

**Last Date for  
Receiving Nominations:**  
June 14, 2016

**Last Date for  
Availing Early Bird Incentive:**  
June 9, 2016  
(See fee structure on  
home page of the website)

**Nominations and Enquiries**

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

Prof Anjan Roy & Dr K Srinivasa Rao  
Workshop 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  
kembai@nibmindia.org  
Website : www.nibmindia.org

**Workshop Fee (per participant)**

**US \$ 1000 for foreign participant**

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

	Fee	ST	SBAC	KKC	Fee+ST+ SBAC+KKC	TDS
<b>Mem. Banks</b>	<b>: 14000</b>	<b>1960</b>	<b>70</b>	<b>70</b>	<b>16100</b>	<b>1400</b>
<b>Non-Mem. Banks</b>	<b>: 18000</b>	<b>2520</b>	<b>90</b>	<b>90</b>	<b>20700</b>	<b>1800</b>

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%, Krishi Kalyan Cess (KKC) @ 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\***

- |  |  |
|--|--|
| 1. Name & Address of our Bankers                             | : Oriental Bank of Commerce<br>C-2, Shop No. 4-5, Bramha Estate<br>Kondhwe Khurd, Pune 411 048<br>Maharashtra, India |
| 2. Name of the Account                                       | : National Institute of Bank Management  |
| 3. NIBM's Bank Account No. with Oriental Bank of Commerce    | : Current A/C 11281131004402   |
| 4. Bank's Swift Code   | : ORBCINBBFCP  |
| 5. Oriental Bank of Commerce A/c No. with Correspondent Bank | : 36152559   |
| 6. Preferred currency  | : USD  |
| 7. Correspondent Bank  | : CITIBANK N.A.  |
| 8. Swift code for Citi Bank                                  | : CITIUS33   |

**\* 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.**

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.

# Workshop on Strategic Positioning for Business Leadership

*Coordinators*  
**Prof Anjan Roy**  
**Dr K Srinivasa Rao**



**National Institute of  
Bank Management  
Pune, India**



## Workshop on Strategic Positioning for Business Leadership

The banking industry in India today confronts disruptive challenges with global uncertainties spilling into domestic business environment. Several banks are mired in asset quality and capitalization concerns. There are looming opportunities and threats from digital technologies and new payment and small banks. Many established banks are already engrossed in balancing business strategies for managing growth, profitability and sustainability in unison.

In order to tackle the forces of disruption, banks need to define and reinforce their strategic position by articulating the choice of business lines and market segments, identifying strengths and weaknesses, and formulating consistent corporate, business and functional strategies. The recently set-up Bank Board Bureau (BBB) as part of banking sector reforms will demand top management of banks to present their strategies and articulate ways to achieve them.

### Objectives

Keeping these broad needs in mind, NIBM is organizing a workshop to discuss strategic issues and decision challenges faced by banks. The workshop would demystify strategic management and provide tactical tools to articulate specific business strategies that banks can adopt to enhance their market leadership.

### Target Group

**Heads of Strategic Planning Departments as well as various business verticals (Scale V to VII) at the corporate and regional levels of banks and financial institutions.**

### Content

The workshop is intended to develop and shape perspectives on strategy formulation and execution. It will be based on application of strategic management frameworks covering macro-economic and business scenarios, emerging perspectives on risks, competitive challenges, analysis of opportunities and strengths, technology driven growth and building resilient bank organizations.

The key discussion points in the workshop will be on:

- ❑ **Changes in global and domestic business environment and challenges for banking sector**
- ❑ **Strategic positioning of bank towards achieving sustained market leadership**
- ❑ **Optimizing asset and liabilities growth under constraints of capital and decision risk**
- ❑ **Strategic investments for developing organizational resources and capabilities**

### Pedagogy

The workshop is designed to be highly interactive and participant oriented with sessions addressed, debated and discussed by top management and senior executives of different banks. Group discussions on various important strategic issues and concerns faced by banks are envisaged.

### Dates

June 24 – 25, 2016

The workshop will commence at 9.00 am on June 24 and will conclude by 5.00 p.m. on June 25, 2016. Participants are requested to report at the NIBM campus by the evening of June 23, 2016.

### Venue

NIBM Campus, Kondhwe Khurd  
Pune, India.

### Accommodation

The Workshop 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 appropriate clothes/gear.