

**ABA STONIER GRADUATE SCHOOL OF BANKING**

**June 4-11, 2020**

**Elective Schedule**

FRIDAY, JUNE 5	SUNDAY, JUNE 7
<p><b>Group A1</b> 1:30pm – 3:30 pm</p> <p><b>Group A2</b> 3:45 – 5:45 pm</p> <p><i>Please select one elective from each group. These are repeated to give students additional opportunities to augment their educational experience.</i></p>	<p><b>Group B</b> 11:00 am – 12:45 pm and 1:45 - 3:30 pm</p>
<p><b>Effectively Use Social Media to Advance Your Bank's Brand (A1 and A2)</b> <i>Amber Farley – Houston Hall - Golkin</i></p>	<p><b>Customer Experience as a Competitive Advantage</b> <i>Christine Pierson -</i></p>
<p><b>Wide World of Crypto Currencies and Digital Payments (A1 and A2)</b> <i>John Oxford - Meyerson B1</i></p>	<p><b>Branch Network Optimization</b> <i>Steve Reider – Fisher Bennett - 401</i></p>
<p><b>Innovation 360°</b> <i>Christine Pierson – Stiteler Hall B26</i></p>	<p><b>Identifying &amp; Managing Problem Loans/Portfolio Analytics</b> <i>Dev Striscbek – Stiteler Hall – B26</i></p>
<p><b>Strategies for Increasing Non-Interest Income in Community Banks</b> <i>Mike Holt &amp; Mikelle Brady – Fisher Bennett 419</i></p>	<p><b>Top Risks and How to Deal with Them</b> <i>Tally Ferguson – Meyerson – B1</i></p>
<p><b>Principles of Lending for Non-Lenders</b> <i>Thomas Carlin – Fisher Bennett 401</i></p>	<p><b>Opportunities and Challenges in Commercial Real Estate</b> <i>Mark Faircloth &amp; Don Buckless – Fisher Bennett - 419</i></p>
<p><b>Pricing Bank Services (A1 and A2)</b> <i>Charlie Christy &amp; Mac Thompson – College Hall, Room 200</i></p>	<p><b>Effective Collaboration in the New World of Work</b> <i>Harvey Floyd – Houston Hall – Class of '49</i></p>
<p><b>Shadow Banking</b> <i>Brian Grabam – Stiteler Hall B6</i></p>	<p><b>Money and Capital Markets</b> <i>John Sedunov – Stiteler Hall – B6</i></p>
<p><b>3<sup>rd</sup> Party and Vendor Management</b> <i>Paul Osborne (Crowe Horvath) – Stiteler Hall B21</i></p>	<p><b>Bank Financial Management: The Fortress Balance Sheet</b> <i>Larry Sorenson – College Hall - 200</i></p>
<p><b>Presentation Skills – Year 3, 2, ACC</b> <i>Nancy Duling – Houston Hall – Ben Franklin</i></p>	<p><b>Retail Sales Management</b> <i>Phil Hudson – Houston Hall – Class of '49</i></p>
<p><b>Derivatives</b> <i>Bob Newman &amp; Lauren Intinarelli – Arch – Auditorium 208</i></p>	<p><b>Presentation Skills – Year 2, 3 and ACC</b> <i>Nancy Duling – Houston Hall – Ben Franklin</i></p>
<p><b>Socially Responsible Banking (A1 and A2)</b> <i>Sorgum -</i></p>	<p><b>Negotiations</b> <i>Michael Sacks – Houston Hall - Golkin</i></p>
<p><b>MONDAY, JUNE 8</b></p>	<p><b>Understanding Cash Flow</b> <i>Thomas Carlin -</i></p>
<p><b>Group C</b> 10:15 am – 12:00 pm and 1:45 - 3:30 pm</p>	<p><b>WEDNESDAY, JUNE 10</b></p>
<p><b>Mergers and Acquisitions</b> <i>Don Musso – Meyerson – B1</i></p>	<p><b>Group D</b> 11:00 am – 12:45 pm and 1:45 – 3:30 pm</p>
<p><b>Economics &amp; Recent Monetary Changes</b> <i>Joel Naroff – Arch – Auditorium 208</i></p>	<p><b>Deposit Gathering for Community Banks</b> <i>Sean Payant – College Hall - 200</i></p>
<p><b>Cyber Security Overview</b> <i>Larry Clinton – College Hall - 200</i></p>	<p><b>Compensation and Employee Value Proposition</b> <i>Patrick Connell – Fisher Bennett - 401</i></p>
<p><b>Bank Portfolio Investments</b> <i>Paul Ratterman – Houston Hall – Class of '49</i></p>	<p><b>International Banking &amp; Foreign Exchange</b> <i>Razvan Ionescu – Stiteler Hall – B21</i></p>
<p><b>Managing Technology</b> <i>Steve Williams – Stiteler Hall – B26</i></p>	<p><b>Introduction to Process Improvement Techniques</b> <i>Lee Collins – Fisher Bennett - 419</i></p>
<p><b>CECL and Credit Risk – Addressing the Practical Challenges</b> <i>Mike Gullette – Stiteler Hall – B21</i></p>	<p><b>Fair Lending</b> <i>Anjanette Kichline (Fed) – Houston Hall - Golkin</i></p>
<p><b>Corporate Governance</b> <i>Terry Campbell – Houston Hall - Golkin</i></p>	<p><b>Crucial Performance Conversations</b> <i>Barbara Shaw – Houston Hall – Ben Franklin</i></p>
<p><b>Operational Risk</b> <i>Eric Holmquist – Houston Hall – Ben Franklin</i></p>	<p><b>Liquidity Management</b> <i>Brad Olson- Houston Hall – Class of '49</i></p>
<p><b>Small Business Lending</b> <i>Dev Striscbek – Fisher Bennett - 401</i></p>	<p><b>Advanced Payments – Emerging Issues</b> <i>Jennifer Kirk – Stiteler Hall – B26</i></p>
<p><b>Digitization – Big Data Revolution: A Strategic Approach to Analytics, Business Intel and Dashboard Creation</b> <i>Christine Pierson – Fisher Bennett 419</i></p>	<p><b>Bank Stock Outlook, Forecasting and Valuation</b> <i>Jason Goldberg – Meyerson – B1</i></p>

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<p><b>Socially Responsible Banking</b> <i>Saurabh Narain</i></p>	