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HND X 27

Twenty-seven Barclays' staff are coming towards the end of a two-year course which is the first of its kind in the country; a full-time Higher National Diploma course in business studies (banking). Collin Cumberland and Nigel Westbury, two of the students taking part, told us about their course, which is held at Bournemouth College of Technology.

Drawn from Districts as far apart as Darlington and Penzance, the students had to have completed part one of the Institute of Bankers' exam, hold at least one pass at 'A' level, and be under 21 at the start of the course. Selection interviews were held during the summer of 1974, when LHOs were asked to present suitable candidates.

The course began in September, 1974, and 'aimed to provide bankers with a full-time course of study for the remainder of their Institute examinations, a firm foundation for the studies in stage three of the new banking qualifications envisaged by the Wilde Committee, and an HND in business studies - a valuable qualification in its own right'.

The course is more broadly based than most banking courses in the past. The first-year syllabus included accountancy, law relating to banking, monetary theory and practice, and practice of banking - all conventional part two subjects - and also such diverse subjects as business organisa-

tion, languages, liberal studies and sociology.

The second-year syllabus emphasises practice of banking, finance of foreign trade and foreign exchange, and investment theory. Other subjects include business finance, office organisation and marketing of financial services.

Each student also has to write a thesis of between 5,000 and 7,500 words on an appropriate business/banking topic, and is expected to prepare lectures to present to the other students. This is an excellent training for the social functions of future management, but can be a harrowing experience if one's colleagues are in a particularly critical frame of mind!

The college library can be used as a source of reference in preparing lectures and course notes, or after college hours when writing the numerous essays required by the lecturers.

This busy second year includes 14 exams, which began with the 'mocks' in February and will end with the finals in

June. The HND course is not an automatic passport to AIB status, however; for the students are taking the final two subjects of part two - finance of foreign trade and practice of banking - this month.

Regular visits are paid to the college by Mr R J L Brocklehurst, a manager at HO Staff Department responsible for the management development programme, and local directors have also called in to judge for themselves the value of the course. Mr J Chilver, a senior lecturer in the faculty of management and business administration, and an AIB, is a link between the college and the Bank, and Barclays also seconded Mr W Ferguson, assistant manager, Lymington branch, to the college as lecturer in practice of banking.

A group visit to Winchester Crown Court last year was so successful that Southampton LHO has arranged further visits to local factories (the brewery visit was particularly popular!), business con-



cerns and the LHO itself. The purpose of that visit was to give the students an insight into the everyday activities of an LHO, with an emphasis on the work of the advances department.

Two years away from branch banking poses inevitable problems for the students, but the Bank tries to alleviate these by ensuring that they spend the college holiday periods 'catching up' as far as possible on lost securities experience. These periods also give the students a welcome break from the tedium of hotel life.

The students do relax as well. The Bank provides accommodation at West Cliff, a 20-minute walk from the college – a walk which gives one superb views of the Isle of Wight and the Purbeck Hills of Dorset on clear days.

Most have become members of the college's students' union, where they can meet nearly 8,000 students from all over the world. The union runs many clubs and societies as well as a flourishing bar,

Only a few more months and it will be back to collars and ties for these bankers of the future.

and student representatives make an important contribution on all the college committees, particularly the governing body, the disciplinary committee and the academic board.

The bankers have not failed to spread the name of Barclays Bank, either. During the first year, Barclays' students formed a soccer team and challenged various faculties; they finished the season unbeaten and carried off the college six-a-side trophy. There are three 'Spread Eagle' teams in the local tenpin bowling league, and several Bank students are regular members of the college's rugby and hockey first teams.

For the duration of the course, the bankers have been 'adopted' by Southampton District sports and social club, and several have displayed their talents

in a variety of activities organised by the District.

As a result of this course, the bankers have been able to pool their resources and experiences. This has helped to provide a wide view of banking as seen from all parts of the country – from the large city branch to the country sub branch – and this contributes to a greater understanding of banking and the problems it poses.

It should be obvious by now that the students' time at Bournemouth is not merely an idyllic, all-expenses-paid, two-year escape from Barclays. Rather, it presents these members of the Bank with an unprecedented opportunity to obtain a broad theoretical background to their chosen career, a background which they should find of great personal benefit however their careers unfold.

See next page for autobiographical notes on the students pictured in the heading, and their comments on the course.

1 NIGEL WESTBURY (author)

He joined the Bank in February, 1972 at High Street, Hounslow, in Windsor District, and was a junior securities clerk when he joined the course. Aged 22, Nigel enjoys rugby, canoeing and travelling.

2 COLLIN CUMBERLAND (author)

Also 22, Collin is married. He joined Barclays in September, 1972, and spent two years working at 19 (Goslings) Fleet Street in Pall Mall District before joining the course. His hobbies include rugby, squash and backgammon.

