**Consulting in Banking**

Prof. Stefano Monferrà

***COURSE AIMS AND EXPECTED LEARNING OUTCOMES***

The course aims to introduce students to the field of the banking and finance advisory sector. The goal is to provide students with a practical approach to the way of working and reasoning in a consultancy firm, by studying operational processes and topics specific to the banking sector. Further, in the aim to apply such approach to real-life business cases proposed by consultancy firms (partnered with the degree program), the course will be complemented with in-class analyses and simulations.

At the end of this course the student will be able to:

- understand the way of functioning and the operational logic of a consultancy firm;

- develop a consultancy project following the procedures employed by banking sector’s consultancy firms;

- analyse the main themes and issues, in the banking sector, which typically require the support of a consultancy firm;

- develop and test the acquired capabilities and skills by realising consultancy projects focused on banking issues under the supervision of major consultancy firms’ representatives (PWC, KPMG, Deloitte, Accenture, C2Partner, E&Y, etc..)

***COURSE CONTENTS***

The course explores the following topics:

- career paths in the major consultancy firms;

- logic and processes at the foundation of the consultancy activity in the banking sector;

- organizational structures of the major consultancy firms operating in Italy:

- analysis of those banking issues which are more relevant for the consultancy activity (credit risk management, retail banking, regulation on absorption of funds and credit pricing, private banking, etc…)

- analysis and discussion of business cases presented by consultancy firms.

***READING LIST***

The textbook will be indicated by the teacher during the lessons.

During the lessons, all the teaching material useful to prepare the exam will be delivered, as well as the notes and integrations to specific topics.

***TEACHING METHOD***

Frontal lessons, guided practical works, development of business cases and seminars.

***ASSESSMENT METHOD AND CRITERIA***

The evaluation of knowledge and skills takes place with a written examination lasting 1 hour and composed by open questions (normally, 6 with a maximum grade of 5 each question). The clarity in the exposure, the consistency of the answer with the question, the use of a correct technical terminology and the completeness of the arguments reported will all contribute to the final assessment. The final grade is given by the average of the written exam and the results achieved in the assessments during the course (business case) and evalued in thirtieths.

***NOTES***

For attending the course, no specific requirement is necessary; however, a preliminary knowledge of financial markets and institutions is useful. The teaching material will be provided via Blackboard.

***OFFICE HOURS***

The professor receives students following a programmed schedule and/or after each single lesson. Office hourse are available on the web page of the professor: <http://docenti.unicatt.it/>