

Your partner in training

Experiential learning

Petros Geroulanos
EPIGON LTD
London SW10 9JZ
United Kingdom

E-mail: epigon@epigon.co.uk
Web: www.epigon.co.uk

Description

EPIGON LTD is a leading provider of training and development services. EPIGON stands for distributing knowledge across the world. It was founded in 1995 in London to offer effective learning through experiential training interventions on an international scale. Today, EPIGON is active in more than 7 countries and trainings are conducted both virtual and in-person all over the world. Furthermore, the executive coaching and mentoring part helps teams and their member reach their objectives.

Areas of expertise

EPIGON aims to provide executives with practical skills in *Financial Training* and *Personal Development* to succeed in today's business environment.

Financial Training covers the financial market instruments and concentrates on providing in-depth knowledge of the cash and derivative products. We use the building block approach to understand the relevant details and then bring back the pieces to create a sensible picture. The interrelation and interdependence of these instruments will be highlighted and emphasised. Jargon is explained to completely understand the product or instrument. Pricing and trading strategies are emphasised as well as the regulatory environment. The whole development is put into a historical context to understand the market development.

For more information visit epigon.co.uk.

Personal Development involves developing the professional skills required to succeed in the job. It may cover executive leadership coaching mentoring or training. We use state of the art mind management skills to consistently produce outstanding results improving effectiveness and efficiency. We also support executives working in organisational transformation.

For more information visit mindmanagementcircle.com

You can choose from the formats below

- Live in-person or remote
- Pre-recorded courses
- High-capacity events
- Webinars
- Keynote speeches

A selection of popular training courses

Financial Skills Training:

- AI uses in Banking
- Advanced bonds, swaps, and other fixed income applications
- Applications of data analytics in banking for the C-suite
- Basel Framework: Capital adequacy requirement and liquidity management
- Behavioural finance
- Blockchain and distributed ledger technology (DLT)
- Bonds and derivatives MasterClass
- Bond trading and hedging strategies
- Bonds and fixed income boot camp
- Bonds and fixed income markets
- Bond pricing and credit risk measures
- Bond pricing and market risk measures
- Business model innovation
- Capital markets
- Central Bank Digital Currencies
- Cryptocurrencies
- Currency derivatives
- Currency trading
- Currency, interest rate and equity and commodity options
- Data analytics in banking
- Derivatives pricing
- Digital disruptions and opportunities in the banking industry
- Digital transformation (for banking, finance, or telecoms)
- Dynamic equity option trading
- Financial Markets
- Financial arithmetic
- Financial negotiation skills
- FinTech
- Fixed income portfolio management
- Futures, options, and structured products
- How the financial markets work
- Interest rate derivatives and risk management
- Interest rate, currency, and credit default swaps
- International financial markets (bond, currency, rates, equities) update
- Introduction to exotic options
- Introduction to Financial Markets (money and capital markets)
- InsurTech
- Issuing debt securities (bond origination)
- Money markets and foreign exchange
- Pricing and valuing capital market instruments
- Pricing and valuing derivative instruments
- Relationship management, private banking and wealth management
- Structured products
- ESG and green bonds
- Term-structure of interest rates and yield curve construction
- The principals of trading and investing and the psychology of trading
- Trading and hedging with derivatives

Personal Development Training for Financial Services:

- Advanced negotiation skills
- Aiki-Com (Aikido with communication training)
- Agile leadership skills
- Anger management skills
- Client mapping
- Communication skills and the language of influence
- Conflict avoidance and resolution
- Consultative selling skills
- Dynamic learning skills
- Executive leadership
- Fear management
- Goal setting
- Gravitas and executive presence
- Hypnosis and the language of influence
- Improve performance with speed reading, memory training and Mind Mapping™
- Leadership skills
- Leadership training with Aikido
- Listening skills
- Memory training
- Mind Mapping™
- Modelling and installing excellent behaviour
- Negotiation skills
- Neuro-linguistic Programming (NLP)
- Pitching
- Presentation skills training
- Sales and presentation skills for the financial industry
- Sales techniques on the trading floor
- Speed Reading
- Team building with Aikido
- Time Management
- Timeline Therapy™

Important Note:

All courses both in Financial Training and Personal Development have already been completed and excellent references are available.

Courses have been conducted in-house and/or as public seminars. We naturally tailor courses to meet specific in-house training needs as well as develop new courses on demand. They have also been adapted for remote delivery.

