

# Banking & Finance.

- › Dynamic Leadership
- › Prescriptive Selling
- › Impactful Communication
- › Personal Productivity
- › Security Awareness
- › Fundamentals of Banking
- › Active Shooter Response for Financial Institutions
- › Anti-Money Laundering (AML)
- › Beneficial Ownership Rules
- › Ethics for Bankers



1:38 h



### Dynamic Leadership Introduction

Provided by: OnCourse | Dynamic Leadership is about working to build a performance culture.

Learning path

Catalogue Number: 1820  
Pricing & License: From 5 € per user per month

#### Dynamic Leadership | Learning units

- Accountability Meetings
- Coaching to Peak Performance
- Communicating Why
- Creating Buy In
- Developing Trust
- Effective Meetings
- Employee Development Planning
- Key Leadership Qualities
- Key Training Principles
- Series Summary



1:09 h



### Impactful Communication Series Introduction

Provided by: OnCourse | When utilized properly, Impactful Communication improves culture, relationships and work environment.

Learning path

Catalogue Number: 1841  
Pricing & License: From 5 € per user per month

#### Impactful Communication | Learning units

- Assertive Behavior
- Communication Rules
- Effective Listening
- Graduated Learning
- Healthy Conflict
- Intro to Public Speaking
- Keys to Successful Emails
- Series Summary
- Setting Proper Expectation



1:28 h



### Prescriptive Selling Introduction

Provided by: OnCourse | Prescriptive Selling is all about setting yourself up for success during your sales process.

Learning path

Catalogue Number: 1808  
Pricing & License: From 5 € per user per month

#### Prescriptive Selling | Learning units

- Building Urgency
- Goal & Metric Planning
- Matching Benefits
- Next Step Selling
- Objection Handling
- Probing for Needs
- Series Summary
- Situational Selling
- Trial Closing
- Upselling



1 h



### Personal Productivity Introduction

Provided by: OnCourse | Personal Productivity is based around being able to focus on more of the right things with less time.

Learning path

Catalogue Number: 1831  
Pricing & License: From 5 € per user per month

#### Personal Productivity | Learning units

- Block Scheduling
- Email Management
- Energy Management
- Goal & Task Prioritization
- How to Delegate
- Leveraging Time
- Managing your Schedule
- Planning your Schedule
- Series Summary
- Slush Time Management



🕒 1 h



### Security Awareness

Provided by: OnCourse | In this course your will learn how important Security Awareness is.

Course

Catalogue Number: 1520  
Pricing & License: From 5 € per user per month



🕒 1 h



### Fundamentals of Banking

Provided by: OnCourse | This course identifies the different types of financial institutions that make up the banking system.

Course

Catalogue Number: 1514  
Pricing & License: From 5 € per user per month



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### Beneficial Ownership Rules

Provided by: OnCourse | Financial institutions are required to identify and verify the identity of the beneficial owners.

Course

Catalogue Number: 1517  
Pricing & License: From 5 € per user per month



🕒 1 h



### Ethics for Bankers

Provided by: OnCourse | This course focuses on the ethical standards that should guide employees at financial institutions.

Course

Catalogue Number: 1515  
Pricing & License: From 5 € per user per month



🕒 1 h



### Active Shooter Response for Financial Institutions

Provided by: OnCourse | This course will examine the unique dynamics of active shooter occurring in financial institutions.

Course

Catalogue Number: 1519  
Pricing & License: From 5 € per user per month



🕒 1 h



### Anti-Money Laundering (AML)

Provided by: OnCourse | This course explains the money laundering process and educates you about ways to prevent it.

Course

Catalogue Number: 1518  
Pricing & License: From 5 € per user per month

