



# Skills for Effective Planning and Monitoring in Banks

May 22 – 26, 2017

*Coordinators*  
**Prof Anjan Roy**  
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**National Institute of Bank Management**  
**Pune, India**

# Skills for Effective Planning and Monitoring in Banks

The planning function is an important element of a bank organisation. Planning activities include studying and analysing businesses and markets, determining internal capacity of various operations, setting goals and targets and monitoring performances. Banks today have a highly diversified mix of business lines and branches located in various centres, each of which faces uncertainties for growth and profitability. Leadership depends upon how much or to what extent banks are able to achieve balance and synergy between various operations. Local planning functions must anticipate emerging challenges in their business environment and thereby take proactive action to capitalise from profitable opportunities and guard against oncoming threats.

Planning officers, therefore, must be able to perceive the underlying changes in business environments and trends in customer markets to collate objective management information for taking strategic and operational decisions. It is important that these officers are trained with specific skills of economic intelligence, information collection, research, analysis and reporting to be able to assist the executive management in data-based decision-making.

## Objectives

This programme is to equip planning officers with skills of research, analysis and reporting to deliver management information timely and effectually.

## Course Content

The broad contents of the programme include:

- ❑ **Techniques to assess business opportunities in various sectoral and geographical banking markets.**
- ❑ **Asset and liability side strategies for achievement of potential growth and profit.**
- ❑ **Performance analyses of branch networks.**
- ❑ **Analysis of cost structure, resource deployment and productivity of branch operations.**
- ❑ **Identification of non-viable branches, analysis of underlying causes and turnaround strategies.**

## Pedagogy

The programme will have sessions by academics and top management executives of banks. The focus will specifically be on imparting concepts and techniques of strategic thinking, decision support systems, quantitative and qualitative analysis on issues related to growth and profitability of a bank and its businesses. High level of group discussion and sharing of best practices is envisaged.

## Target Group

**Executives and managers (Scale III to V) in planning and monitoring functions in corporate, zonal and regional offices of banks.**

## Dates

May 22 – 26, 2017

The programme will commence at 9.00 am on May 22 and conclude by 5.00 pm on May 26, 2017.

## Venue

NIBM Campus, Kondhwe Khurd  
Pune, India.

## 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 appropriate clothes/gear.

## Programme Coordinators

Prof Anjan Roy  
Associate Professor

Prof B V Chaulal  
Visiting Professor

## Last Date for Receiving Nominations:

May 12, 2017

## Last Date for Availing Early Bird Incentive of 5%:

May 6, 2017

(See fee structure on  
home page of the website)

## Nominations and Enquiries

Please address your enquiries and  
nominations to:

Prof Anjan Roy  
Prof B V Chaulal  
Programme Coordinators  
National Institute of Bank Management  
NIBM Post Office, Kondhwe Khurd  
Pune 411 048, India.

Tel : 0091-20-26716000 (EPABX)  
0091-20-26716344 (Direct)  
0091-26716265 (Direct)

Fax : 0091-20-26834478

E-mail : aroy@nibmindia.org  
b.chaulal@nibmindia.org

Website : www.nibmindia.org.

## 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	: 42000	5880	210	210	48300	4200
Non-Mem. Banks	: 49200	6888	246	246	56580	4920

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](mailto: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.