Additional services

- Executive leadership coaching
- Mentoring services to individuals and teams
- Commissioning of tailored training solutions
- Environmental, social and corporate governance programs
- Social corporate responsibility programs
- Special interventions (dyslexia, learning difficulties, mental rehabilitation)
- TimeLineTherapy™

Advisory services:

- Agile project management and scrum software
- Business model innovation
- Business strategy
- Coreless banking
- Customer loyalty solutions
- Data monetisation
- Digitalisation strategy
- Digital transformation
- Development of financial markets
- Development of trading ideas
- Economic policy development and economic restructuring
- Edutec solutions
- Learning software distribution
- NeuroHR competencies in financial services
- Neuromarketing applied to banking
- Open banking
- Payment solutions
- Project development
- Staff engagement and retention
- Strategic re-orientation for banks

Technology solutions:

- AI-driven assistance for banking
- Customer and employee engagement solutions with gamification
- ISO20022 payment transition implementation
- NeuroMarketing and NeuroHR
- Open banking solutions
- Payment solutions
- By Now Pay Later implementation

Client list

Aargauer Zeitung	Arab Banking Corporation
ABC Banking Corporation	Arab Emirates Investment Bank
Abegg Holding	Arthur Andersen
Aberdeen Asset Management	AseamBankers
Aberdeen Islamic Asset Management	AsiaEquity Crest
ABN Amro	Asian Asset Management
ABSA	Asian Development Bank
Abu Dhabi Investment Corporation	ATExelixi
Accenture	AZ Medien
Affin Hwang Investment Bank	Baiduri Bank
Affin Investment Bank	Baillie Gifford & Co
African Bank	Bangko Sentral ng Pilipinas
Agricultural Bank of Greece	Bangkok Bank
AgroBank	Bank al Etihad
AK Jensen Group	Bank Handlowy
Alaric	Bank Islam Malaysia
Al-Hokair family office	Bank Kerjasama Rakyat
Al Khalij Commercial Bank	Bank Nederlandse Gemeenten
Alliance Bank	Bank Muamalat Malaysia
Alliance Law Firm	Bank Negara Malaysia
Alliance Merchant Bank	Bank of America
Allianz Insurance	Bank of America Merrill Lynch
Al Rajhi Bank	Bank of China
Al Rajhi Banking & Investment Corp	Bank of England
Alpha Credit Bank	Bank of Italy
Amanah Raya Investment	Bank of Ireland
Amanah Short Deposits	Bank of Mongolia
AmBank	Bank of Nova Scotia
AmiCorp	Bank Sentral Republik Indonesia
AmFunds Management	Bank of Tokyo-Mitsubishi
AmInvestment Bank	Bank of Tokyo-Mitsubishi UFJ
AmMerchant Bank	Bank of Uganda
AMS American Management Systems	Bank Pembangunan
Amundi	Bank Windhoek
Anadeo Consulting GmbH	Banque Indosuez
Andersen Consulting	Banque Saudi Fransi
Anglo American	Barclays Bank
Anglo Romanian Bank	Barclays Global Investor
Apg All Pensions Group	Basell
Apollo Global Management	Basler Zeitung
Appenzeller Zeitung	Baugenossenschaft Halde Zürich
	B-Flexion

BIMB Holdings
BKK Vor Ort
Bloomberg
BMW
BNI Europa
BNP Paribas
Board of Investment Mauritius
Boehringer Ingelheim Vetmedica GmbH
Botswana Telecommunications
Brigade Capital Management
Broseta Abogados SLP
Brunei Investment Agency
Brunei Ministry of Finance
Buchs Medien
Bundesamt für die Anerkennung ausländischer Flüchtlinge (BAFL)
Bundesamt für Flüchtlinge (BFF)
Bundesamt für Umwelt (BAFU)
Cagamas
Calyon
Capital Market Authority KSA
Capital Markets Authority Kenya
Cazenove
Celgene
Central Bank of Nigeria
China Construction Bank
CIBC Wood Gundy
Cim Group
CIMB Investment Bank
Citadel London
Citibank
Citigroup Global Markets
City of Johannesburg
Coca-Cola
Commercial Bank of Greece
Commerzbank
Continental Teves AG
Corporateview
Credit Agricole
Credit Agricole – CIB
Credit Guarantee Corporation
Credit Lyonnais
Credit Suisse
CRIF

CSFB Credit Suisse First Boston
DaimlerChrysler AG
Danajamin Nasional
Danawa Resources
Debt Management Office UK
Deloitte GmbH
Dermaga Naluri
Danske Bank
Department for International Trade UK
Depfa Bank
Detica
Deutsche Bank
Deutsche Börse
Deutsche Bundesbank
Deutsche Postbank AG
Development Bank of Southern Africa
Development Bank of St. Kitts & Nevis
DG Bank
Dogus Holding
Draeger & Hanse BKK
Draeger Werke
Dresdner Kleinwort Wasserstein
Dubai Cares
Dubai Islamic Bank
Dutch Ministry of Finance
E.ON AG
eBenchmarkers
EMLV Ecole de Management
Leonard di Vinci
Employees Provident Fund (EPF)
EON Bank
Eradicure-Alliance
Eskom
Etiqa Insurance & Takaful
Eurex
European Bank for Reconstruction and Development
European Central Bank
European Financial Services Round Table
European Investment Bank
European Stability Mechanism ESM