3 BRIAN STEVENSON (photographer)

Brian joined the Bank when he left school in June 1970, and began work at Lewes branch. He moved to London Road, Brighton, before joining the course, and is now 22. He enjoys playing rugby, tennis and many other sports, but photography is his main hobby.

'I think the course has given both the narrow and broad view of banking - the necessary detailed technical knowledge together with a general view, and it has given us the chance to express and exchange ideas and knowledge.'

4 MARTIN BEEVERS

Another 22-year-old, Martin is from Stratford-upon-Avon, and worked as a securities clerk at Birmingham LHO. He likes most sports, especially golf.

'The main benefits I have derived from the HND course have been, hopefully, the completion of the IOB examinations, and the HND itself. This has provided a broad outlook on business in general, which will be of invaluable importance in the future.'

'Apart from the academic side, it has been a good chance to socialise with Bank employees from all over the country as well as with other students, and this I have thoroughly enjoyed.'

5 SEAN BOYLAN

23-year-old Sean joined the Bank from school in 1972, and worked in two Hull branches before starting the course. His main interests are sport and music - he plays several instruments.

'I feel the course has been a great success, and will prove to be of real benefit in our careers in the Bank.'

6 CLINT FISHER

After joining the Bank in August 1971, Clint worked as a securities clerk at Kendal, in Preston District. Now 22, he

is interested in hi-fi, car maintenance and railway modelling.

'I consider this course to be extremely valuable, although the benefits will be more long-term than short-term.'

7 STEPHEN LAMB

Stephen joined Barclays from school in 1971, and is now 23. He worked at branches in York and Market Weighton before going to Bournemouth, and his hobbies are music - especially playing the guitar - and walking.

'This is an excellent opportunity to obtain a valuable qualification which is bound to help us all in our careers with the Bank.'

8 COLIN HARBOUR

Colin's interests are electronics, car maintenance and driving. He joined the Bank at Wimbledon Hill Road branch four years ago, and moved to the course from London South Western District. He is now 22.

'The course provides us with a background knowledge of the theoretical and practical aspects of banking and business in general, which, while not being a substitute for experience, will benefit us all in the future.'

9 JAMES LAWN

He has worked in Leeds District since leaving school in 1971, spending his time at Guiseley and 10 Market Street, Bradford, branches. He enjoys playing the piano and guitar and also likes badminton. He is also 22.

'I am sure the subjects covered on the course in theoretical form - business finance, marketing, etc - will prove to be of value when we come up against practical problems back in our branches.'

10 BRIAN MCADAM

At 21, Brian has three years' banking experience, all with Luton District. He likes classical and contemporary music, cricket, swimming and squash.

'This is an excellent opportunity to complete the IOB examinations on a full-time basis, as well as gaining insight into the finer aspects of management shown in the other subjects being studied. It has been advantageous to meet students from other Districts, both from the social point of view and from the benefits gained in discussing aspects of the course with those of equal banking experience. The benefits of the course far outweigh the disadvantages of being out of branch banking for two years.'

11 DANIEL MAHER

Aged 21, Daniel joined the Bank in 1972, and was with Liverpool District, working as junior securities clerk at Sankey Street, Warrington. His hobbies include squash, badminton, soccer, rugby and music.

'This course has provided me with a sound theoretical background knowledge to banking and general business practice, while allowing me to integrate into the college's non-banking atmosphere, which can only have broadened my outlook on life beyond the normal confines of the Bank. However, the benefits for the Bank are long-term, as the staff involved make the best use of the information provided by the course throughout their careers.'

12 CHRISTIAN NIELSEN

He has worked at three branches in London Eastern District, having joined the Bank in June 1971. He also spent some time on relief work at LHO before joining the course. Christian enjoys golf, cycling and athletics.

'To have been chosen for this course has given me a great opportunity to develop academically and socially and has been a great experience. To have been able to have studied for the Institute exams by this method has helped me immensely, and the HND qualification is valuable in its own right.'

13 DAVID SHELLEY

David joined Barclays from school in October 1971, and is now 22. He began work at High Street, Sheffield, and moved to Sheffield Moor in September 1973 as number three securities clerk. He was working there when the course began. He enjoys soccer, rugby, tenpin bowling, music and visiting the cinema.

'I believe that any person of our age who visualises banking as a career and not a job would be foolish to ignore the long-term benefits which can be derived from a course of this scope and nature.'

14 KEVIN YEOMANS

Kevin, 21, joined the Bank in September 1972, and worked at St Benedict's, Norwich, and Bank Plain, Norwich, as securities clerk. His hobbies include sport, particularly soccer, music and motorcycling.

'A course of this nature and the many inherent benefits can only really be evaluated over a period of time, but it should provide the Bank with a line of employees much more aware of the general business climate, relating its needs specifically to the banking system.'