

# Executive Learning Program

## Product Development: Innovation and Challenges in Islamic Consumer Financing



24<sup>th</sup> March, 2017

Venue: IBA City Campus

Timing: 9:00 am - 5:00 pm

# Product Development: Innovation and Challenges in Islamic Consumer Financing

## WORKSHOP DESCRIPTION

IBA Centre for Excellence in Islamic Finance is pleased to offer a one-day course on Product Development in Islamic Consumer Financing. The course will progress to cover challenges faced in the product development cycle along with the risks faced in conventional versus Islamic products. The course is uniquely designed to provide the participants insights to the key Shariah Principles, the changing technological environment and the risks and challenges faced in the GCC with the help of case studies.

## LEARNING OUTCOMES

- Understand Key Shariah Prohibitions in the field of Finance
- Elucidate the Product Development cycle and Marketing mix in IFIs
- Develop an understanding of marketing strategies of Retail Products
- Know the key risks in structuring innovative products
- Learn the application of six sigma approach
- Understand the role of digitization in Islamic Financial Institutions
- Gain knowledge about Shariah Compliant product structures of secured and unsecured products

## ABOUT THE TRAINER

Mr. Mujtaba Qamar is a Product Development Manager with 13 years of Islamic Banking Experience in the Pakistan and UAE Markets

## WHO SHOULD ATTEND

Product Development Managers  
Shariah Compliance Managers  
Product Managers  
Marketing Managers  
Consumer Finance Managers  
Branch Managers

## FEE STRUCTURE

**PKR 20,000**  
per participant

Registration Deadline:  
4:00 pm, 22nd March, 2017

## IBA CEIF

For Registration

[CEIF@iba.edu.pk](mailto:CEIF@iba.edu.pk)

<http://ceif.iba.edu.pk/>

**24<sup>th</sup> March, 2017**

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# REGISTRATION FORM

### Booking Details

### Participants Details

Name:	Organization:	Designation:	Email:
	CNIC:	Cell Phone:	
Name:	Organization:	Designation:	Email:
	CNIC:	Cell Phone:	
Name:	Organization:	Designation:	Email:
	CNIC:	Cell Phone:	
Amount:			

### Payment method :

**Payable to IBA (Karachi) CEIF**

Cheque

Pay Order

Online Payment

Please send your payment to:

Program Manager

**IBA Centre for Excellence in Islamic Finance**

6th Floor, Aman Tower, IBA City Campus,  
Plot # 68 & 88, Garden/ Kiyani Shaheed Road,  
Karachi

Course Fee: Rs. 20,000/- per participant

Registration Deadline: 4:00 pm, 22nd March, 2017

### Online Payment Details:

Account Title IBA Karachi (CEIF)  
Bank Name Meezan Bank Limited, Jubilee Market Branch  
IBAN# PK 85 MEZN 00 9911 0101746008

## SEND US REGISTRATION

By Email: [CEIF@iba.edu.pk](mailto:CEIF@iba.edu.pk)

Or Book online at <http://ceif.iba.edu.pk/>

For further Details : (021) 38104701 Ext: 1851, 1853

## BOOKING TERMS & CONDITIONS

All the payments are to be received before the start of the course date.

- IBA CEIF shall receive full course fee.
- If the mentioned participants cannot attend the course, replacement participants are welcome.
- To cancel the registration, request should be sent through email at least 5 days before the course start date to be eligible for a refund.
- Participants who do not show up for the course are liable to pay full course fee & no refund will be given.
- If a course is postponed for whatever reason, the registered participant will automatically be registered for new date of the course. (Participants will be informed)