Export-Import Bank of Malaysia	Intercapital Brokers
Exxonmobil Exploration and Production	International Committee of the Red Cross
Fame International College	International Faculty of Finance
FELDA	International Finance Revue
Fidelity Investments	International Shari'ah Research Academy for Islamic Finance (ISRA)
Financial Conduct Authority	Intertrust SA
FinXP	Investec
First Bank of Nigeria	Investor AB
First Pension Custodian Nigeria	IRIS Corporation
Fiscalab Capital Markets	IS Bank
Fiserv Inc	Jambatan Kedua
Fulcrum Asset Management	Jimah O&M
Futuregrowth Asset Management	Johannesburg Stock Exchange (JSE)
GarantiBank	Johor Corporation
GASAG Berliner Gaswerke AG	Jones Family Office
Genting	JP Morgan Chase Bank
GFT Technologies AG	Kaeser Kompressoren
Gold Fields	KAF Investment Bank
Goldman Sachs	KAF-Seagroatt & Campbell Securities
Greenwich Natwest	KANEE Kuwait
Gulf Investment Bank	Kumpulan Wang Persaraan (KWAP)
Halifax Bank of Scotland	Kedge Capital Private Equity
Harina Consultancy Services	Khazanah Nasional
Hermes Investment Management	Köfrezbank
Hessische Landesbank HELABA	Komercni Banka
HLG Asset Management	Kocbank
Hong Leong Asset Management	Kumpulan Wang Persaraan
Hong Leong Bank	Kurnia Technology Resources
HR Factory	Kuwait Finance House
HSBC	Labuan Reinsurance
HSBC James Capel	Land Bank
Hüttenwerke Krupp Mannsmann GmbH	Landesbank Baden-Württemberg
Hypo-Bank	LGT Bank in Liechtenstein
HypoVereins-Bank	Lloyds of London
Independent Data Services	Loyalis
India International Bank	Luzerner Kantonalbank
Indonesia Financial Services Authority	Macquarie Capital Securities
Industrial Development Corporation	Malayan Banking (Maybank)
ING (Malaysia)	Malaysia Building Society
ING-DiBa AG	Malaysia Debt Ventures
Institut Kefahaman Islam Malaysia	Malaysian Industrial Development Finance (MIDF)
Integrata AG	Manulife Asset Management

Mamee Double Decker	Oliver, Wyman and Co
Mauritius Bank	Oman Investment Fund
Mauritius Commercial Bank	Openlot
Mauritius Telecom	Opus Asset Management
Maybank Asset Management	OSK Investment Bank
mBank	OTE Academy
MEAG Munich ERGO	Ottoman Bank
AssetManagement GmbH	Painewebber International
MedienAusbildungsZentrum	Pasha Bank OJSC
Mediocredito Centrale	Payment Components
Merrill Lynch	Pejabat Setiausaha Kewangan Negeri
Midland Bank	Pengurusan Aset Air
Millennium Bank	Pemodalan Assar
MNRB Holdings	Perbadanan Insurans Deposit Malaysia
Morley Fund Management	Permodalan Nasional
Moscow Narodny Bank	Pertubuhan Keselamatan Sosial (PERKESO)
MUFG Bank	Petrolia Nasional (Petronas)
Namibia Equity Brokers	Philip Morris International
Namibia Post	Porsche
National Bank of Abu Dhabi	Presser & Co
National Bank of Greece	PriceWaterhouseCoopers
National Credit Bank	Profile Software
National Institute of Bank Management (India)	Prokhas
NatWest Markets	PTPTN
NedBank (South Africa, Namibia)	Public Bank
Nestle	Public Investment Bank
Neue Zürcher Zeitung	Public Investment Corporation
New York Institute of Finance	Q7 Consulting
NIB Capital	Qualco AE
NIBC Bank	Rabobank
NM Rothschild & Son	Radio Basel
Nomura Bank	Radio e Televisiun Rumantscha RTR
Nomura International	Radio Ostschweiz
Nomura Securities	Raiffeisenbank
Norddeutsche Landesbank	RAM Rating Agency of Malaysia
Nordea Bank	RBS Royal Bank of Scotland
Northeast Securities	Refinitiv
NovaBank	Regiments Capital
NWB Nederlandse Waterschapsbank	Reliance Asset Management
OCBC Bank	Reuters
Oest. Bundesfinanzierungsanstalt	RHB Banking Group
Oesterreichische Kontrollbank	Richmond International
Oesterreichische Nationalbank	
Old Mutual	

