

Technology
and DataSoft
SkillsBanking
Knowledge

Winning the Deal: Negotiation Skills for Bankers and Corporate Finance Professionals

Programme Code: In person THRRS00P26076FF
Virtual THRRS00P26076VT

23 July 2026 (Thursday)
7:00pm – 8:30pm



HKIB SFC PWMA
CPD CPT OPT

Programme Outline

In the world of banking and corporate finance, every transaction is more than numbers on a page – it is negotiation that can shape client relationships and the future of the entire organisations. Negotiation is more than a tactical skill – it is the art of balancing corporate needs, risk appetite, and bank policy while building trust and securing approvals. The quality of a deal, the strength of client relationships, and the success of credit approvals often hinge on how effectively bankers negotiate.

1. Decode the Bank's Credit Approval Process: What Happens Behind the Scenes
2. Match Corporate Finance Needs to the Right Banking Products
3. See the Deal Through the Credit Approver's Lens
4. From Negotiation to Legal Documentation: Building Credit
5. Worthiness Step by Step
6. Case Study

Speaker Introduction

He has over 20 years of experience in corporate finance and risk management field in leading international US and European corporate and investment banking. He possesses extensive experience in corporate finance for pre-IPO companies and fund-raising activities for Hong Kong listed companies through network of leading international investment and corporate banks. With a strong background in credit risk, he is extremely familiar in banking products, including both loan and treasury products. He specialises in arranging banking facilities, both bilateral or syndicated, matching the funding needs of listed corporates (midcap or blue chips) in Asia. Currently, he is a Director of a Hong Kong-listed company.



In person



Virtual

APPLY NOW!

Enrol - [In person](#)
- [Virtual](#)

Enquiry : (852) 2153 7800
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<https://hkib.org/page/284>

Target Audiences

1. Banking Practitioners
2. Risk Management Professional, Compliance Officers and Relationship Managers
3. HKIB Professional Qualification holders (eligible for CPD Core Hours) :



Programme Delivery

Training Mode:

Virtual Classroom (Zoom) or Face-to-Face

Language: Cantonese

Face-to-Face Session Venue:

Hong Kong Institute of Certified Public Accountants (HKICPA) at 27/F, Wu Chung House, 213 Queen's Road East, Wan Chai, Hong Kong

- Registration starts at 6:30pm at HKICPA
- Networking session from 8:30pm-9:00pm
- Drinks and light refreshments will be served during the networking session starting at 8:30pm

Application DEADLINE

16 July 2026 (Thursday)

PRICE LIST	Individual Member	Staff of Corporate Member	Non-Member
Price	HKD380	HKD540	HKD600