Symphony Digest
MyCoID: 870359P

STRATEGIC THINKING FOR *FORWARD THINKING LEADERSHIP*

Concorde Hotel, Kuala Lumpur

20th | APRIL | 9am-5pm

This course helps participants develop a strategic mindset to see the bigger picture, anticipate challenges and make informed decisions.

Early Bird: RM1,660
Normal Fee: RM1,960
*including 8% SST

www.symphonydigest.com
www.doshu.com.my

Nur Alisa
alisa@symphonydigeest.com | 016-6062816

Farrah Sureina
farrah@symphonydigest.com | 018-948 2800

Strategic Thinking for Forward-Looking Leadership

Module 1: The Strategic Leader's Mindset in Investment Banking

- What is strategic thinking? Mindset vs. skillset.
- The characteristics of a forward-looking leader.
- Understanding strategic blind spots in investment banking.
- Mental models for strategic decision-making (first principles, second-order thinking, probabilistic thinking).
- Time horizons (short-term trading vs. long-term value creation).
- Case Activity: "The Next Big Shock" Simulation
    - Participants work in small groups to identify potential market disruptions (rate shocks, geopolitical events, liquidity squeeze, client default). They analyse how leaders should anticipate, prepare, and allocate resources.

Module 2: Market Foresight & Strategic Opportunity Scanning

- Reading macroeconomic indicators with strategic intent.
- Trends reshaping investment banking (AI, tokenization, ESG, cross-border flows).
- Using PESTEL and Porter's Five Forces for opportunity scanning.
- Understanding competitor strategies & market positioning.
- Applying data-driven insight for strategic scenario building.
- Scenario Analysis Exercise: "If the Fed Moves by 100bps…"
    - Teams interpret a major macro shift and map out strategic responses in their vertical (corporate finance, markets, treasury, ECM/DCM, M&A, wealth).

Module 3: Strategic Problem-Solving & Decision-Making Under Uncertainty

- The Strategic Problem-Solving Model (Define–Diagnose–Design–Decide).
- Tools: Issue Trees, Hypothesis-Driven Thinking, MECE logic.
- Prioritization tools: Eisenhower Matrix, Cost–Impact Matrix, Banking Value Levers.
- Decision-making biases affecting bankers (confirmation bias, optimism bias, risk aversion bias).
- Rapid strategic decision-making in volatile markets.
- Case Challenge: "Our IB Revenue Dropped 18% — What's the Real Problem?"
    - Participants analyse a fictional bank's declining IB revenue with data packs. They must diagnose real root causes and propose strategic solutions.

Module 4: Strategic Execution—Translating Strategy into Bankable Outcomes

- Translating strategy into KPIs and lead indicators.
- Strategic alignment with risk, compliance, product, and sales teams.
- Building execution roadmaps (90-day, 6-month, 1-year).
- Resource allocation & trade-offs.
- Communicating strategy to stakeholders (ExCo, clients, teams).
- Team Task: "The 90-Day Execution Blueprint"
    - Participants pick a strategic initiative (e.g., new product push, sector coverage expansion, digital advisory tools) and build a 90-day execution plan with KPIs, risks, and resource requirements.

Nur Alisa
alisa@symphonydigeest.com | 016-6062816

Farrah Sureina
farrah@symphonydigest.com | 018-948 2800

Strategic Thinking for Forward-Looking Leadership

Module 5: Leading the Future—Innovation, Agility & Adaptive Leadership

- The Innovation Mindset: curiosity, experimentation, continuous learning.
- Leading agile teams in banking.
- Managing ambiguity & driving change.
- Building a culture of strategic conversations.
- Future skills for investment banking leaders (AI fluency, digital advisory, cross-market intelligence).
- Innovation Sprint: “Design Tomorrow’s Investment Banking Model”
    - Teams design next-generation client solutions or business models driven by AI, automation, or new market segments. They pitch to the class as if presenting to the bank’s Executive Committee.

TRAINER’S PROFILE

The Trainer has over 30 years of experience in the financial and insurance services, having held key management roles at Citibank Bhd, UOB Bhd, and Great Eastern Bhd. He is an accredited HRDC trainer whose key expertise are in Finance, Leadership & Management, Entrepreneurship, and Team Building.

The Trainer’s significant experience in financial services, includes serving as officer-in-charge of business development at RHB Branches, heading business development at UOB Commercial & Corporate Banking, and overseeing Planning and Control of Equities Research and Mortgage Risk at Citibank. He managed numerous loan syndications, restructuring efforts, and the first Corporate Debt Restructuring (BNM) in collaboration with KPMG. As Head of Citibank Cards Operations, he led the bank's service strategy to the top spot in the international Customer Satisfaction Survey while maintaining its position as Malaysia's largest credit card issuer. As SVP Operations at Great Eastern Bhd, The Trainer spearheaded a RM300 million Life Systems (Operations) changeover, sustaining the company's No. 1 Life Insurer status in Malaysia. He also oversaw the recruitment and training of elite insurance agents and business development of Banca business with strategic partners.

The Trainer is a certified MBTI practitioner and has trained hundreds of managers in organizational development and team performance. He serves as a resource facilitator for Business Financial Risk in the Professional Development Skills for the Financial Sector Talent Enrichment Program (FSTEP) of the Asian Institute of Chartered Bankers and as a commercial mentor for Malaysian Digital Economy Corp (MDEC). Professionally, The Trainer is a Fellow of the Life Management Institute (FLMI, USA) and a Chartered Management Accountant from the Chartered Institute of Management Accountants (CIMA, UK). He is also an active Distinguished Toastmaster (DTM) and a past Division Director.

Nur Alisa
alisa@symphonydigeest.com | 016-6062816

Farrah Sureina
farrah@symphonydigest.com | 018-948 2800

Strategic Thinking for Forward-Looking Leadership

REGISTRATION DETAILS

PARTICIPANT DETAILS	ADMIN DETAILS
Name:	Name:
Position:	Position:
Department:	Department:
Contact Number:	Company:
Email:	Contact Number:
Name:	Email:
Position:	Address:
Department:	
Contact Number:	
Email:	**Payment Method:** ☐ Direct Payment ☐ Claim HRD

Notes:

- *Cancellations made less than 14 days before the training date or non-attendance on the day of training are non-refundable. Substitution is allowed.*
- *Once registration is confirmed, the client is fully liable for the course fee, regardless of whether payment is made directly or through the HRDC grant, and even if participants do not attend the training.*
- *Clients who opt for direct payment must ensure full payment is made before the training date.*
- *HRDC grant applications must be submitted and approved before the training day. The maximum claimable amount is RM1,750 per participant per day. Any shortfall between the approved grant and the course fee must be topped up by the client.*
- *Should the number of confirmed participants be too low to ensure a meaningful learning experience, Symphony reserves the right to postpone or cancel the training.*

Nur Alisa
alisa@symphonydigeest.com | 016-6062816

Farrah Sureina
farrah@symphonydigest.com | 018-948 2800