



Banking Fundamentals Course: How Banks Work, Earn Revenue and Manage Risk

1 – 5 February 2027

Amsterdam - Zuidas business district hotel



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Introduction:

Banking fundamentals, covering how banks work, earn revenue and manage risk, is the subject of this 5-day course for new bank joiners, bank support functions, supervisory staff and non-bankers who work with banks, ending with a Case Bank Profile and Briefing Note. Many organisations place staff in or alongside banks without a shared picture of deposits, lending, margins and prudential rules, so decisions rest on guesswork. Nominees work in or with banks but have no formal banking training, and the course is taught through case studies of bank accounts and product sheets. CoreConcept Training Center delivers this banking fundamentals course.

Course Objectives:

- Explain how banks intermediate funds, transform maturities and create money, and how central banks, licence types and internal roles shape the sector
- Read a bank balance sheet and income statement and locate where net interest margin, fee income, operating costs and loan loss provisions arise
- Distinguish retail, corporate, treasury and Islamic banking products and trace a payment through clearing and settlement
- Recognise credit, market, liquidity and operational risks in everyday bank activity and the controls that respond to them
- Describe at overview level how Basel framework capital and liquidity standards constrain bank growth and how digital and fintech trends alter bank revenue
- Prepare a bank profile and briefing note that explains how a case bank earns revenue and manages risk

Target Audience:

- New joiners in branch, operations and product units who need a working picture of the whole bank
 - Support function staff in human resources, information technology, legal, procurement and internal audit who serve banking business lines
 - Supervisory and policy staff who review bank returns, licence files or financial-sector data
 - Staff in fintechs, insurers, consultancies and corporate finance teams who deal with banks as partners, lenders or suppliers
 - Graduate trainees rotating through bank departments during induction
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Course Outline:

Day 1: Banks in the Economy, Licences and Bank Organisation

- Financial Intermediation Between Savers and Borrowers Explained
- Maturity Transformation and Fractional-Reserve Money Creation
- Central Bank Role in Monetary Policy and Bank Supervision
- Bank Licence Types Commercial, Investment, Islamic and Specialised
- Bank Organisation Chart Front, Middle and Back Office Roles

Day 2: Bank Financial Statements and How Banks Earn Revenue

- Bank Balance Sheet Layout Loans, Securities, Deposits and Equity
- Bank Income Statement Lines from Interest to Impairment
- Net Interest Margin as the Spread Behind Bank Earnings
- Fee and Commission Income Streams by Business Line
- Operating Cost Base, Loan Loss Provisions and Bottom-Line Profit

Day 3: Banking Products, Islamic Banking and Payment Operations

- Retail Products Current Accounts, Mortgages, Cards and Personal Finance
- Corporate Products Working Capital Lines, Term Loans and Guarantees
- Treasury Desk Activities in Money Markets, Foreign Exchange and Bonds
- Islamic Banking Contracts Murabaha, Ijara, Musharaka and Mudaraba
- Payment Systems, Clearing and Settlement Flow Through a Bank

Day 4: Bank Risks, Prudential Rules and Fintech Trends

- Credit Risk from Loan Approval to Default and Recovery
- Market Risk and Liquidity Risk Sources in Bank Activity
- Operational Risk Events, Fraud and Control Failures in Banks
- Basel Framework Capital Ratios, Leverage and LCR and NSFR Overview
- Digital Banking and Fintech Trends Reshaping Bank Revenue and Risk

Day 5: Case Study: Case Bank Profile and Briefing Note

- Case Bank Annual Report Extraction of Balance Sheet Figures
 - Case Bank Revenue Mix Analysis Interest Versus Fee Income
 - Case Bank Product and Customer Segment Map by Business Line
 - Case Bank Risk and Capital Position Summary Table
 - Bank Profile and Briefing Note Completion and Peer Review
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Skills You Will Gain:

- Bank Statement Literacy
- Revenue Driver Identification
- Banking Product Classification
- Islamic Contract Recognition
- Payment Flow Tracing
- Bank Risk Mapping
- Prudential Rules Awareness
- Banking Briefing Writing

Why Attend This Course:

- Deliver a Case Bank Profile and Briefing Note that line managers, onboarding leads or supervisory teams can reuse as a reference
- Judge whether a bank proposal, product request or partnership term makes commercial and risk sense before it reaches approval
- Reduce rework and misunderstanding between support units and bankers caused by unfamiliar terms such as margin, provisions and capital ratios
- Share a banking glossary and product map with new colleagues in the unit

Conclusion:

Back at work, the participant gives the line manager, onboarding lead or supervisory team a Case Bank Profile and Briefing Note that explains where the bank's revenue comes from, which products and customer segments carry it, and which risks and prudential limits shape its choices. Units use it to brief new staff, prepare for meetings with bankers and frame questions on proposals or regulatory returns. After its first use, the unit should check which terms still caused confusion and update the glossary and product map accordingly.

Frequently Asked Questions FAQ:

What do participants need before a banking fundamentals course?

No banking background is needed. Participants should be comfortable reading simple financial figures. Bringing the annual report of a bank they work with, serve or supervise helps them apply the case work to a familiar institution.

How does a banking fundamentals course differ from a bank performance analysis or asset and liability management course?

It gives an overview of the whole bank: its economic role, statements, products, risks and rules. Performance analysis and asset and liability management courses go deep into ratio scoring, margin attribution and rate and liquidity modelling for finance and treasury specialists.

Why is net interest margin central to banking fundamentals?

Many banks earn a large share of revenue from the spread between rates charged on loans and rates paid on deposits. Understanding that spread explains why banks compete for deposits, price loans as they do and watch funding costs closely.

What do participants take back from a banking fundamentals course?

Participants take back a Case Bank Profile and Briefing Note with a balance sheet summary, revenue mix, product and segment map and a risk and capital summary, which they can adapt to their own institution or to banks they deal with.