

Specification of Competency Standards for the Retail Banking

Unit of Competency

Credit Management > 3.1 Credit Strategy, Policy and Procedure Development

Title	Formulate credit policies and procedures for different products / features for credit-based solutions offered by the bank
Code	107364L5
Range	Set up credit policies in different credit products such as loan for corporate, sole proprietorship, partnership, individual and mortgage etc.
Level	5
Credit	4
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> Analyse the risks and profitability in different products Be able to: <ul style="list-style-type: none"> Analyse the market conditions and profile of targeted customers in order to estimate the risks inherited in different products Analyse credit strategies of the bank to design the policy documents, procedural guidelines and operating standards for individual products to achieve profit maximization Analyse customer's need in different segments and develop appropriate credit policies on the new products to meet their interest Set up credit policies and procedures for individual product Be able to: <ul style="list-style-type: none"> Establish a sensible set of credit risk management policies and procedures that can minimize the risks of the bank and fulfills regulatory compliance Develop risk assessment and management policies and procedures for managing credit risks in all of consumer banking activities at both product and portfolio levels Review and modify credit policy and procedures Be able to: <ul style="list-style-type: none"> Review and modify the established credit policies and procedures from time to time; take steps to ensure interests of all parties are well considered Take necessary steps to ensure that the established credit policies and procedures of the bank are in compliance with updated banking legislations, regulations and codes of practice Evaluate the performance of handling departments or other related business units in achieving the goals set for credit risk management and make adjustments in the policies when necessary
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> Provision of credit policies and procedures on timely basis. The policies and procedures should be based on the anticipated credit risks of the specific segments in order to maximise revenue, minimize credit risks and comply with bank's strategy, policies, compliance and regulatory requirements etc.
Remark	