



Executive Development Program  
by Goa Institute of Management

**CREDIT RISK MANAGEMENT:**  
FOR RISK MANAGERS AND  
SENIOR MANAGEMENT

**Programme Director:** Dr. Hanish Rajpal (GIM)

**Mr. Ashish Agarwal (TRUSOL)**

**Date:** May 31 - June 2, 2024

**Venue:** South Mumbai

In collaboration with 'TRUSOL EdTech'

# TOPIC

# CREDIT RISK MANAGEMENT

## INTRODUCTION

The Executive Certificate Programme in Credit Risk Management by Goa Institute of Management (GIM) is developed in collaboration with TRUSOL EdTech. The programme is designed to inculcate understanding of all aspects of Credit Risk including its fundamental concepts, assessment methodology, quantification and measurement, mitigation techniques, impact on operating businesses etc. Credit Risk Management is critical part of overall Risk Management for organisations and plays a very important role in Banks, NBFCs, Fund Houses (Fixed income/Equity/Alternate Investment), Private Credit, Insurance companies, Wealth Managers and Finance functions of Corporate.

The programme not only provides crisp and concrete concepts for Risk/Credit Managers but is also curated to help executives in related areas like Sales, Business Development, Operations, Treasury and Finance roles. The programme emphasises interpreting key risk parameters, de-risking balances sheets and pre-empting excessive leverage. A part of the programme also covers fundamental concepts of 'Credit Rating'. The learning during the course will be supplemented by practical case studies in real business scenarios. The course is developed for promoting overall credit risk management culture in the day to day functioning of organisations.



# OBJECTIVES



At the end of the programme, the students should be able to appreciate the following:

## **1. Credit Risk, its Assessment and Methodology including**

- a. Management Risk
- b. Business Risk  
(i. Industry Risk; ii. Market Position)
- c. Operational Efficiency
- d. Financial Risk  
(i. Existing Financial Position; ii. Cash Flow Adequacy;  
iii. Financial Flexibility; iv. Accounting Quality)
- e. Project Risk

## **2. Impact of Higher Credit Risk (Leverage) on Enterprise Valuation Multiples**

- a. Asset Liability mismatch
- b. Inherent refinancing risk on the balance sheet
- c. Shock absorption capacity of the balance sheet

## **3. Impact of Holding Company Leverage on Operating Company Valuations**

- a. Sources of repayment of holding company leverage
- b. Inherent risks to the sources of repayment
- c. Impact on group financial profile

## **4. Impact of Inter Group Transactions on Enterprise Valuations**

## **5. Credit Rating Agencies, Rating Nomenclatures, Methodology and Uses**

## **6. Case Studies Depicting Impact of Credit Risk on Valuation of Companies**

## **PEDAGOGY**

Delivery would be through a balanced mix of lectures, discussions, case analysis, exercises and assessments, applying the learning using corporate financial data.

# WHO SHOULD ATTEND

- » Junior to Mid-level Risk / Credit / Business Analysts of Banks (Commercial and Investment), NBFCs, FinTech's, Insurances Companies, Wealth Managers, Fund Houses, AIFs & PE firms.
- » Senior Management of Non-Credit / Risk Roles like Operations, Coverage / Business Development, Product Development, Legal Teams of Banks, NBFCs, FinTech's, Fund Houses, Insurance Companies, Wealth Managers, AIFs & PE firms.
- » Mid / Senior Management of Treasury, Corporate Finance, Finance and Accounts F1  
unctions of Corporates.

# PROGRAM FACULTY PROFILE

**Dr. Hanish Rajpal:** An Associate Professor specializing in Finance and Accounting at the Goa Institute of Management (GIM), brings a wealth of expertise to his role with an MBA from the Faculty of Management Studies (FMS), Delhi University, and a Ph.D. from the esteemed National Law University, Jodhpur. His professional qualifications include being a Chartered Accountant and a Certified Financial Risk Manager (FRM) accredited by the Global Association of Risk Professionals (GARP), along with certifications in Fintech from the National University of Singapore and Forensic Accounting and Fraud Detection from the Institute of Chartered Accountants of India.

With over eleven years of combined experience in teaching and research, Dr. Rajpal has honed his expertise in cost and management accounting, financial reporting, corporate taxation, and financial risk management, with nine years of invaluable industry experience prior to his academic career, specializing in financial reporting with renowned organizations such as American Express, Genpact, Whirlpool, and Sharp. Dr. Rajpal's commitment to continuous learning and practical insights significantly enrich the learning experience and industry relevance of GIM's finance and accounting programs.

**Ashish Agarwal:** An alumnus of IIT Kanpur, IIM Calcutta, Ashish is the Managing Director of Trusol Advisors Private Limited with 25 years of rich experience in financial services. He has worked with organizations such as CRISIL, Citibank NA, Rabo India Finance, Lehman Brothers, Yes Bank, etc. Ashish has been Chief Risk Officer for a balance sheet of US\$ 50 billion of a private sector Bank and has extensive experience across the entire life cycle of credit. Ashish serves on advisory board(s) of fintech companies and works directly with promoters of corporate groups on strategic financial planning.

**Parag Gorakshakar:** An Alumnus of VJTI Mumbai, JBIMS Mumbai, Parag has 25 years of experience in financial services. Parag has worked with organizations in India and abroad, such as L&T Finance, KPMG, ARCIL, YBL, IDFC, Gulf Finance House etc. He has worked as Chief Credit Risk Officer and Head of Credit Monitoring for an Indian Private Bank. He also has extensive experience in Credit Risk, Project finance and Stress Asset Management.

**Mayur Dwivedi:** B.Tech and MBA from IIM Mumbai, Mayur has 17 years of experience in BFSI sector. Mayur has worked with organizations such as Tata Motors, ICICI Bank, Yes Bank, Religare and held positions such as President-Wholesale banking, Product Head (Bank) and Director-Finance & Strategy. He has extensive experience in Corporate Finance, Strategy, Corporate Banking, Risk Management, M&A and Investor Relations.



## PROGRAMME DETAILS

- » Commencement Date: **May 31, 2024**
- » End Date: **June 2, 2024**
- » Maximum number of participants: **25**
- » Venue: **South Mumbai** (*Exact Location to be intimated*)
- » Accommodation: **Participant has to arrange for own accommodation**
- » Certification: **Executive Certificate of Participation from the Goa Institute of Management**

## PROGRAMME FEES

**INR 18,000 per participant + taxes (as applicable)\***

*\*10% discount on programme fees if more than 4 participants are sponsored by an organisation*

**SCAN TO REGISTER >**



*For more details*

**CLICK HERE >**

## PAYMENT DETAILS

Account Name: **Goa Institute of Management**

Bank Account Number: **23611450000016**

Bank Name: **HDFC Bank (Sanquelim Branch)**

IFSC Code: **HDFC0002361**

Account Type: **Savings**

## TERMS & CONDITIONS:

- » *Participants have to make their own travel and accommodation arrangements.*
- » *Last date: the last date of participation is ONE week before commencement of programme. Participation confirmation is subject to availability of seats.*
- » *Cancellation policy: if candidate or sponsor organisation decides to cancel the participation then 50% of programme fees will be deducted.*

**WRITE TO US AT**

**mdpoffice@gim.ac.in >**