

January 4 – 8, 2021
(Online Course Duration 20 hours)

Online Programme on
Goal Setting and
Performance Targeting
in Banks and Financial Institutions

Coordinator
Prof Anjan Roy



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Bank Management
Pune, India**

Background

The recent reports of improvement in manufacturing GDP has provided a positive outlook and a sign of recovery from the continuing downturn in the economy, worsened by the global pandemic and lockdown. A significant amount of effort has been made by the government and the central bank through stimulus packages, tax cuts, loan moratorium, reduction in policy rates, liquidity support, emergency credit line guarantee, etc. However, as growth factors are still to manifest and demand as well as supply side concerns prevail, much needs to be done to ensure that the recovery is sustained over the next several quarters.

Banks and financial institutions are expected to support the recovery efforts by implementation and transmission of policy initiatives. The way forward for these organizations is however beset with challenges as they attempt to bring their asset quality issues in control. Questions arise as to their next strategies for creating growth impact on the real economy. Some of these are: How can banks encourage and enable businesses to invest for growth? How can the MSMEs be assisted to adopt digital technologies for improving productivity? How can export possibilities be created?

Addressing these questions need new thinking and strategies in banks and financial institutions to enable economic recovery and growth. Executives and managers engaged in strategic planning functions need to seek out potential opportunities for financial development. They must view and set their goals and performance targets in such perspective to create short, medium and long term impacts on the economy.

Content

This 5 day (20 hour) online programme will address the following thematic areas:

- Overview of global and macro-economic environmental trends and forecasts**
- Analysis of credit markets in corporate, business, service and retail sectors**
- Evaluation of banking sector performance, capacity and potential for leadership**
- Enhancing capabilities with digital technologies for innovation led growth**
- Goal setting and performance targeting for enabling economic recovery and growth**

Target group

Executives and managers (Scale IV to VI) in Strategic Planning and Operations Management functions in corporate, zonal and regional offices of banks.

Methodology

The online programme will combine discussions on concepts and frameworks on planning along with experience sharing by practicing bankers. Sessions are intended to be interactive with participants encouraged to ask questions throughout. Participants will be grouped into small teams to work together on case exercises.

Modalities

This online course will have 20 hours of engagement time, which includes several self-paced study and live interactions of participants. The courseware will include the following:

- I. Reading material for self-study, case study or exercise material and Online references
- II. Video sessions comprising of:
 - i. Recorded video sessions on several topics.
 - ii. Live video sessions by faculty or guest lecturers, for discussions, clarification of doubt, etc.
- III. Self-assessment to track progress in the course will be provided.

Participants enrolled to the program will be provided with login id and password to enter into the learning platform of the institute. Guidance will be provided for navigating through the various activities in the platform such as accessing courseware, viewing video sessions, participating in live sessions, taking quizzes, etc. The programme window will be open for maximum 5 days from date of commencement.

Schedule for live session will be provided at the start of the programme. Executives attending the programme would need internet access on a desktop or laptop with Google Chrome to enable access to live and recorded sessions.

Completion Certificate

A completion certificate will be given to the participant at the end of the program. Participant has to remain logged in for at least the total number of engagement hours within the duration of the program for being considered to have completed the same.

Nominations and Enquiries

Nominations are invited from both Institutions and Individuals from India and Abroad. Executives working in Banks/Financial Institution/Consulting Firms/Technology Firms in the Banking and Financial Services Domain can apply for the programme in their individual capacity.

Please address your enquiries and nominations to:

Prof Anjan Roy
Programme Coordinator
National Institute of Bank Management
NIBM Post office, Kondhwe Khurd
Pune 411 048, India

Tel. : 0091-20-26716000 (EPABX)
E-mail : aroy@nibmindia.org
Web : www.nibmindia.org

Last Date for Receiving Nominations: January 3, 2021

Programme Fee (per participant) for 20 hours programme

US \$ 800 for foreign participant

	Fee	GST	Fee+GST	TDS
Member Banks :	18000	3240	21240	1800
Non-Member Banks :	21000	3780	24780	2100
Individual Nominee :	21000	3780	24780	---

The fee includes the cost of tuition, access to reading material and recorded videos, etc. (Central Goods and Services Tax (GST) @ 18%, and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and ST No. AAATN0040PST001.
- National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

Mode of Payment for Foreign Participants

Mode of Remittance: SWIFT*

1. Name & Address of our Bankers : Punjab National Bank
C-2, Shop No. 4-5, Bramha Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India
2. Name of the Beneficiary : National Institute of Bank Management
3. NIBM's Bank Account No. with Punjab National Bank : 11281131004402
4. Bank's Swift Code : PUNBINBBDIB
5. Preferred Currency : USD
6. Correspondent Bank of Punjab National Bank : WELLS FARGO BANK NA
7. Punjab National Bank A/c No. with Correspondent Bank : 2000193007918
8. Swift Code with Wells Fargo Bank : PNBpus3nnyC
9. IFSC : PUNB0108810

* The Foreign Bank Charges/ SWIFT charges/Commission is to be borne by the remitter. The fees mentioned in the invoice/brochure is to be paid to NIBM, net of all bank charges.

***Payments will be accepted only through electronic mode.
Cheques/DDs/Pay Orders will not be accepted.**

- **For all electronic remittances, kindly send a confirmatory e-mail at: accounts@nibmindia.org giving details of the remitter and participant, name and dates of programme, etc.**