

Programme on Strategies for Turnaround of Bank Branches

Bank branches often come under pressure and fail to deliver on targets related to growth and profit for myriad reasons, which include factors that are both external as well as internal to the bank and the branch. Branches may underperform for reasons such as changes in their command area potentiality, stagnated business mix, low level of productivity and lack of skilled manpower. Many such branches may be located in centres where banks are obliged to continue to run them. Such underperforming and loss-making branches not only pose a problem for profitability of banks but also diminish their capacity for geographical outreach. It, therefore, requires skillful intervention of branch managers, who are able to systematically address the underlying reasons for decline in performance of the branch as well as formulate the right strategies for turnaround to reposition the branch into a trajectory of growth and profitability.

Objectives

This programme is to enhance skills of strategic analysis of bank managers with a view to identify potential action for achieving a quantum jump in their performance.

Target Group

Branch managers (Scale III - V) as well as planning officers in corporate and regional offices who are responsible for undertaking turnaround and performance improvements of underperforming bank branches.

Course Content

- Study of business environment
- Identification of stagnating and loss making branches
- Diagnostics for branch performance problems
- Business potential in command area, business plan development
- Branch marketing and customer relationship development
- Productivity, cost structure and breakeven analysis
- Branch leadership, staff motivation and performance enhancement

Pedagogy

Sessions will be conducted by bankers who have successfully led the turnaround of branches. Academic faculty will provide inputs based on their research work on branch turnaround. Case study exercises in groups will enable participants to conceptualize and formulate blueprint for branch turnaround.

Programme Coordinators

Prof Anjan Roy
Dr K Srinivasa Rao

Dates

July 11 – 14, 2016

The programme will commence at 9:00 am on July 11 and conclude by 5.00 pm on July 14, 2016. Participants are expected to reach the NIBM campus positively by the evening of July 10, 2016 and plan for their return journey after 6.00 pm on July 14, 2016.

Venue

NIBM Campus, Kondhwe Khurd,
Pune, India.

Hostel Accommodation

The programme is fully residential. Participants will be provided well furnished single room AC accommodation in the Institute's hostel complex on the Campus. However, they will not be permitted to bring their family members to stay on the campus. In case any Officer/Executive with physical/medical disability is being nominated, kindly inform us in advance with particulars of disability to facilitate necessary arrangements.

The Institute has facilities for outdoor and indoor games and a large walking/jogging trail for physical fitness besides a yoga centre. Participants are, therefore, encouraged to bring the appropriate clothes/gears.

Programme Fee (per participant)

US \$ 1600 for foreign participant

(See fee structure on home page of the website for incentive)

	Fee	ST	SBAC	Fee+ST+SBAC	TDS
Mem. Banks	: 30000	4200	150	34350	3000
Non-Mem. Banks	: 35000	4900	175	40075	3500

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Service Tax (ST) @ 14%, Swachh Bharat Abhiyan Cess (SBAC) @ 0.5% 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*

- Name & Address of our Bankers : **Oriental Bank of Commerce**
C-2, Shop No. 4-5, Braham Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India
- Name of the Account : **National Institute of Bank Management**
- NIBM's Bank Account No. with Oriental Bank of Commerce : **Current A/C 11281131004402**
- Bank's Swift Code : **ORBCINBBFCP**
- Oriental Bank of Commerce A/c No. with Correspondent Bank : **36152559**
- Preferred currency : **USD**
- Correspondent Bank : **CITIBANK N.A.**
- Swift code for Citi Bank : **CITUS33**

* 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.

Nominations and Enquiries

Please address your enquiries and nominations along with the fees to:

Prof Anjan Roy

Dr K Srinivasa Rao

Programme Coordinators

National Institute of Bank Management

NIBM Post office, Kondhwe Khurd

Pune 411 048, India

Tel : 0091-20-26716000 (EPABX)
26716344/26716282 (Direct)

Fax : 0091-20-26834478

E-mail : aroy@nibmindia.org
kembaj@nibmindia.org

Web : www.nibmindia.org

Last Date for

Receiving Nominations:

July 1, 2016

Last Date for

Availing Early Bird Incentive:

June 25, 2016

(See Fee Structure on home page of the website)

Please see programme fee structure on home page of the website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.