



## **Skills & Competencies Needed for Staff Who Work for Islamic Financial Institutions.**

### **Objectives**

Participant will be introduced acquire the basic know-how about the concept and the main rules and guides that affect financial transactions. Besides, knowing the technical grounds Islamic banks complies with when practicing banking and the main differences with other conventional banks.

### **Program Outline**

1. Introduction to Islamic Financial Transactions and the Fundamentals of Islamic Banking.
2. Types of Islamic contracts.
3. Characteristics of Islamic Financial System.
4. Unique skills required for staff working for Islamic financial institutions.
5. Skills for strategic planning and demand management.
6. Skills for value addition and products development.
7. Skills for selling Islamic financial solutions.
8. Skills for service quality.
9. Skills for continuous learning and development.

### **Targeted Participants:**

Line Managers, Supervisors and Team Leaders, Human Resource and Training Specialists.

### **Language:**

Arabic or English

### **Program Duration:**

18 Training Hours

### **Learning Level**

Specialized Knowledge.