



**BAIPHIL** cordially invites you to the Seminar on:

## **Embedding Risk Management in New Product Development**

*Framework for Assessing Risk in Product Development Phases*

### **Speaker:**

**Mr. Kama Neson Ganeson**

### **Course Overview**

Embedding risk in product development introduces the process of identifying, controlling, and mitigating risks in the development stage. A Financial institution may believe that new products and services offer an advantage over its rivals and a path to higher profits but institutions may face several risks as well. Risk can be approached in several ways and financial institutions that are successful in introducing new products or services employ a structured and repeatable process to manage any associated compliance risks.

In this 1- day workshop, organizations keen to develop products will acquire knowledge of injecting risk assessment and management in development phases and identify controls which are used to mitigate and minimize inherent risks in products on live environment

### **Course Objectives**

At the end of the program, participants are expected to:

- learn techniques in building risk assessment in product development
- map types of risk in each phase of product development
- design the appropriate controls in each phase of product development

### **Target Audience**

- Line Managers
- Product Design Teams
- Product Managers

## Course Outline

The Program is delivered using a combination of **instructor-led lectures, case study and exercises** on practical implementation of the concepts discussed within the training. The topics presented below define the areas of focus under the program.

### **Introduction & Overview of Embedded Risk in New Product Development**

#### **Considerations and Risk in the phases of Development**

##### **Strategic Consideration**

- Resources and expertise
- Third Parties
- Risk Management

##### **Product Design**

- Fairness
- Complexity
- Risk Analysis

##### **Marketing**

- Advertisements
- Risk Management

##### **Product Delivery**

- Steering Risk
- Role of compensation and incentives

##### **Origination or Consummation**

- Disclosures
- Incentives and compensation structures
- Pricing and underwriting discretion

##### **Product Use and Duration**

- Regulatory requirements and guidance
- Complaints

##### **Termination**

- Financial Institution Initiated Termination
- Product Maturity and Voluntary Account Closures

##### **Case Studies**

##### **Workshop Exercises**

#### **Schedule:**

January 15, 2020 (Wednesday); 8:30 A.M. to 5:00 P.M.

#### **Venue:**

Dusit Thani Manila, Ayala Center, Makati City.

## Registration:

Please complete the Registration Form below and send it to [training@baiphil.org](mailto:training@baiphil.org) or fax to (02)853-0889. Registration form received will serve as notice for reservation only.

### Registration Form:

Full Name : \_\_\_\_\_  
First Name
M.I
Surname

Nick Name: \_\_\_\_\_ Email Address: \_\_\_\_\_

Telephone no.: \_\_\_\_\_ Cellphone no.: \_\_\_\_\_

Designation: \_\_\_\_\_

Department: \_\_\_\_\_

Sponsoring Bank/ Institution: \_\_\_\_\_

#### For Department/Group Head

**Purpose for Nomination** (please check appropriate box)

Highly Related to nominee's job

Has not attended any seminar for the past \_\_\_\_ years

Has not attended seminar at all.

Others, please specify

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**REMARKS** (on nominees specific & immediate training needs, potentials, etc.)

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**Signature of Nominee:**

\_\_\_\_\_

**Signature Over Printed Name**

**Recommended by:**

\_\_\_\_\_

**Signature Over Printed Name**

## **Registration Dues:**

**Php4,500.00 / participant for Member Banks**

**Php5,000.00 / participant for Non-Member Banks**

(Inclusive of AM/PM Snacks, Lunch, Certificate of Attendance and materials)

## **Payment Options:**

- Deposit thru our Bank Account:

Account Name: Bankers Institute of the Philippines, Inc.

Name of Bank : Bank of Commerce – Dela Costa/Alfaro Rd.. Br.

Acct. No. : 101-00-004876-4

Please fax or email the deposit slip and indicate the name of your bank, participants and seminar to be attended

- Bring Check Payment on the day of Seminar. (Check payable to Bankers Institute of the Philippines, Inc. or BAIPHIL)
- Deliver check payment to BAIPHIL Office at Unit 2103, 21<sup>st</sup> Floor, The Peak Tower, #107 L.P. Leviste Street, Salcedo Village, Makati City.

Payment should be made on or before the seminar date payable to Bankers Institute of the Philippines, Inc. (BAIPHIL). NO PAYMENT IN CASH DURING THE SEMINAR DAY.

For inquiries, please call the BAIPHIL Secretariat at (02) 853-4457 or 519-2433.

Registration form may be reproduced, and fax at no. (02) 853-0889 or e-mail at: [training@baiphil.org](mailto:training@baiphil.org)

## **Cancellation Guidelines:**

**Deadline of Submission of Registration** is January 8, 2020 (Wednesday)

BAIPHIL reserves the right to cancel programs due to low turn-out of registration, illness of resource speaker, inclement weather or unforeseen events. As such, participants to the program or their HR representatives will be advised either through e-mail or by phone, at least five working days prior to the learning event otherwise same shall be billed accordingly.

BAIPHIL is responsible only for the full refund of the registration fee but not for the transportation expense of the participants who have booked their travel in advance.

Should a participant decide to cancel his/her registration, he/she may opt for a refund or transfer his/her participation in the program to another colleague by sending in writing his cancellation or transfer notice to BAIPHIL. A 100% refund or transfer will be made if the advice is received within five working days before the seminar run.