF accredited programme. In addition, for IBF Level 2 and 3 Certification, you will need to meet the relevant experience requirement. IBF Certified individuals may use their professional certification titles "IBFQ" or "IBFA" on their business cards and correspondences.



IBF Qualified (IBFQ)

An individual certified as "IBF Qualified" is equipped with foundational skills to undertake new roles.

- Certified via IBF Level 1 Programmes



IBF Advanced (IBFA)

An individual certified as "IBF Advanced" has demonstrated applied knowledge and advanced analytical skills for specialist or managerial functions.

- Certified via IBF Level 2 or Level 3 Programmes
- 3-15 years of experience

	Skills	Proficiency Level		
		1	2	3
	Client Acquisition			
	Client acquisition strategy			•
	Client on-boarding due diligence	•	•	
	Client prospecting and market segmentation	•	•	
	Client Management			
	Account planning			•
	Client needs analysis	•	•	•
	Client relationship and conflict management	•	•	•
	Cross selling	•	•	•
	Credit Facilities and Structure Assessment			
	Credit facility structuring and risk ratings	•	•	•
	Credit Risk Analysis and Monitoring			
	Credit risk analysis	•	•	•
	Credit worthiness assessment	•	•	•
	Product and Market Development			
	Branding and market positioning		•	
	Product development		•	
	Product and Strategy Formulation			
	Balance sheet management strategies			•
	Risk & controls, pricing and revenue strategies			•

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