

Lesson 1 — Orientation & Baseline

Session 1 of 8 | Duration: 60 min | Artifact: Unassisted 4-min recording + L1 score

Purpose

Collect each learner's current, unassisted credit committee recommendation as the baseline score for the course.

Phases

Time	Phase	Trainer does
0:00–0:10	Welcome & task framing	Introduce the course; state the one task that will be trained for 8 sessions. Show the five beats on screen but don't teach them.
0:10–0:20	Case brief	Hand out the case (below). 10 min for silent reading. No questions on language.
0:20–0:55	Baseline recommendations	Each learner records a 4-min recommendation, one at a time. Others stay on camera as the credit committee. No interruptions, no help.
0:55–1:00	Close	Thank learners. State that Lesson 2 introduces the structure. Save recordings for scoring.

Scripted teacher language

"For the next 8 sessions you'll train one task: a 4-minute recommendation to the credit committee. Today I just want to see how you do it now."

"You have 10 minutes to read the case. Then each of you will present to the committee in 4 minutes. I won't help with language or structure today — that starts next session."

"Stay on camera during each other's recommendations. You're the committee. Don't interrupt, don't ask questions."

Case — shared by all learners

Applicant: Layla Catering — productive family financing application

Summary: Layla Al-Harbi has run a home-based catering business for 3 years from her kitchen in Riyadh, supplying corporate lunch boxes to two regular clients. Monthly revenue averages SAR 28,000 with steady growth. She is requesting SAR 150,000 to lease and equip a small commercial kitchen, which would let her take on three new contracts already verbally committed. Her credit history is clean. She has no business banking history (cash-based). She holds no collateral; financing would be unsecured under the productive family programme. She has completed SDB's required business basics training.

The recommendation: Present a 4-minute recommendation to the credit committee. Take a clear stance — approve, decline, or approve with conditions.

After the session

Score each learner's recording using the scorecard. Save the L1 score to the learner's portfolio folder. Do not share scores with learners until L8.

Artifact

4-min recording per learner + L1 score sheet (5 criteria, /10). Save as SDB_[Branch]_[LearnerID]_CreditCommittee_L1_YYYY-MM-DD.