

GSBLSU Second Year Program



Investing in Your Future

The Graduate School of Banking at Louisiana State University provides an organized course of study of general banking subjects tailored to the particular needs of bankers in the fifteen sponsoring states. The three-year program covers subjects applicable to bank management and operations including monetary, economic, and regulatory theories and practices. The School's purpose is to fill the need for graduate-level study by bank officers and others meeting admission requirements leading toward a broader knowledge and understanding of major banking functions such as credits, investments, asset and liability management, planning and control, regulatory issues, human resources, and marketing.



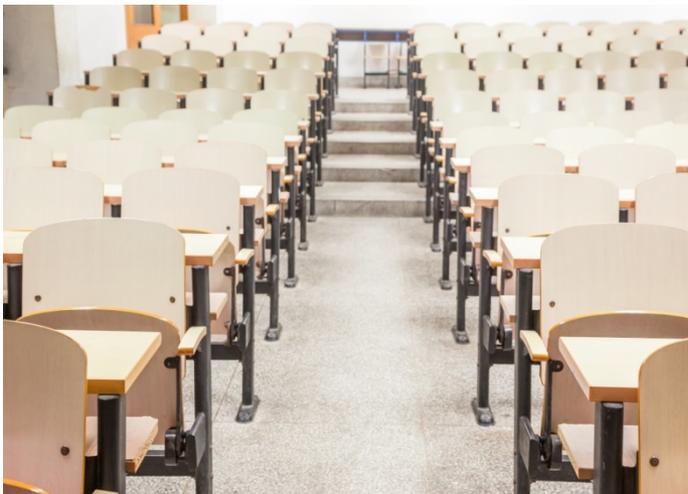
Course Overview

Required

- Asset Liability Management II
- Bank Regulatory Law
- Banking Small Business
- Capital Concepts
- Vision, Strategy, and Leadership
- Case Problems

Elective

- Advanced Real Estate Financing
- Bank Performance Analysis
- Mergers and Acquisitions
- Rural and Small Business Lending
- Sources of Non-Interest Income
- Treasury Management Practices



Advanced Real Estate Financing

Dustin C. Read

This course focuses on the techniques used to analyze, finance, and structure real estate transactions. Topics included are: an overview of the real estate space and capital markets; the techniques of real estate financial analysis and valuation; financial and ownership structures; and commercial mortgage structures and underwriting.

Asset Liability Management II

Darnell Canada

This class provides conceptual and practical guidelines for a best practice approach to assessing balance sheet risk and for purposes of developing strategy in an ALCO forum. Subjects discussed will include: capital, liquidity, and interest rate risk (both earnings and economic value of equity.) Discussions will also include off-balance sheet hedging techniques (e.g., interest rate swaps, interest rate caps, and floors.) The objective will be to establish a framework for judging trade-offs between risk and return in net interest margins.

Bank Performance Analysis

James W. Wansley

This course is designed to provide the student with an understanding of bank financial statements and enhance their ability to analyze and potentially improve bank financial performance. Relationships between the various parts of financial statements are explored and primary sources of bank revenues and expenses are considered, with particular focus on their effects on a bank's ROE. Students should bring their bank's (or a bank's) UBPR to the class. In the bank study project, students analyze their own institution's financial performance, identify any strengths and weaknesses, and develop pro formas that conform to bank goals and objectives.

Bank Regulatory Law

Carl J. Chaney

The Bank Regulatory Law course is designed to assist bankers in meeting the challenges of the rapidly changing regulatory environment. Topics include regulatory enforcement actions, mergers and acquisitions (including FDIC assisted deals), bank secrecy act, fair lending, bankruptcy, lender liability, and survival tactics for the new financial services industry. Attention is also given to current and proposed legislation affecting the financial services industry, such as the Dodd- Frank Wall Street Reform and Consumer Protection Act of 2010.

Banking Small Business

Kyle Enger

This class is unique because it is both sales and credit training together and is tailored for all bankers who have contact with business owners. It discusses how to call on and effectively serve small business clients and build and sustain relationship banking. It is both practical and hands-on, as it uses actual case experiences and role plays to reveal the problems of entrepreneurs and gives bankers the tools to understand and communicate with non-financially oriented owners or managers of businesses with sales under \$15 million. This course provides insights into small business owners' expectations and attitudes that will help create the ability to add value to customer relationships.

