NORTHERN NEW ENGLAND
SCHOOL OF BANKING

Written Assignment – select one of the five topics below

(See Memorandum from Registrar for detailed instructions for paper formatting.)

1. External Forces

a) List three external forces that will significantly impact the banking industry and your bank within the next three years.

b) Indicate how they will impact your bank.

c) Tell us what your bank's management should do to prepare for this and to deal with it.

2. Financial Planning

a) What financial measurements are important in preparing your bank's financial plan (budget)?

b) How are these measurements calculated?

c) What numerical targets would you set for these measurements to have high performance results?

3. Technology

a) What impact do you expect technological changes to have on the banking industry and on your bank over the next three years?

b) How can your bank prepare for these changes and take advantage of them to get better results?

4. Consumer Banking

You are an Executive Vice President for Consumer Banking at your bank. In the form of a memo to the President, outline your plan to get more and better consumer customers (deposit and/or loan) for your bank and to retain valued existing customers.

5. Strategic Planning

a) List five strategies/objectives that will make your bank more successful over the next three years.

b) How does the achievement of each objective further your bank's success? Quantify the expected results if possible.