



**AMAN UNION**

**Aman Union 1<sup>st</sup> Training Session  
Underwriting  
Dubai, 4 – 5 April 2011**

<b>Monday April 4, 2011</b>	
<b>08:30 – 09:00</b>	<b>Registration</b>
<b>09:00 – 09:15</b>	<b>Welcome speech and tour de table</b>
<b>09:15 – 10:30</b>	<b>General Presentation of risk underwriting</b>
<b>10:30 – 11:00</b>	<b>Coffee break</b>
<b>11:00 – 12:30</b>	<b>Country risk analysis</b> <ul style="list-style-type: none"><li>- Country @rating methodology</li><li>- Sector @rating</li><li>- Focus on North Africa and the Middle East</li><li>- Experience of members</li></ul>
<b>12:30 – 14:00</b>	<b>Lunch</b>
<b>14:00 – 15:15</b>	<b>Corporate risk evaluation</b>
<b>15:15 – 15:45</b>	<b>Coffee break</b>
<b>15:45 – 17:00</b>	<b>Information and ratings</b>
<b>Tuesday April 5 , 2011</b>	
<b>09:00 – 10:30</b>	<b>How to assess risks: case studies</b>
<b>10:30 – 11:00</b>	<b>Coffee break</b>
<b>11:00 – 12:30</b>	<b>Debt collection process</b>
<b>12:30 – 14:00</b>	<b>Lunch</b>
<b>14:00 – 16:00</b>	<b>Banks' risk assessment, methodology and case study</b>
<b>16:00 – 16:30</b>	<b>Coffee break</b>
<b>16:30 – 17:30</b>	<b>Pricing issues, buyer's risk methodology, case study</b>
<b>17:30 – 18:00</b>	<b>Debriefing, open discussion</b>