

# Training for Bankers

## Do's & Don'ts

**Toufic Tasso**

**GM, PIGIER Business Education & Training**

**President, BMU Lebanese French University, Erbil**

# AREAS of CONCERN

- Strategy & Management
- Training Contents
- Building Methodology
- Budgets & Controls
- Environment & Horizon

# STRATEGY & MANAGEMENT

- Link Training to Strategy
- Know your HR Needs
- Think Global
- Be Comprehensive
- Avoid Clusters

# CONTENTS & METHODOLOGY

- Deal with the Past
- Build on System Weaknesses
- Bring Down the Barriers
- Go Technical & Soft
- Develop Structured Programs

# BUILDING METHODOLOGY

- Make it a Constant Effort
- Have it a Daily Reflex
- Use Today's Tools, Go "e"
- Look for Tangible Results

# BUDGETS & COSTS

- Cost Effectiveness vs. Low Cost
- Keep Away from Bad
- Measure the Results
- Avoid the NIH Bias
- Don't Be Afraid of Losing Them

# ENVIRONMENT & HORIZON

- Push for Systemic Training
- Go to the Source
- Train your Customers