MOODY'S ANALYTICS

Integrated Analysis and Decision-Making

A SYSTEMATIC PROCESS TO BUILD CRITICAL-THINKING SKILLS

DURATION

6 hours

DELIVERY CHANNEL

eLearning

Modules:

1 Integrated Analysis and Decision-Making

2 Synthesize and Hypothesize

3 Analyze, Sensitize and Decide

COURSE OVERVIEW & BENEFITS

Reaching a proper loan decision requires more than collecting information, calculating ratios and ticking boxes. In order to make logical, well-informed decisions, lenders must be able to integrate and weigh the data they gather, forming a complete picture of the borrower and an accurate understanding of the relationship between those factors that drive its creditworthiness–and those that expose the lender to risk.

The Moody's Analytics Integrated Analysis and Decision-Making (IADM) course introduces a systematic process for holistically assessing a borrower's financial, industry, business and management data and risk factors in order to arrive at a well-reasoned loan decision.

The IADM process begins with synthesizing: prioritizing and combining the most important information to develop an initial assessment of the borrower's creditworthiness and financing needs, and the associated risks. It then transitions to hypothesizing: drawing inferences to provide focus and rigor to the formal credit risk analysis that follows.

It concludes with the analysis and sensitization of key factors, which provides the lender with clarity around the risks and mitigants that have affected past results and are likely to shape future results. After weighing this information and taking other lending considerations into account, lenders may find that their ultimate decision represents a departure from their initial hypothesis.

LEARNING OBJECTIVE

IADM develops credit professionals' critical-thinking skills as they learn to apply a systematic process to make better credit decisions by prioritizing and weighing multiple credit considerations down to the core factors that drive the creditworthiness of an obligor.

COMPETENCIES GAINED

Participants will be able to:

- Recognize how an integrated analysis of a borrower's creditworthiness leads to a higher-quality, more-efficient loan decision

- Explain how information, analytical tools and expert discretion intersect to yield decisions that balance consistent process with the uniqueness of each loan request

- Identify other critical factors that may change their credit decision from the one that would logically follow the formal analysis

- Use the Integrated Analysis and Decision-Making model to improve the quality and accuracy of every loan decisions

INTENDED AUDIENCE

IADM is suitable for anyone involved in commercial, small business, or specialized lending, including credit analysts, underwriters and relationship managers, and anyone involved in the second line of defense, such as loan reviewers and auditors.

Contact us for more information at: elearning@moodys.com