

Why the CTP?

Presented by:



CTP

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Agenda



Today's presentation will:

- Provide an overview of the Certified Treasury Professional credential
- Assess the value of earning the CTP designation from different perspectives
- Identify the CTP exam content
- Review study resources

About the CTP[®] Credential



- Sponsored by the Association for Financial Professionals (AFP)
- First given in 1986 – today more than 22,000 financial professionals have earned the credential in 58 countries
- 2,500~ individuals register annually
- Eligibility requirements:
 - Minimum of 2 years full-time work experience in treasury/finance
 - MBA or graduate degree in finance + 1 yr full-time work experience in treasury/finance
- Renewal Requirements
 - 36 Hours of continuing education every three years

About the CTP[®] Credential



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- The CTP sets the standard in the financial profession **and is a symbol of excellence**
 - It signifies that an individual has:
 - Demonstrated the knowledge and skills required to perform competently in today's complex treasury environment.
 - Passed a rigorous examination.
 - Agreed to abide by a professional code of ethical conduct
 - Committed to keeping knowledge current by meeting continuing education requirements.

About the CTP[®] Credential



The CTP exam is designed to test mastery of **knowledge, skills, and abilities** required by finance professionals to execute critical functions related to **corporate liquidity, capital and risk management**, such as:

- **Maintain corporate liquidity** required to meet current and future obligations in a timely and cost effective manner.
- **Manage optimal cash positioning** through forecasting and short-term investing and borrowing activities.
- **Employ working capital strategies** and tools to efficiently manage current assets and liabilities.
- **Utilize various types of payment systems** and Internet technologies to transfer monetary value and business documents between parties.

About the CTP[®] Credential



- **Monitor and control corporate exposure** to financial and operational risks.
 - **Optimize capital structure**, manage costs of long-term capital and quantitatively evaluate capital resource investments.
 - **Manage cross-border funds movement** and utilize international trade financing methods.
 - **Delineate appropriate ethical behaviors** expected in business activities.
 - **Recognize corporate governance issues** that arise from the separation of corporate ownership and control.
 - **Build cost effective relationships** with financial services providers.
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The CTP® – Impact on Compensation*



Select Job Titles with a CTP and No Advanced Degree

<u>Job Title</u>	<u>% Salary Increase with CTP</u>
Analyst	25%
Assistant Cash Manager	23%
Director of Risk	19%

Average Amount Certified Incumbents Earn Over Uncertified Incumbents

<u>Job Category</u>	<u>% Certification Increases Salary</u>
Executive	7%
Management	10%
Staff	19%
Support	21%

*AFP 2010 Compensation Report

Employers See the Value of CTP Certification



Valued and recognized by CFOs/senior executives in corporate finance and leading corporations as **a differentiator** among current staff and potential new hires

- ✓ **70%** of Fortune 500 employ CTPs/CCMs
- ✓ Treasury/finance jobs require or prefer CTP/CCM

Online job boards tracked include:

Monster, eFinancialCareers.com, FINS, JobsintheMoney, CareerBuilder, AFP Global Career Center

Benefits of Earning the CTP[®] Credential



Employer's Perspective - Recruiting

- *As a Manager you are only as good as the people who work for you!*
 - **Credentials**
 - **Treasury experience**
 - **CTP Certification – value add**
 - **Competent and confident**
 - **Integrity and ethics**
 - **Career goals / objective**
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Benefits of Earning the CTP[®] Credential



Employee's Perspective

- Employers want skilled and knowledgeable employees
 - **The credential is proof that you've mastered a broad, rigorous body of knowledge**
- Designation is a mark of a highly skilled and dedicated professional
- Ability to differentiate among peers
- Identifies you as a “career Treasury professional”
- Provides a group of Treasury professionals as an indispensable network of information.

Why the CTP[®] Credential?



Benefits of obtaining designation

- **Employers want skilled and knowledgeable employees**
- **Designation mark of highly skilled and dedicated professional**
- **Broad, rigorous body of knowledge**
- **Ability to differentiate among peers / identify yourself as a “career Treasury professional”**
- **AFP working hard to enhance the visibility and marketability of the CTP designation**

The CTP[®] Exam



- 170 multiple choice questions, differing degrees of difficulty with one correct answer
- Three and half hours test time = **1 minute, 23 seconds per question**
- Standardized test with 4 versions randomly administered
- Instantaneous pass/fail results
- Delivered via a computer (5,000+ PearsonVUE Centers worldwide)

The CTP[®] Exam



- The CTP Body of Knowledge (BOK) of corporate treasury management – not banking
 - Based upon results of job task analysis for corporate treasury professionals
- Questions are developed specifically from the *Essentials of Treasury Management, 3rd*
- Test development committees comprised of diverse group of treasury experts
- The CTP Exam is not intended to be “tricky”
- *Sufficient studying is key*



CTP Exam Preparation



Self-Study: “Learn at your own pace”

- ***Essentials of Treasury Management***
 - The official body of knowledge delivered via a soft-cover volume
- ***The Learning System: Treasury™***
 - User-friendly Web-based tool with print study guides, 800+ online practice questions
 - Includes *Essentials of Treasury Management*

Instructor-Led: “Learn in a classroom setting”

- ***The Learning System: Treasury™ College/University Courses***
 - 36-hr course delivered over 12 to 14 week semester
 - In-Person **or** Online
- **AFP Intensive 3-day Exam Review Seminars**
- **Regional AFP/TMA Exam Preparation Classes**

Study Resources



It's not too early to begin test preparation

- **AFP Learning System: Treasury™**
 - www.AFPLearningSystem.com
- **CTP Exam Preparation Guide**
 - www.AFPonline.org/CTP
- **CTP Exam Preparation Discussion List**
 - Gain and share knowledge with AFP members preparing for the CTP exam through AFP's discussion lists and e-mail forums
 - www.AFPonline.org

Study Resources



- **CTP Q & A**

- E-mail content-specific questions with a page reference from *Essentials of Treasury Management, Third Edition* to
- CTPQA@AFPonline.org

- **Regional AFP/TMA Resources**

- List of organizations, Web sites and contact individuals available at www.AFPonline.org

- **CTP Exam Study Network (Find a “Study Buddy”)**

- www.AFPonline.org/ctp

Popular Prep Tips from Exam Takers



- ✓ Prepare properly, thoroughly, *systematically*
- ✓ Commit to study time: create a study plan and stick to it!
- ✓ Find a study-buddy
- ✓ Create a study spreadsheet of all of the formulas
- ✓ Record notes onto an iPod and listened to them constantly
- ✓ Completely understand and be able to apply concepts and formulas
- ✓ Practice working through all the calculations forward and backward, changing the solve-for variable
- ✓ Make flashcards with Q&A for each chapter as you go along
- ✓ Practice, practice, practice!

How to Register



Exam is offered in two-month testing windows twice annually

<u>Window</u>	<u>Dates</u>	<u>Early Deadline</u>	<u>Final Deadline</u>
2011A	June/July 2011	March 25, 2011	April 22, 2011
2011B	Dec 2010/Jan 2011	September 23, 2011	October 28, 2011

Ready, Set, Sit!



Recommended Steps to Sitting for the CTP Exam

1. *Read* the Certification Candidate Guide (CCG) and the Exam Rules and Regulations
2. Order study materials
3. Create study plan and schedule
4. Submit exam registration via online AFP store or form in CCG
5. Receive your Authorization to Test (ATT)
6. Schedule test appointment

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Questions?