RMB Morgan Stanley	Südwest LB
RMB Rand Merchant Bank	Sumitomo Mitsui Banking Corp
RWE Westfalen-Weser-EMS AG	Sunway REIT Management
Sabah Credit Corporation	Suruhanjaya Tenaga
SAINS	Swan Insurance
Sal. Oppenheim Jr & Cie	Symmetry Multi-Managers
SAMBA Financial Group	Tages Anzeiger
San Paolo di Torino	Tamedia
Sanwa International	TD Securities
SapuraAcergy	Technische Werke Friedrichshafen GmbH
Sarawak Energy	Telekom Malaysia
Saudi British Bank (SABB)	Telenor
Saudi Stock Exchange	Terengganu Incorporated
SBC Warburg Dillon Read	The Central Bank of Lesotho
Schaffhauser AZ	The Financial Services Authority (FSA) UK
Schaffhauser Nachrichten	Theiler Druck
Schweizerische Bundesbahnen	Thenamaris
Schweizerische Nationalbank	Thomson Reuters
SCOPE Sarawak Centre of Performance Excellence	Tiger Management Services
Scottish Equitable (Aegon)	TMBAM Thai Military Bank Asset Management
SDB Asset Management	tpc tv productioncenter zurich
SE Banken	Transcfe
Sectoral Asset Management	Transnet
Securities Commission Malaysia	Treasury One
Self Storage Space UK	Trust for Urban Housing Finance
SF Schweizer Fernsehen	Turkcell
Siemens	UBS
Sime Darby	UTSB Management
SKEMA Business School	UK Listing Authority
SME Bank	United Bank of Kuwait
Societe Generale	United Overseas Bank (UOB)
SOFAZ State Oil Fund of Azerbaijan	University of Manchester
South African Post Office	Upc Switzerland
South African Reserve Bank	UOB-OSK Asset Management
Southern Bank	Valuecap
Sparda-Bank	Vattenfall
SRG	Vattenfall Energy Trading
Standard & Poor's MMS	WAD Westsaechsische Abwasserversorgungs- und Dienstleistungsgesellschaft
Standard Bank	Waterfront Hotel
Standard Chartered Bank	Wasco Management Services
Stanlib Asset Management	
State Bank of Mauritius	
Stock Exchange of Mauritius	
Strategic Executive Programmes	

Waypoint Capital
West Merchant Bank
Westdeutsche Landesbank
WestLB AG
Westpac
WGZ Bank

WINGAS GmbH & Co KG
Wintershall Holding AG
Zimasco
Zetranext
ZJ Advisory
Zurich Insurance

Countries where training has been conducted

Austria
Azerbaijan
Brunei
Canada
China
Czech Republic
Denmark
France
Germany
Greece
Hong Kong
India
Ireland
Italy
Lithuania
Luxemburg
Malaysia
Mauritania
Mauritius
Mongolia
Netherlands
Poland
Portugal
Russia
Saudi Arabia
Singapore
South Africa
Sweden
Switzerland
Thailand
Turkey
United Arab Emirates
United Kingdom
United States of America

Origin of participants

Albania	Ghana	Namibia
Algeria	Greece	Netherlands
Afghanistan	Guernsey	New Zealand
Andorra	Honduras	Nigeria
Angola	Hong Kong	North Macedonia
Argentina	Hungary	Norway
Armenia	Iceland	Oman
Australia	India	Pakistan
Austria	Indonesia	Palestine
Azerbaijan	Iran	Peru
Bangladesh	Ireland	Philippines
Bahamas	Isle of Man	Poland
Bahrain	Israel	Portugal
Belarus	Italy	Qatar
Belgium	Ivory Coast	Romania
Bolivia	Jamaica	Russia
Bosnia and Herzegovina	Japan	Saudi Arabia
Botswana	Jersey	Senegal
Brazil	Jordan	Serbia
Brunei	Kenya	Singapore
Bulgaria	Kuwait	Slovenia
Burundi	Kyrgyzstan	Slovakia
Cambodia	Labuan	South Africa
Cameroon	Latvia	South Korea
Canada	Lebanon	Spain
China	Lesotho	Sri Lanka
Colombia	Libya	St. Kitts & Nevis
Croatia	Lichtenstein	Syria
Cyprus	Lithuania	Swaziland
Czech Republic	Luxembourg	Sweden
Denmark	Macau	Switzerland
Djibouti	Madagascar	Taiwan
Egypt	Malaysia	Tanzania
Estonia	Malta	Thailand
Finland	Mauritius	Tunisia
France	Morocco	Turkey
Gambia	Mexico	Turkmenistan
Georgia	Moldavia	Ukraine
Germany	Mongolia	United Arab Emirates
Gibraltar	Montenegro	United Kingdom
	Mozambique	

United States of
America
Uruguay
Vietnam
Zambia
Zimbabwe