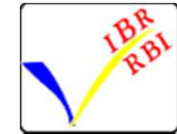


Romanian Banking Institute

Gabriela Hârțescu, Ph.D

General Manager, RBI



- The **Romanian Banking Institute (RBI)** was founded in 1991 by the National Bank of Romania and the Romanian Banks Association. It has since established itself as the leader in specialized training delivery for the Romanian financial services sector.
- RBI has trained over **70.000 professionals** in the field of finance.
- RBI serves the interests of the finance and banking community, by delivering trainings, certifications and evaluations, for the continuous vocational training of the human resources from the financial services sector and that of the finance professionals from other industries, in line with national and international standards.

RBI and AAFBR



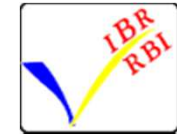
The collaboration between RBI and AAFBR has strengthened in 2013. Specifically, we have identified the following short-term seminar topics, which are being delivered successfully:

- **Practical Financial Modelling Evaluation of Investment Projects**
Evaluarea proiectelor de investitii prin modelare financiara
- **Financial Diagnosis and Bankruptcy Risk - Restructuring of Companies in Financial Difficulty**
Diagnosticul financiar si riscul de faliment – restructurarea companiilor aflate in dificultate
- **Romanian Macro-view – Crash Course on Country Risk (for Expats)**
Perspectiva macroeconomica romaneasca – curs intensiv despre riscul de tara (pentru expats)
- **Managing Operational Risk (AAFBR & CFA Romania)**
Managementul riscului operational
- **Financial Markets and Instruments (AAFBR & CFA Romania)**
Piete si instrumente financiare
- **Advanced Financial Analysis – the quality of financial statements: warning signs and adjustment techniques**
Analiza financiara avansata – calitatea declaratiilor financiare: semnale de alarma si tehnici de ajustare

Also, with the support of AAFBR specialists, the following RBI Distance Learning textbooks have been updated or completely renewed, to include the latest developments in the respective fields:

- **Managing Investment Projects – A Financial Approach (Ms. Rozalia Pal, PhD)**
Managementul proiectelor de investitii – o abordare financiara
- **Micro, Small and Medium Enterprises – A Financial Approach from A to Z (Ms. Rozalia Pal, PhD)**
Intreprinderile micro, mici si mijlocii – o abordare financiara de la A la Z
- **Financial Markets – Infrastructure and Instruments (Mr. Adrian Codarlasu, PhD, CFA)**
Piete financiare – infrastructura si instrumente

RBI and AAFBR



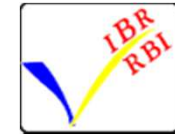
We plan to expand and enrich our collaboration, by offering the following international certifications in Romania, aimed at raising effectiveness among investment professionals, across all disciplines in the financial services industry and not only:

