



Skill seminar: Developing and managing a successful payment cards business for the retail bank in Poland

Organizing company/institution:	Mastercard
Contact person (organizing company) – telephone/email:	Robert Grabowski, robert.grabowski@mastercard.com Piotr Mądry piotr.madry@mastercard.com
Short description of the Skill Seminar (Nature and objectives):	Developing and managing a successful payment cards business for the retail bank in Poland. After the seminar you will be acquainted with main principle of the cards business, its P&L, way to construct product and to manage its life cycle to generate profitable business for the issuing institution. We will also elaborate on auxillary services.
Learnt skill/ Learning outcome (in short)	Cards Issuing business principles, P&L and Life Cycle management, value added services
Instructor(s): (Name, position, company, if other than the organizing one)	Michał Maksymiuk, Manager – Account Management Tomasz Zagrajek, Director - Account Management Robert Grabowski, Director - Product Integration Piotr Mądry
Brief agenda or list of topics – please send in separate Word document	attached

Date:	29.03	Time:	10:00-17:00
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Duration of seminar (cross out one):	1 day/0.5 ECTS
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Minimum number of participants:	5
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Maximum number of participants:	12
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Location (address and room) /on-line platform:	MS Teams
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Registration:	Please register at CEMS Career Center (https://www.cems.org/events-services/career-services/job-market-companies)
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Registration deadline:	17.03
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