



# GLOBAL BANKERS PROGRAM

*In-person class sessions July 29 - August 8, 2024*

*Additional remote sessions August 11 - September 19, 2024*

**FOSTER**  
SCHOOL OF BUSINESS

UNIVERSITY of WASHINGTON

# EXPAND YOUR GLOBAL BANKING NETWORK

Learn banking and decision-making skills from renowned UW faculty and finance industry leaders

## WHO ATTENDS?

This program is designed for mid- and upper-level managers with 10-15 years of experience in the financial sector. Participants come from diverse geographies as well as diverse areas within banking and finance, from compliance and HR to lending and trade roles. Equipped with new skills and new contacts, some UW-GBP graduates go on to lead some of the world's most influential financial institutions.

## BENEFITS FOR ORGANIZATIONS

- Be part of a growing network of global banking institutions that support the program.
- Develop select employees and show them that you are invested in their careers.
- Retain key employees and prepare for succession planning.

## BENEFITS FOR INDIVIDUALS

- Grow your leadership skills to enhance career growth.
- Improve your negotiation skills and your ability to influence others.
- Gain global, regional, and multi-cultural perspectives.



"The program aims to cultivate a distinct set of skills beyond technical expertise which I think I need at the current stage of my career. Soft skills such as strategic thinking, team building, negotiating, decision-making, communication, and adaptability will help me transition from technical roles to leadership positions. I hope I can practice and refine these skills to be more effective over time."

### **LARA ROMINA E. GANAPIN**

*Director, Monetary Policy Research Group  
Bangko Sentral ng Philippines*

## TWO LEARNING MODULES:

### **MODULE 1: JULY 29- AUGUST 8, 2024: IN-PERSON AT UW SEATTLE CAMPUS**

In-person class sessions include faculty-led lectures, group discussions, business simulations, and plenty of time for networking with your classmates.

### **MODULE 2: AUGUST 11-SEPTEMBER 19, 2024: OCCASIONAL REMOTE SESSIONS**

- Capstone team preparation and scheduled events
- Capstone team final presentations on September 18 & 19





"I like the way that the modules of the program tried to provide practical insights and real-world applications of the concepts and ideas being discussed, particularly in addressing some of the present challenges and concerns in the banking industry."

**FAITH CHRISTIAN Q. CACIO**  
*Director of Economic Research  
Bangko Sentral ng Philippines*

## **GROWING LEADERS IN GLOBAL BANKING**

The financial services industry remains in constant flux. Bankers must keep up with innovations in technology, regulatory reform, and new business models amidst an increasingly global economy. The UW Global Bankers Program equips leaders to thrive through decision-making skills, leadership development, and hands-on problem-solving of industry challenges.

- Enhance leadership and decision-making skills for a changing global economy.
- Develop a network of business contacts and become part of an extensive GBP alumni community worldwide.
- Gain a new understanding of industry-changing forces such as risk, globalization, and the impact of AI and other technology.
- Improve decision-making skills with tools for assessing the competition, creating business strategies, analyzing opportunities, and responding to changing markets.
- Gain a deeper understanding of cultural differences as you learn alongside participants from around the world.

**APPLY ONLINE AT [FOSTER.UW.EDU/GBP](https://www.foster.uw.edu/gbp)**



# CURRICULUM RELEVANT TO THE BANKING INDUSTRY TODAY

Our curriculum provides an integrated view of global banking principles and practices through a balanced blend between academic content and industry perspectives. Faculty are carefully selected to reflect strong evidence-based research as well as relevant consulting and teaching experience. Core classes include:

<b>ECONOMIC OUTLOOK AND TRENDS IN THE GLOBAL MARKET</b>	Engage with a chief economist from a leading Chinese bank, gaining invaluable perspectives on the intricacies of the Asian financial market. Additionally, delve into the VC perspective from the United States, exploring global trends and their implications on banking and finance worldwide.
<b>MAKING CRITICAL DECISIONS</b>	Drawing on cognitive psychology and behavioral economics, this course examines common biases that get in the way of effective decision-making. We will look at the common decision errors leaders make and how to avoid them. Learn crucial ingredients for good group decision making and examine how to aggregate individual opinions into high-quality decisions.
<b>ELEVATE YOUR POWER OF INFLUENCE</b>	Gain a better understanding of your personal communication style and the styles of others. Learn to adapt your approach to maximize effective communication with your customers and stakeholders to elevate your power of influence, especially in a global cross-cultural environment.
<b>GROWTH MINDSET</b>	Understand the value of a growth mindset and learn how to cultivate it in ourselves and in our organizations. By harnessing the power of the growth mindset, we can transform both individual performance and large-scale organizational culture.
<b>EFFECTIVE LEADERSHIP</b>	Focus on the critical leadership attributes, qualities, skills, and competencies needed to create and sustain organizational success.
<b>FOSTERING AND MANAGING DIVERSE TEAMS</b>	Research suggests that all employees thrive when their leaders emphasize multiculturalism and create inclusive workplace cultures. To facilitate a positive culture of diversity, equity, and inclusion, organizational leaders and supervisors can systematically utilize decision-making tactics that will help build a culture that leads to overall success.
<b>ALIGNING BUSINESS TO BETTER HUMANITY</b>	Discussions will focus on leveraging organizational values to drive impactful change, knowing when and how to pivot effectively by drawing on your organizations strengths, and aligning innovations with core values to improve both business performance and better humanity.
<b>HOW AI IS REWIRING THE BANKING INDUSTRY</b>	The introduction and utilization of new technology is an essential market disruptor. As banks and financial institutions adapt, they must embrace technological advancements and explore ways to optimize GenAI.

