



**Programme on
Leadership Enhancement for
Zonal/Regional/Group Head
in Banks and Financial Institutions**

**October
18 – 22, 2016**

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

Programme on Leadership Enhancement for Zonal/Regional/Group Head in Banks and Financial Institutions

In order to facilitate the proper functioning of banks with a branch banking system, the banks have set up zonal/regional offices/circle offices. This system ensures adequate monitoring of branches. Meanwhile, these controlling offices of banks and financial institutions are under tremendous pressure to improve their performance. In fact, the performance of a bank depends very critically on the performance of its zonal/regional offices. The management of such offices has to look at the changes in financial markets in general and the banking sector in particular and identify business opportunities and threats. Particularly, they require focusing on business growth, improving profitability and productivity and creating a suitable organisational structure. This must be analysed against the backdrop of Basel III norms, implementation of risk management system, and the emerging competitive market environment. Keeping this in view, it is proposed to organise this programme for senior and top executives in charge of controlling the offices of banks and financial institutions.

Objectives

- To provide a broad and contemporary perspective of issues related to macro-economics, challenges in banks, organisational effectiveness, HRM, business planning and strategy for growth.
- To identify business opportunities and threats on account of competition, extensive use of information technology and regulatory changes.
- To understand implications of Basel III norms as well as risk management on the banking industry and role of controlling offices in effective management of resources for competitive advantage.
- Work as an entrepreneur.

Content

- Analysing Macro-Economic Environment.
- Emerging Banking Scenario and Challenges for Banks - A New Perspective on the Role and Responsibilities of Zonal/Regional Offices.
- Optimal Utilisation of Resources, Critical Role of Zonal/Regional Offices in Improving Operational Efficiency, Productivity, Profitability and overall Business Growth including Non-Fund Business.
- Key Issues in Leadership and Human Resource Management.
- New Approach for Strategic Business Planning and Effective Execution.
- Leveraging E-Business and ADC for Business Growth.
- Branch visit as Effective Tool for Monitoring.
- MIS/ Management of Information.
- Innovation as Bedrock of Growth.
- Strategic Thinking and Execution for Growth.

Target Group

The programme is specially designed to suit the newly identified zonal/regional/circle heads of commercial banks and financial institutions including the second-in-command at these offices in senior and top management cadres (Scale IV, V and VI).

Teaching Methodology

Apart from lectures, various teaching methods including group discussions and case discussions will be employed to make the programme highly participative in nature. Participants will be required to make a presentation on a 'success story'.

Dates

October 18–22, 2016

The programme will commence at 9:00 am on October 18 and conclude by the evening of October 22, 2016. Participants are expected to reach the NIBM campus positively by the evening of October 17, 2016 and plan for their return journey after 6.00 pm on October 22, 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 \$ 2000 for foreign participant

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

	Fee	ST	SBAC	KKC	Fee+ST+ SBAC+KKC	TDS
Mem. Banks	: 35000	4900	175	175	40250	3500
Non-Mem. Banks	: 41000	5740	205	205	47150	4100

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
C-2, Shop No. 4-5, Bramha Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India
2. Name of the Account : National Institute of Bank Management
3. NIBM's Bank Account No. : Current A/C 11281131004402
with Oriental Bank of Commerce
4. Bank's Swift Code : ORBCINBBFCP
5. Oriental Bank of Commerce A/c No. : 36152559
with Correspondent Bank
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.

**Last Date for
Receiving Nominations:**
October 8, 2016

**Last Date for
Availing Early Bird Incentive:**
October 3, 2016

*(See Fee Structure on home page
of the website)*

Nominations and Enquiries

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

Dr Shomi Srivastava

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