



Year	2023/2024	
Course title	Corporate Banking	
Course number	132041 - 0591	6 ECTS points
Lecturer	Ślązak Emil Stanisław, PhD	

A. Course objective

The main purpose of the subject is to acquaint the students with the areas of co-operation between the bank and corporation; pass the knowledge of banking products and services offered to companies; present the credit decision making process in the banks; describe the ways of financing both the current and investment activity of a company; and show the ways banks can invest the financial surplus of the companies and cash management in capital groups.

B. Abstract

The subject characterises areas of co-operation between the enterprise and the bank. Such co-operation begins with opening the bank account and facilitating non-cash clearing operations. The most important aspect of 'symbiosis' between enterprises and banks refers to financing their current as well as investment activity. The forms of financing depend on the size of each company...

C. Learning outcomes

Knowledge	<p>Student should learn:</p> <ol style="list-style-type: none"> 1. The characteristics of products and services essential for company operations. 2. Banking sources of company financing. 3. Rules and criteria of evaluating credit capability of companies. 4. Domestic and foreign clearing operations 5. Principles of company and capital group cash management 6. Methods of companies communication with the bank. 7. Mutual benefits of co-operation between corporation and the bank.
Skills	<p>Student should be able to:</p> <ol style="list-style-type: none"> 1. Build an offer of banking products for corporations. 2. Evaluate the credit capability of given company. 3. Choose the best source of financing the company depending on its current financial standing and external conditions.
Social competencies	<p>Student should acquire:</p> <ol style="list-style-type: none"> 1. Ability to analyse the needs of a company in the area of banking products. 2. Knowledge of methods of analysing costs and benefits of various banking products offered to companies. 3. Qualifications to select banking products meeting individual needs of companies in the area of financing, clearing and investing the financial surplus.

D. Main issues

- 1 Significance of banks in the area of financial services for corporations.
- 2 Current account as a basis of co-operation with the bank.
- 3 Co-operation in the area of domestic clearing operations.
- 4 Co-operation in the area of foreign clearing operations.
- 5 Credit as a main source of financing the company operation.
- 6 Credit procedure.
- 7 Factoring as a source of financing the current operations.
- 8 Discounting drafts as a form financing current activity.
- 9 Leasing as a form of financing investment activity.
- 10 Bank in the process of issuing corporate bonds.
- 11 Securitisation of assets as a source of corporate financing.
- 12 Bank guarantee as a form of indirect corporate financing.
- 13 Managing the financial surpluses.
- 14 Cash management services for a capital group (Cash pooling, Netting)
- 15 Electronic forms of communication and offering banking products to companies.

16 Bank in the process of financing corporate investment.

E. Basic literature

R. Jagiełło, Bankowość korporacyjna, w: Współczesna bankowość, praca zbiorowa pod redakcją M.Zaleskiej, Difin, Warszawa, 2007; J. Grzywacz, Współpraca przedsiębiorstwa z bankiem, Difin, Warszawa, 2004.

F. Supplementary literature

Bankowa obsługa firmy, praca zbiorowa pod redakcją R. Szewczyka, Oficyna Ekonomiczna, Kraków, 2002; A. Dahmen, P.Jacobi, Bankowa obsługa przedsiębiorstw, CeDeWu, Warszawa, 2004; Cz. Mesjasz, Determinanty i modele procesów negocjacji kredytowych między bankiem a przedsiębiorstwem, AE Kraków 2000; M.S. Wiatr, Zarządzanie indywidualnym ryzykiem kredytowym. Elementy systemu, SGH Warszawa 2008; Wybrane pozycje rekomendowane przez wykładowcę.

G. Author's most important publications concerning the offered course

Emil ŚLAZAK, Idiosynkratyczne funkcje banku : ujęcie teoretyczno-praktyczne.,2015; Emil ŚlĄzak, Magdalena Skwarzec, The effects of IFRS 9 valuation model on cost of risk in commercial banks ? the impact of COVID-19, W: Bank i Kredyt,2022; Emil ŚlĄzak, Kalkulacja cen oraz efektywność produktów i usług bankowych ,W: red. Małgorzata Zaleska, Świat bankowości,2018

H. Numbers of required prerequisites

not required

I. Course size and mode

	Full-time	Saturday-Sunday	Afternoon
Total:	60	35	60
Lecture	60	14	60
Self-study under the supervision of lecturer	-	21	-

J. Final mark (assessment)

multiple choice examination	70%
classes assessment	30%

K. Foreign language requirements

English

L. Selection criteria

M. Methods applied

Lecture
Self-study under the supervision of lecturer