- **CEFA – Certified European Financial Analyst**

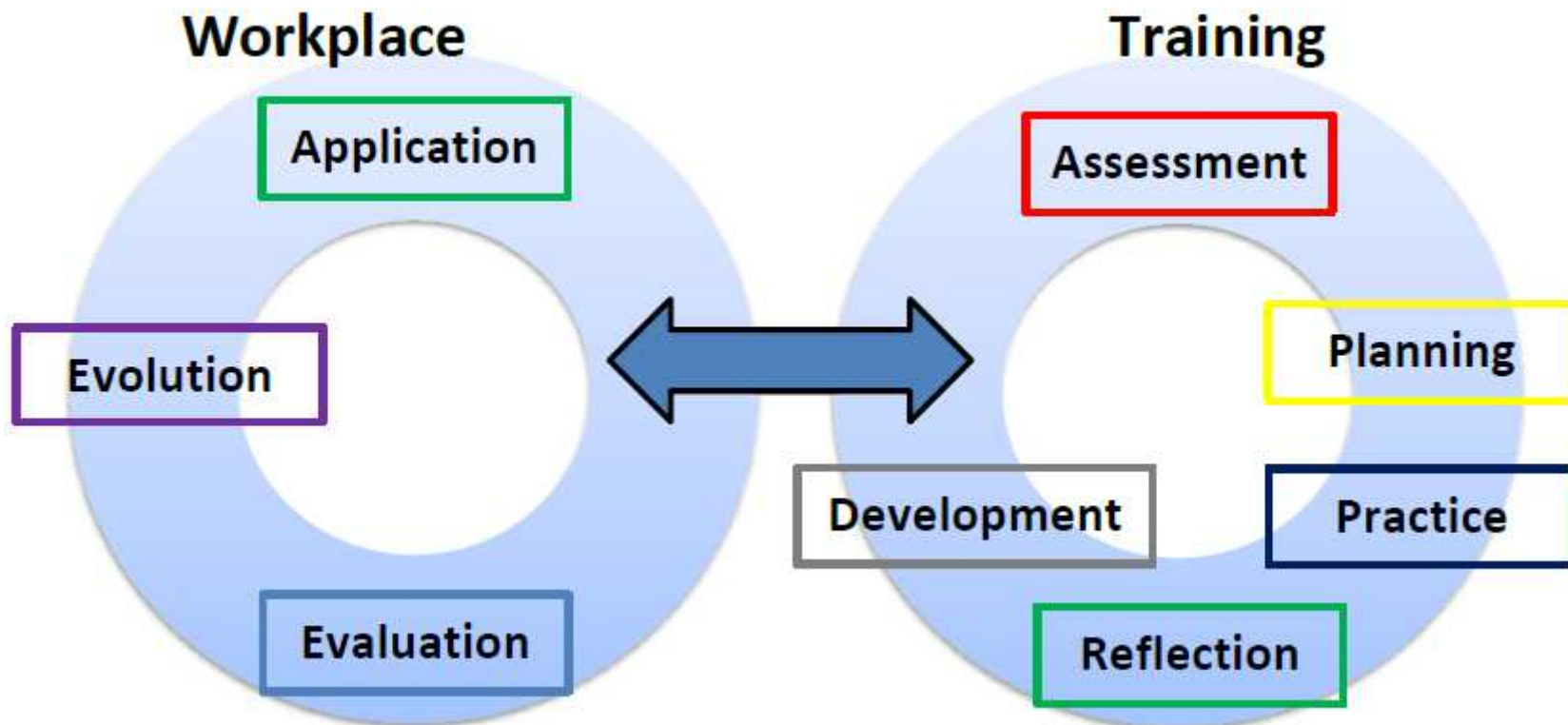
(with EFFAS – the European Federation of Financial Analysts Societies)

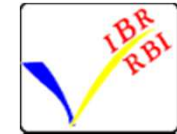
- **CLARITAS Investment Certificate**

(from the CFA Institute)



RBI - Training Solutions that Deliver Results: linking training to on the job performance





RBI's Mission: raising competencies and performance

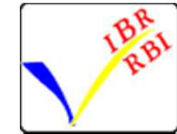
Each training aims at:

- Applying a results-driven functional learning model (as opposed to a knowledge-based model only)
- Raising the competencies of the trainees and enabling them to apply what they've learned



Need for training within the financial services industry

- ✓ The financial services sector makes for a rapidly changing environment
- ✓ Staff must be able to adapt to the fast pace of the industry
- ✓ All employees within the financial sector must remain in compliance with specific regulations imposed on the industry. Staying up-to-date is crucial.



Financial Certifications at a glance

- ✓ With the evolution of the financial markets, comes the need for greater specialization
- ✓ More and more, employees within the financial sector feel they must get qualified/certified
- ✓ The certifications they are looking for should be international passports, that would allow them to work anywhere in the world (*globalization and mobilization*)

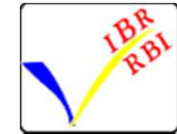


Financial Certifications at a glance

The most sought-after certifications are:

- ACCA – Associate Chartered Certified Accountant
- CFA – Chartered Financial Analyst
- FRM – Financial Risk Manager
- PMP – Project Management Professional
- CIA – Certified Internal Auditor

and we hope that by joining our forces, CEFA will become one of the top requests when it comes to financial qualifications!!!



We are looking forward to welcoming you to RBI's highly specialized training programs!

Please take a minute to fill in the questionnaire found in your conference files, related to your level of interest in the CEFA designation by EFFAS.

THANK YOU!

www.ibr-rbi.ro