\*Courses are subject to change



"The capstone project was indeed a culmination of the program. More than putting together what we've learned from the different sessions, I think the most important part of it was the learning among the participants. As an external advisor, I learned a lot from my teammates, particularly understanding regulators' and bankers' differing points of views."

**JERALD SANCHEZ**

*Partner, Audit and Assurance at Punongbayan & Araullo/Grant Thornton*

# TAKE THE NEXT STEP

## PROGRAM DATES

**July 29 - August 8, 2024:** In-person class sessions at UW Seattle Campus

**August 11-September 19, 2024:** Capstone team preparation and scheduled events live online

**September 18 & 19, 2024:** Capstone team presentations  
Please view our website for full schedule information.

## DEADLINES, TUITION, AND DISCOUNTS:

- Tuition includes instruction, digital materials, all copyrighted content, and the program certificate.
- Any potential travel expenses are not included.

**Group discount:** Discount is available for organizations sending 2 or more participants to the program together.

**BAFT member discount:** First time participating banks to the Global Bankers Program are eligible for an additional 15% discount. Discount is not combinable with the group discount, but it can be applied to early application pricing. To take advantage of this discount, please contact us.

## APPLY ONLINE AT [FOSTER.UW.EDU/GBP](https://foster.uw.edu/gbp)

## PARTICIPANT CRITERIA

- **Type and number of years of experience**  
Participants should have experience that has prepared them to derive full benefit from the lectures and study materials on international financial markets and strategic management. At the same time, they must bring with them experience that enables them to contribute to the learning of the other participants. On average, the participants have about 10-15 years of banking or financial services industry experience.
- **Current position and future prospects**  
Participants should have strong potential for both continued professional growth and contribution to the overall mission of their company through knowledge-based development.
- **English language ability**  
All classes and written materials will be presented in English. Participants are expected to engage actively in classroom discussions, study group sessions, and present oral reports in English.

**Please note:** Participants are expected to be excused from work during the in-person class sessions to fully engage in the program.

	<b>ROUND 1</b> (15% DISCOUNT)	<b>ROUND 2</b> (10% DISCOUNT)	<b>FINAL ROUND</b>
<b>APPLICATION DEADLINE</b>	May 1, 2024	June 1, 2024	July 1, 2024
<b>TUITION DUE DATE</b>	May 30, 2024	June 30, 2024	July 15, 2024
<b>FULL TUITION DUE</b>	\$6,795	\$7,195	\$7,995
<b>FULL TUITION DUE AFTER GROUP DISCOUNT</b>	\$6,115 per participant	\$6,475 per participant	\$7,195 per participant



"The Program's emphasis on practical scenarios and case studies provided me with a comprehensive understanding of the complexities inherent in global finance. The guidance of our respected instructors equipped me with the confidence to tackle challenges head-on, with particular focus on effective communication strategies and appropriate thought leadership."

**MARK IPEK**

*Managing Director at BMO Capital Markets*

## GLOBAL BANKERS PROGRAM ADMINISTRATIVE BOARD

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*Technology and Venture Capital Banking Group*  
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Bankers Association for Finance and Trade (BAFT)  
Washington, DC, US

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*Retired EVP, Wells Fargo*  
San Francisco, CA, USA

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*Managing Director & Head TPS I&CB Canada*  
*Global Transaction Banking*  
BMO Capital Markets  
Toronto, ON, Canada

### MIKE KATERGARIS

*Managing Director, Head, NA Financial Institutions*  
*Client Coverage*  
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New York, NY, USA

### RYAN MASTERS

*Former Global Head Key Clients*  
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*Country Head-US Operations*  
State Bank of India  
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### JOSEPH JYE-CHERNG LYU

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Bank of Taiwan  
Taipei City, Taiwan, ROC

### KHAN PRACHUABMOH (PRBP 1980)

*Advisor*  
Bank of China (Thailand)  
Bangkok, Thailand

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In 2018 the name changed from the Pacific Rim Bankers Program (PRBP) to the Global Bankers Program (UW-GBP) to reflect the geographical diversity of participants.

## LEARN MORE

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