

Pre-course work for Transaction Banking course, Madrid, July 2019

As part of the course, you are asked to prepare a short *Case Study presentation* telling the rest of the course participants about a 'success story' from your region. You should work with any others who are attending from your country and present as a group.

Your presentation should have **no more than 10 slides** and you will have a **total of 10 minutes** to present, so you need to be concise. We will be judging you on keeping to time as well as on the content of your presentation.

Your presentation should tell us about a successful client engagement in your region in any area of transaction banking. It's up to you how you tell the story, but your ten slides should cover these essential points:

- Introduction: Who is the client? (What do they do, how big are they?)
- What was their requirement? (This could be a problem they needed to solve, or simply a process they needed to improve)
- What was BBVA's solution (How did we solve their problem or improve their process?)
- What was the outcome for the client (cost savings? Greater efficiency? Something else?)
- How might the relationship develop in the future?

Above all, remember you need to keep your fellow attendees interested in what you have to say, so keep it brief, and make it exciting!

When you have a presentation you're proud of, please e-mail your completed work as a PowerPoint deck to dianah@transactionbankingacademy.com no later than Tuesday 25th June.