



Transaction Banking Solutions and Client Delivery Training Course

4 – 15 July 2027
Nairobi

Transaction Banking Solutions and Client Delivery Training Course

Ref: 472_137871 **Date:** 4 – 15 July 2027 **Location:** Nairobi **Fees:** 6400 Euro

Overview

Transaction Banking Solutions and Client Delivery Training Course is a ten-day professional course for transaction banking, cash, trade, payments, operations, product, relationship, risk, and corporate banking teams who leave with a Transaction Banking Client Solution and Delivery File. Participants connect client operating flows, cash and liquidity structures, payments, trade interfaces, working-capital solutions, controls, pricing, digital channels, implementation, and relationship governance. The course turns separate products into an accountable client solution. Agile Leaders Training Center presents transaction banking through client evidence and delivery artifacts.

Who Should Attend

- Transaction banking functions responsible for product and solution architecture
- Cash and liquidity teams responsible for corporate operating balances and flows
- Payments and trade teams responsible for processing, financing, and service controls
- Relationship functions responsible for diagnosing client needs and coordinating delivery
- Operations and risk teams responsible for onboarding, exceptions, and control assurance
- Product functions responsible for pricing, profitability, channels, and service performance

The course assumes participants already work with corporate banking products, client processes, treasury services, or banking operations and leaves out retail banking, introductory treasury, and narrow payment-system engineering.

Departments and Industries

The course supports departments and industries that design, buy, deliver, control, or use transaction banking solutions.

- Corporate banking, transaction banking, and relationship-management functions
- Cash management, payments, trade finance, and supply-chain finance teams
- Bank operations, onboarding, risk, compliance, and service-management functions
- Manufacturing, retail, logistics, and energy treasury organizations
- Healthcare, technology, construction, and professional-services enterprises
- Shared-service centers, procurement functions, and finance operations teams

Learning Objectives

By the end of this course, participants will be able to:



- Analyze client operating flows and transaction-banking needs
- Build cash, liquidity, payment, collection, and account solutions
- Compare trade and supply-chain working-capital structures
- Evaluate onboarding, operational-risk, and service-control evidence
- Apply pricing, profitability, digital-channel, and implementation methods
- Design relationship governance and performance-monitoring routines

Course Agenda

Day 1: Transaction Banking Context

- Transaction Banking Value Chain Map
- Corporate Treasury Operating Model Canvas
- Client Segment and Service Need Matrix
- Product Family and Revenue Logic Map
- Relationship Stakeholder Responsibility Grid

Day 2: Client Flow Diagnosis

- Order-to-Cash Process Mapping Method
- Procure-to-Pay Process Mapping Method
- Treasury Flow and Friction Register
- Working Capital Driver Analysis
- Client Discovery and Evidence Checklist

Day 3: Accounts and Liquidity

- Operating Account Structure Blueprint
- Liquidity Position and Forecast Dashboard
- Cash Concentration Design Matrix
- Receivables Reconciliation Control Map
- Liquidity Solution Suitability Scorecard

Day 4: Payments and Collections

- Payment Initiation and Approval Workflow
- Domestic and Cross-Border Payment Route Map
- Collection Channel Selection Matrix
- Payment Exception and Investigation Log
- Payment Service Control Checklist



Day 5: Trade and Working Capital

- Trade Transaction and Document Flow Canvas
- Buyer and Supplier Risk Allocation Matrix
- Trade Product Selection Decision Tree
- Supply-Chain Finance Eligibility Model
- Working Capital Solution Impact Table

Day 6: Onboarding and Operating Controls

- Client Onboarding Journey Map
- Due-Diligence Evidence Index
- Account and Service Setup Checklist
- Operational Risk and Control Register
- Exception Escalation and Ownership Matrix

Day 7: Product Economics and Pricing

- Transaction Revenue and Cost Driver Model
- Client Relationship Profitability Bridge
- Volume and Behavior Assumption Sheet
- Pricing Option and Concession Matrix
- Commercial Proposal Decision Record

Day 8: Digital Channels and Service Design

- Digital Channel Capability Map
- Client Connectivity Requirement Canvas
- Service Journey and Failure-Point Blueprint
- Access Entitlement Design Checklist
- Digital Adoption and Support Plan

Day 9: Implementation and Governance

- Solution Implementation Work Breakdown
- Data and Configuration Requirement Register
- Testing and Acceptance Evidence Pack
- Service-Level and Performance Dashboard
- Relationship Review and Governance Calendar



Day 10: Client Solution Practice

- Suggested Exercise: Diagnose Corporate Operating Flows
- Suggested Exercise: Configure Cash and Payment Architecture
- Suggested Exercise: Select Trade and Working-Capital Solutions
- Suggested Exercise: Test Pricing, Controls, and Implementation
- Capstone Exercise: Transaction Banking Client Solution and Delivery File

Practical Exercises

The course uses suggested activities to connect client evidence, product choices, controls, economics, and delivery decisions.

- Suggested activity: map manufacturing and retail operating flows and identify cash, payment, collection, and trade needs.
- Suggested activity: compare account, liquidity, working-capital, and digital-channel configurations against client constraints.
- Suggested activity: test onboarding, operational risk, pricing, implementation, and service-governance evidence.
- Suggested activity: assemble the recommended architecture, economics, controls, owners, milestones, and performance measures in the capstone file.

FAQs

What are transaction banking solutions?

Transaction banking solutions connect corporate accounts, liquidity, payments, collections, trade services, working-capital tools, digital channels, and operating controls around a client's recurring financial flows.

Who suits transaction banking training, and what does it assume?

Product, cash, trade, payments, operations, relationship, risk, and corporate banking professionals suit the training. It assumes workplace exposure to corporate clients, treasury services, banking products, or service operations.

How does transaction banking training differ from treasury management training?

Transaction banking training examines how a bank diagnoses, designs, prices, controls, and delivers connected client solutions. Treasury management training usually centers on how a corporate treasury manages liquidity, funding, risk, and financial policy.



How is a transaction banking client solution designed?

A transaction banking client solution is designed by mapping operating flows, identifying friction and control needs, selecting compatible products and channels, testing economics and risks, and agreeing implementation and governance responsibilities.

What belongs in a transaction banking delivery file?

A transaction banking delivery file connects client evidence, solution architecture, pricing, profitability, onboarding controls, configuration requirements, testing, implementation milestones, service measures, owners, and relationship-review routines.

Conclusion

Participants take back a Transaction Banking Client Solution and Delivery File connecting client flows, product architecture, economics, controls, channels, implementation, and governance. It changes isolated product discussions into an accountable client-delivery decision. The file gives product, relationship, operations, risk, payments, trade, and cash teams shared evidence, choices, owners, milestones, and service measures.