







13th January 2017



- Introduction
- Competition
- Why is language important
- So what does work look like?
- Q & A



- A little goes a long way
- Why it's important
- OI! They're eating my lunch!!
- Does business really care YOU BET!
- The World of work

### Competition





Sun Tzu – the Art of War - 2nd Century B.C.

Know your enemy, know yourself; 100 battles, 100 hundred victories!



- World Class courses and research
- Enhance English language and communication skills (particularly Americans who also learn to spell)
- Gain experience of life outside of their native land

## Additional aspirations

- Meet and collaborate with people from a large variety of different nationalities and backgrounds
- Achieve a level of societal integration in Scotland both personal Professional / business

Bank ABC

## 

- Learning language introduces culture
- Culture helps understanding and empathy
- An appreciation of culture is rewarding
- People are proud of their culture
- You will gain trust and respect
- 'Lets become friends then do business'



## The World of Work

Bank ABC

#### **Bank ABC Group**

- Registered Banks: Algeria, Tunisia, Egypt & Jordan

#### **ABC International Bank Plc**

- Branches: Paris, Frankfurt & Milan



Trade Capabilities			
Trade Finance	Guarantees	LC Issuance	Libya Desk
Receivables	Bonds	LC Advising	Insurance (Credit and Political)
Forfaiting	Standby LC	LC Confirmation & Discounting	Treasury Services
Commodity Financing		Documentary Collections	Distribution & Syndication
ECA Backed Finance			Islamic Finance
			Project & Structured Finance

## **Our Core MENA Region Markets**

Bank ABC



- Core markets outside the MENA region include, Europe, and Brazil
- Wider appetite in select regions of Sub-Saharan Africa, America, and Asia.

Global Trade Finance Group

UAE



# **Questions**?