

Global and Firm Wide Relationship

Partner:

- We partner with many global banks. One particular bank client we work with focuses training throughout the organization on global initiatives, and this training is conducted globally, with locations including the US, UK, and Asia. The bank's training goal is to create solutions that meet the needs of participants in each particular region, from graduate training programs to continuing education programs.

Tailor:

- Most global banks have comprehensive graduate new hire programs and this particular bank client is no exception. They tailor their programs to each region and product base. B&B is consulted to work on product specific segments in the introductory training, where we focus on how the products are traded at the bank and how they are used by market participants in order to enhance the practical knowledge of the graduates.
- We also partner with the bank in order to complement their suite of continuing education for their entire global population. We offer a full course curriculum that enhances employees' knowledge of capital markets, fixed income derivatives, financial participants like hedge funds and their strategies, and the most recent regulatory changes in bank capital, liquidity, and counterparty credit risk. As financial markets are changing constantly, so is our training material to reflect the evolving dynamics of markets.

Assess:

- Multiple outcomes have been seen across the bank. In continuing education, participants are able to round out their financial markets knowledge by understanding more about their specific business and related businesses. Our training is a great networking opportunity within the firm and our interactive case studies allow participants to get to know one another and continue conversations outside our training. Graduate trainees are able to get a deeper understanding of the bank's business and their role within the institution, thereby making them more effective.

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