





## FS Introduction

Frankfurt School of Finance & Management is an AACSB, EQUIS and AMBA triple accredited, research-led business school, covering every aspect of the business, management, banking and finance. An impressive portfolio of services – ranging from degree courses to executive education programmes, from research projects to consultancy – means that Frankfurt School acts as adviser, catalyst and educational partner to companies and organisations, to individuals embarking on new careers, and to experienced executives. As a centre of intellectual and practical activity, the business school formulates forward-thinking solutions for the worlds of business, finance and management, where agendas and issues are constantly changing.

The Frankfurt School of Finance & Management has 50 years of experience in educating executives and employees. We offer numerous executive education programmes and other customized training, designed to ensure that executives are able to meet the requirements of today's demanding market.

Frankfurt School of Finance & Management originated in the financial sector, but today our services enjoy increasing appreciation in other business sectors as well. In the future, we will be continuing to expand our national and international networking with the business community. The following are our school's partners and friends,



Globalization has brought more and more Asian companies go out of Asia. Over the passed years, FS has provided high-end financial and management training to a number of well-known Asian companies. The school has an in-depth understanding of Asian clients' needs, tailoring relevant customized international executive education products for the clients with Asian backgrounds.

## Customized Programmes and Study Tours

Frankfurt School offers executive programmes of the highest quality, tailored to your organisation's specific needs and requests.

- For middle and senior managers from any organisation
- Training or Blended Learning
- In Frankfurt or In-House

Due to our flexible nature, our programmes can be provided in Frankfurt with the added benefit of industry site visitations of leading German banks and companies, or on your premises for your convenience.

- We organise your study tour to Frankfurt/Germany.
- We design your Leadership Development Programme.
- We customise "The Frankfurt Mini MBA".
- We provide technical training tailored to your needs.



Years of cooperation with well-known Asian companies have owned us reputations and here are summarized as:



## Nearly Omnipotent

Examples of Possible Topics of Study Tours to Choose From

- **Macro-Economy & German Industries:**
  - The global financial crises & world economic outlook, Basic European Economic and Financial Situations, Central bank policy, German Industry 4.0, Hidden Champions
- **General Management:**
  - Corporate governance & role of director's board, Internal Audit & Regulatory compliance, Aligning innovation with strategy, Managing incremental innovation, Managing radical innovation, Leading innovation, Merger & Acquisition Business in Europe, Marketing & Sales, Relationship Management Concept (RLM)
- **Banking:**
  - Comparison between China's and Europe's Financial Systems and Opportunities for Investment Banking after European Sovereign Debt Crisis, Development Situation of Business of European Private Banks, Universal Banking, Bank Regulation, Bank governance & role of director's board, Basel III and bank risk management, Risk Management in Banking, Credit Rating Models, Bank treasury management, Introduction into commercial banking, Introduction into investment banking products, Customer groups in retail banking, Customer groups in wholesale banking, Financing Products / Pricing, Bank products development (retail banking)
- **Capital Market:**
  - Financial Markets and Products, Introduction of European bond futures market, Advanced arbitrage and spread trading strategies using bond futures, Advanced Hedging and other trading strategies in asset management using bond futures, Fixed income derivatives advanced trading strategy - Program trading, Fixed income derivatives advanced trading strategy - High Frequency Trading, OTC interest rate options, OTC Swaptions
- **Non-Bank Financial Vehicles:**
  - Fintechs, Non-Bank Financial Institutions in Europe and Business Overview, Development Situation of European Asset Management Business, China - Europe Cross-border Private Equity Business, Private Equity Business in Europe, Guarantee Business, Securitisation, Wealth management

## Some of Our Clients and Partners in China

- CAFI, Renmin University of China
- CEIBS
- Bank of Suzhou
- Bank of Qinhai
- China Huarong
- Bank of Jiujiang
- Nankai University
- ICBC
- Bank of Xi'an
- Tailong Commercial Bank
- Bank of Chongqing
- Sanxia Financing Guarantess



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