



A Member of JA Worldwide

Junior  
Achievement®  
Greece



## THE BANKS IN ACTION PROGRAMME IN GREECE

This programme gives high school students the opportunity to become familiar with **basic banking knowledge** and acquire **skills** that will help them manage their personal finances as **informed consumers** and broaden their interests as **future professionals**.

*Banks in Action* consists of eight volunteer-led sessions. Using **interactive techniques**, bank executives present to students the basic operating principles of the banking system and the challenges a bank faces within a competitive environment.

The original programme by JA Worldwide has been adapted to banking products, services and terms applicable in Greece.

# The 8 sessions of the programme

## SESSION 1

### The building blocks of banking

Students are introduced to the **basics of banking**, including highlights of its history, main operations and basic banking products and services.

#### Students learn about:

- Highlights in banking history
- Banking products and services
- How a bank earns income

## SESSION 2

### The spread

Students are introduced to the basics of **short-term deposit and short-term loan products**. They play a game that illustrates how a bank's income is affected by the spread (i.e. the difference between the interest rate a bank charges borrowers and the rate it pays depositors).

#### Students learn about:

- Features of short-term deposit and short-term loan products
- The concept of "spread"
- Why interest rates of short-term deposit products are typically low, while those of short-term loan products are typically high

## SESSION 5

### Making decisions on long-term products

Students complete a flow chart that demonstrates **balancing loans and deposits** (assets and liabilities). They also participate in an activity requiring calculations for long-term products.

#### Students learn about:

- The importance of balancing loans and deposits (assets and liabilities)
- How to make decisions on long-term deposit and long-term loan products

## SESSION 6

### Spending money to make money

Students analyse various **research and development (R&D)** options in order to identify the best investment option. Teams then create a list of benefits that can be used to market their investment. In this context they learn what **marketing and R&D** are, and how to make relevant decisions.

#### Students learn about:

- The costs and benefits of various research and development options
- The importance of marketing for the promotion of banking products and services
- The effect of marketing and investing in R&D on a bank's profits

SESSION 3	SESSION 4
Making decisions on short-term products	Long-term products
<p>Students revisit key terms and concepts introduced in previous sessions. They split up in teams and participate in <b>Q&amp;A games</b> to assimilate these terms and concepts.</p> <p><b>Students learn about:</b></p> <ul style="list-style-type: none"> <li>▪ Basic banking terms and concepts introduced in the first two sessions</li> <li>▪ The effect of setting short-term deposit and short-term loan interest rates</li> </ul>	<p>Students learn about <b>long-term deposit and long-term loan products</b>. They work in teams to determine the appropriate banking products for various scenarios. They also consider capacity, character and collateral when deciding whether or not to approve a loan application.</p> <p><b>Students learn about:</b></p> <ul style="list-style-type: none"> <li>▪ Features of long-term deposit and long-term loan products</li> <li>▪ Why interest rates of long-term deposit products are typically high, while those of long-term loan products are typically low</li> </ul>
SESSION 7	SESSION 8
Behind the scenes	The “Magic Squares” game
<p>Students learn about <b>career opportunities in the banking sector</b>. They analyse various banking job descriptions and identify which rely primarily on skills in working with people, data, things or ideas. They also learn how to invest in their personal development and how to evaluate their own talents and skills, both in choosing their future profession and understanding the importance of individual contribution to a successful team result.</p> <p><b>Students learn about:</b></p> <ul style="list-style-type: none"> <li>▪ Characteristic examples of banking professions</li> <li>▪ How an investment in their personal development can benefit their future career</li> </ul>	<p>Students <b>assimilate the terms and concepts</b> learnt in all the previous sessions. Using this knowledge they are asked to fill in the “magic squares” by matching banking terms with the right definitions.</p> <p><b>Students learn about:</b></p> <ul style="list-style-type: none"> <li>▪ All the key terms and concepts introduced during the programme</li> </ul>

## Programme benefits

***Banks in Action*** offers students the opportunity to enhance skills such as:

- ✓ Active listening
- ✓ Cost/benefit analysis
- ✓ Computing
- ✓ Critical thinking
- ✓ Data interpretation
- ✓ Decision-making
- ✓ Following directions
- ✓ Group discussion
- ✓ Information analysis
- ✓ Problem solving
- ✓ Public speaking
- ✓ Teamwork
- ✓ Time management

***Banks in Action*** introduces students to basic concepts such as:

- ✓ Banking career
- ✓ Banking system
- ✓ Central bank
- ✓ Deposit and loan products
- ✓ Human capital
- ✓ Interest rate
- ✓ Interest rate spread
- ✓ Liquidity
- ✓ Marketing
- ✓ Products
- ✓ Profit
- ✓ Research and development
- ✓ Reserve
- ✓ Services

## Contact us

For further information regarding the “*Banks in Action*” programme, please contact Junior Achievement Greece:

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