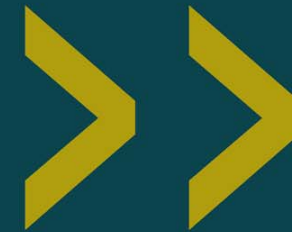


The Simulation

... the backbone of GET TO KNOW BANKING



... a unique and
highly concentrated programme
of Banking Expertise

ACCELERATE LEARNING SOLUTION





GTKB

get to know banking

THE BANK SIMULATION

1.0 SHORT DESCRIPTION

The red thread through the course is the banking simulation training. Throughout the week, teams manage fictitious banks, competing with each other in a closed market.

This simulation enables the participants to exert control over the key management variables of banking and to come to grips with the difficulties of running a bank in a competitive environment.

Complement this with an extensive use of coaching, teamwork, case studies, presentations, story telling and e-learning and it all adds up to a highly successful training method.

“ A banker is a fellow who lends you his umbrella when the sun is shining and wants it back the minute it begins to rain. ”

(Mark Twain)



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THE BANK SIMULATION

2.0 FACTS

- the simulation runs on Excel
- it took 4 years to develop
- more than 70,000 complex formulas and scenarios
- up to 6 banking groups per training
- up to 6 quarters (6 sessions)
- 36 decisions influence the simulation; ranging from
 - > interest & amount setting on various products
 - > risk management decision
 - > decision on future economic development
 - > rating decision
 - > liquidity decision
 - > HR, IT and Cost decision
 - > Marketing decision
 - > capital account decision
- comprehensive Trainer Management Information
- the simulation uses EP calculation

“ I did something that challenged the banking world. Conventional banks look for the rich; we look for the absolutely poor. All people are entrepreneurs, but many don't have the opportunity to find that out.”

(Muhammad Yunus)





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get to know banking

THE BANK SIMULATION

3.0 WHY THIS BANK SIMULATION

“ What's breaking into a bank compared with founding a bank? ”

(Berthold Brecht)

The programme GET TO KNOW BANKING and its Bank Simulation can be seen as a catalyst to accelerate learning, which gives the participant an extremely steep learning curve. Thus, allowing the learner to gain substantial knowledge of the banking industry within a very short time span (1week). Previously, this was unthinkable.

The simulation teaches the basics of banking; nothing more nothing less. The outcome is definitely not a specialisation in one of the innumerable banking professions but a sound understanding of banking in general.

The simulation has been created by a banker for bankers and never puts fancy IT or design as a u.s.p.!!!



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THE BANK SIMULATION

4.0 MAIN STRENGTH

“ He that is of the opinion money will do everything may well be suspected of doing everything for money.” ”

Benjamin Franklin

- the simulation has been successfully used in over 20 countries
- well over 2,000 participants
- it is not a computer based simulation hence teams will not “fight against” or “exploit” the simulation but concentrate on banking
- it is based on common sense
- it is not based on abstract academic models or failed theories
- no fancy products like M&A, derivatives, off balance transaction, etc
- trainers are highly experienced international bankers with real banking knowledge and real deal and client exposure
- trainer can always intervene in its programming
- it only works when coupled with coaching
- constantly updated
- train the trainer courses are available
- flexible license models



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BANKING SIMULATION

5.0 MODULES

The banking simulation is accompanied by numerous other modules ranging from product knowledge to SWOT analysis, from Client Segmentation and Wallet Sizing to the future of banking and its development.

We do not lecture but constantly involve participants. We change training styles from story telling to action learning, from video to competition; by this we keep the momentum high with the participants and bridge the simulated environment - the banking simulation - with the real world of banking - the modules.

All this combined makes GET TO KNOW BANKING

... a **unique** and highly **concentrated** programme

of **Banking** Expertise

“ I believe
that banking institutions
are more dangerous
to our liberties than
standing armies. ”

Thomas Jefferson



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SIMULATION EXAMPLE FILES

DOWNLOADS

Example of a session result hand out

[>> click here](#)

Example of performance charts

[>> click here](#)

Example of a Trainer Management Information hand out

[>> click here](#)

A few examples of participants hand out

[>> click here](#)

Short overview on GET TO KNOW BANKING

[>> click here](#)

Fact sheet on GET TO KNOW BANKING

[>> click here](#)



LEARNING & DEVELOPMENT

SAPERE AUDE

... dare to think ... this is also the theme behind our company and the never ending hunger for knowledge.

GET TO KNOW BANKING

Banking at its Best.

INCREASE YOUR IMPACT & INFLUENCE

Nothing comes close to this.



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ABOUT US

Sapere Aude was founded in 2000 by Matthias Abold, a banking professional with over 20 years of experience in corporate banking.

For more information please visit our websites:

COMPANY WEBSITE www.sapere-aude.info

GET TO KNOW BANKING www.gtkb.info

INCREASE YOUR IMPACT & INFLUENCE www.impact-influence.info



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