

Understanding Credit Scoring

6 March 2019



FLA member rate -

£465 + VAT

Non-member rate -

£625 + VAT

Credit scoring is now the most common means of making consumer lending decisions. This workshop explores the basics of how credit scoring works in a modern consumer lending business - the processes, the strategy, and the decisions. With a focus on what scorecards look like, and how to use and manage them, the workshop is non-technical and aimed at the business user or strategist.

By the end of the course delegates will understand:

- What credit scoring is and why it is used
- What a credit scorecard looks like
- The typical scorecard development process and timings
- The issues to do with managing and using the scorecard, including scorecard over-rides
- The issues in setting the scorecard cut-off

Please note: all FLA events are subject to the application of competition law. Details will be available on the day and are included in the booking form.

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Programme Overview

09:15 Welcome and introductions

09:30 What is scoring and why credit providers use scoring

- Definition of credit scoring
- Various sources and types of data available
- Why scoring is used so widely within the credit industry

10.30 What is a credit scorecard?

- The basic principles of what a scorecard is and it's developed
- Time frames
- How to classify accounts as 'Good' or 'Bad'

11.00 Break

11.15 What is a credit scorecard?

Part 2

- What a developed scorecard looks like
- The pros and cons of various potential scorecard items

12.00 Data Quality and Data Quantity

- The various aspects of data quality – accuracy, reliability, stability, different channels, etc.
- How many scorecards are needed?
- How many cases to build a scorecard?
- How to resolve data quality and data quantity issues

13.00 Lunch

13:45 Implementation

- Validation
- System testing
- Approaches to scorecard cut-off strategy

15.00 Break

15:15 Scorecard monitoring and tracking

- Why it's necessary to monitor scorecards
- What reports should be produced
- Deciding when a scorecard should be replaced

16.00 Management of over-rides

- Definition of over-rides and why they occur
- Strategy analysis and the impact of over-rides

16:40 Closing Remarks

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Who should attend:

The workshop is non-technical, aimed at the business user who has no (or very limited) knowledge of credit scorecards. It is appropriate for individuals who require a working knowledge of what a scorecard is and how it is used within consumer credit decisions.

Trainer biography - David Edelman, ThreeCs Limited

David is very well-known in the retail credit scoring field. He has 17 years working for two major international banks, together with teaching experience extending over 40 years and a major textbook in the field.

In-house delivery option

This programme can also be delivered in-house. The FLA offer bespoke tailored training solutions that help you achieve your business development objectives. The FLA training team specialise in facilitating change and turning strategic intent into tangible business results.

What we can do for you:

- Design a bespoke programme that meets your organisation's specific development goals and objectives
- These can be designed as a one-off exercise, on a repeated basis as part of your company's development curriculum or company-wide courses as part of a major change programme
- Personalise our approach by incorporating your corporate culture and goals
- Complete flexibility with regards to location and timings
- Differing course levels are available to cater for the varied experience levels of your staff

For more detailed information regarding any in-house training please contact Jon Dear on 020 7420 9623 or email jon.dear@fla.org.uk

Another FLA training date for your diary:

Introduction to Consumer Credit

This introductory course covers advertising, the fundamentals of documentation, key agreements requirements, and exemptions. Delegates will also be given an overview of current legislation, including the Consumer Credit Act, the Consumer Credit Regulations, and the Financial Conduct Authority's Consumer Credit Source Book.

Date: 29 April 2019

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Please register the following delegate(s) for the above course.

BOOKING DETAILS - PLEASE USE BLOCK CAPITALS

Company name:

Contact name:

Job title:

Address:

Postcode:

Telephone:

Email:

DELEGATE 1

First name:

Surname:

Company:

Job title:

Telephone:

Email:

Your special needs or dietary requirements:

DELEGATE 2

First name:

Surname:

Company:

Job title:

Telephone:

Email:

Your special needs or dietary requirements:

Please use additional copies of this form to book more than two delegates.

To register please complete form

Phone: Jon Dear on +44 (0)20 7420 9623 Fax: +44 (0)20 7420 9631

Web: www.flatraining.org.uk Email: training@fla.org.uk

Post: Jon Dear, FLA, Imperial House, 8 Kean Street, London WC2B 4AS

COURSE FEES

FLA Member's fee per delegate: £465 + VAT

Non-FLA Member's fee per delegate: £625.00 + VAT

PAYMENT: Upon registering you will be sent an invoice; payment is required before attending the event.

Please invoice

Provide purchase order no:

Payment by cheque

Visa

Mastercard

Credit Card no:

Amount £: (Please include VAT)

Name (as on card)

Expiry date on card:

Credit Card's registered address (postcode & house/building number only):

Postcode:

Street/House/Building No:

Security code (last 3 digits on reverse of card):

Signature:

Today's date:

Cardholder name and address (including company name if applicable) if different from above:

Name:

Address:

Postcode:

Cancellations all cancellations must be made in writing via email to training@fla.org.uk. Cancellations received more than 30 days prior to the start of the course will incur an administrative charge of £70.00 + VAT per delegate. There is no refund on cancellations made within 30 days of the course start date.

Transferring from one course to another is treated as a cancellation.

You may substitute one delegate for another at no additional cost. Notification must be received in writing by noon of the business day prior to the start of the course.

Data Protection: The Finance & Leasing Association will use the data you provide to process your course registration. We would also like to keep you informed (by post, telephone, email or fax) of other FLA training courses, products and services. If you would like us to send you details of future events, please tick this box:

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