

July 3 – 6, 2018

Branch Manager's Programme: Enhancing Functional and Behavioural Skills

Coordinators
**Dr Kaushik Mukerjee
Prof Ateeque Shaikh**



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

Branch Manager's Programme: Enhancing Functional and Behavioural Skills

Background

In the current context, the banking industry is facing unprecedented challenges in terms of intense competition and technological changes. However the growth rate of emerging markets like India means that banks have immense opportunities to grow their business. The Branch of a bank as a basic business unit has to capitalize on these opportunities. Therefore, the role of Branch Managers has become very crucial for ensuring the success of the bank. It is imperative that Branch managers have both the functional skills as well as behavioural skills to provide leadership and drive business growth with profitability at the Branch level. Branch managers need to handle a gamut of activities like business development, branch operations, Credit appraisal, Risk Management and Compliance, Monitoring and Recovery, Self-Management and People Management.

The NIBM's Branch Managers Programme is designed to ensure a comprehensive learning opportunity for branch managers to impart functional and behavioural skills to Branch managers to drive business growth.

Pedagogy

The inputs will be delivered through a variety of methods interactive discussions, case studies, experiential learning etc. Group work assignments will ensure shared learning opportunities. The sessions will be delivered by a group of academic faculty complemented by experience sharing sessions by experienced bankers.

Target Group

Branch Managers, Zonal, Regional, Circle officers in Banks and financial institutions

Objectives

- To prepare branch managers for playing the role of leaders in their respective branches by understanding self-management and team-management essentials
- To prepare managers for making better decisions and develop negotiation skills
- To prepare branch managers to adopt a customer-centric approach and deal with a variety of customer segments (e.g. corporate, SME, retail) in an effective manner
- To help branch managers interpret credit decisions and monitor asset quality. Also, develop the ability to manage NPAs in a proactive manner

Programme Outline

This programme will comprise of the following inputs:

- The role of banking in a changing macro-environment.
- Customer-centric approach in banking
- Customer Relationship Management (for Corporate, SME, retail clients)
- Operational excellence at the branch level
- Understanding credit decisions and credit monitoring
- NPA Management: Monitoring and recovery
- Self-Management: Managing stress and attaining well-being
- Team orientation and performance management
- Transformational Leadership
- Decision Making and Negotiation Skills

Dates

July 3 – 6, 2018

The programme will commence at 9:00 am on Tuesday, July 3, 2018 and will conclude by 5:00 p.m. on Friday, July 6, 2018.

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

Dr Kaushik Mukerjee
Associate Professor

Prof Ateeque Shaikh
Assistant Professor

(Strategic Planning, Marketing and Control
Area Group)

Last Date for Receiving Nominations:

June 23, 2018

Last Date for Availing Early Bird Incentive of 5%:

June 18, 2018

(See fee structure on
home page of the website)

Nominations and Enquiries

Please address your enquiries and
nominations to:

Prof Ateeque Shaikh
Dr Kaushik Mukerjee
Programme Coordinators
National Institute of Bank Management
NIBM Post Office, Kondhwa hurd
Pune 411 048, INDIA

Tel. : 0091-20-26716000 (EPABX)
0091-20-26716339/115 (Direct)

Fax : 0091-20-26834478

E-mail : kaushikmukerjee@nibmindia.org
a.shaikh@nibmindia.org

For further details, visit us at Website:
www.nibmindia.org

Programme Fee (per participant)

US \$ 1600 for foreign participant

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

	Fee	GST	Fee+GST	TDS
Member Banks :	36000	6480	42480	3600
Non-Member Banks :	42000	7560	49560	4200

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (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 GSTIN No. 27AAATN0040P1ZJ.
- 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.