



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

<p>SESSION 3</p> <p>Making decisions on short-term products</p>	<p>SESSION 4</p> <p>Long-term products</p>
<p>Students revisit key terms and concepts introduced in previous sessions. They split up in teams and participate in Q&A games to assimilate these terms and concepts.</p> <p>Students learn about:</p> <ul style="list-style-type: none"> ▪ Basic banking terms and concepts introduced in the first two sessions ▪ The effect of setting short-term deposit and short-term loan interest rates 	<p>Students learn about long-term deposit and long-term loan products. 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>Students learn about:</p> <ul style="list-style-type: none"> ▪ Features of long-term deposit and long-term loan products ▪ Why interest rates of long-term deposit products are typically high, while those of long-term loan products are typically low
<p>SESSION 7</p> <p>Behind the scenes</p>	<p>SESSION 8</p> <p>The “Magic Squares” game</p>
<p>Students learn about career opportunities in the banking sector. 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>Students learn about:</p> <ul style="list-style-type: none"> ▪ Characteristic examples of banking professions ▪ How an investment in their personal development can benefit their future career 	<p>Students assimilate the terms and concepts 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>Students learn about:</p> <ul style="list-style-type: none"> ▪ All the key terms and concepts introduced during the programme

Would you like to become a volunteer instructor?

The *Banks in Action* programme is delivered by bank executives who volunteer to offer their time and experience in order to familiarise students with basic financial concepts that they should know as consumers and with aspects of a bank's operation that could interest them as future professionals.

The success and geographical spread of the programme throughout the country depends mostly on building up a pool of volunteer instructors from all over Greece. These are people who believe in the value of offering knowledge in order to help students grow into responsible citizens and wish to contribute actively in it.

A volunteer instructor for *Banks in Action* typically has at least three years of working experience in a bank, while any additional experience as an instructor/trainer is considered an asset. The approval of the volunteer's employer for his/her involvement in the programme is a prerequisite as sessions are delivered during working hours (within the regular school curriculum).

For further information, please contact:

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