Capital Concepts

T. Jefferson Fair

This course covers the fundamentals of bank capital structure and capital ratios, including official regulatory requirements, practical regulatory expectations and factors impacting an institution's capital adequacy. We will explore options for acquiring and deploying capital resources, discuss current regulatory issues (Dodd-Frank, BASEL III) and compare the capital challenges facing institutions of various sizes and corporate structures. Other topics include an autopsy of the Trust Preferred Securities disaster and the effects of mergers and acquisitions on capital.

Mergers and Acquisitions

Chris L. Hargrove

This course is divided into three parts—the first deals with the financial, regulatory and social aspects of mergers, the second is concerned with the implementation of the process, and the third relates to the integration and personnel aspects of a merger. Financial and economic considerations include the determination of the cash price or stock exchange ratio and comparisons between the two methods. The implementation takes the process from the pricing phase to the determination of terms and conditions. Critical personnel issues such as job reassignments, terminations and consolidations of positions, and the changes in “corporate cultures” are addressed in practical terms. Due to the increase in the number of bank failures, this course will review the process of analyzing failed bank transactions. The course also focuses on the challenges of remaining independent.

Rural and Small Business Lending

David M. Kohl

This course will examine the domestic and global megatrends that will impact credit risk and business development opportunities in your rural and agricultural enterprise businesses. Consumer and population trends, rural and agricultural structure, real estate values and intergenerational business transfer will be emphasized. The course will examine actual small business enterprise cases including underwriting benchmarks, best management practices, common denominators of problem credit, and credit scoring systems applications, including the ten golden rules for operating small business enterprises.

Sources of Non-Interest Income

Dan M. Harbison

Pressures on a bank's traditional source of profit—the spread between interest income and interest expenses—have encouraged bank management to look to non-traditional sources of revenue and profits. This course focuses on some of these sources and addresses the managerial issues involved in entering into these areas. Among the areas discussed are brokerage services, insurance services, service charges, overdraft protection, mortgage banking, and merchant services.

Treasury Management Practices

Mark J. Krawczyk

Understanding corporate treasury management practices, services, products, and techniques can play a key role in determining how competitive your bank can be in the marketplace. You need to understand what your bank can and cannot do in the way of offering treasury management services to your customers. This course will include extensive discussions in the areas of: disbursement practices (to include the use of controlled disbursements, positive pay, ACH debits, purchasing card practices – to name a few); collection practices (retail and wholesale lockboxes, remote deposit capture, ACH credits, web payments – to name a few); the U.S. payments system and how it works (to include in-depth discussion of electronic commerce applications); the use of short-term investments and short-term debt management; fraud exposure and control (to include issues surrounding identify theft); when, how, and why the use of interest rate swaps; and the use of call and put options. The learning atmosphere will be highly interactive, informative and entertaining.

Vision, Strategy, and Leadership

John Hairston

A sequel to The Standard National Bank case study from GSBSU's freshman year, this course will offer a deeper dive into the critical management categories of Vision, Strategy, and Leadership. Students will develop insight into their own organizations, as well as their role in achieving corporate objectives. The course will be honest and introspective over four fast-paced lectures. The fifth and final lecture will link awareness of Vision and Strategy with techniques of Leadership.

Case Problems

For two weeks during the first year and for one week during the second year, a series of cases will be studied. Classes will be divided into groups of approximately 8-10 students for discussion of these cases, and each discussion group will be assigned an instructor. Preparation for the cases will be done not only before the resident session begins, but also at night during the resident session. Specific assignment of students by name and place will be made for both preparation and discussion groups. The cases will cover special credit areas, specific phases of bank management, and business finance. Among the areas to be included are: Compliance Management; Problem Loans and Workouts; Real Estate Finance; Seasonal Lending; and Term Lending.

Along with the cases, students will have a unique opportunity to gain familiarity with personal computer uses in banking. Instruction will be directed toward decision-making with the use of computers as management tools. Students will actually use computers to practice such techniques as credit analysis, forecasting, modeling, and asset/ liability management.

Thank You



We hope the outline provides you with more details on the specific requirements for the second year session at GSBLU. For more details, log on to GSBLU.org or contact us at 225-766-8595.