

COMPLIANCE



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On-Location Programme on Emerging Opportunities and Challenges in Branch Business Management: Under the New Regulatory Compliances *(Focus: Rural and Semi-Urban Branches)*

Non-Residential

July

24 – 26, 2019

Venue

**Canara Bank Apex Staff Training College
Basavangudi, Netkalappa Circle
Dwarakanath Bhawan
Bangalore-560004**

Coordinators

**Dr Naveen Kumar K
Dr Rakesh Gupta**



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

On Location Programme on Emerging Opportunities and Challenges in Branch Business Management: Under the New Regulatory Compliances (Focus: Rural and Semi-Urban Branches)

Rationale

Bank branches are the business centers and its management is one of the critical factor for business performance and profitability. Bank branches, the interface between banks and customers, have also changed drastically from being operation-centric to serving clients.

Due to technological advancement and introduction of BC models, there has been large scale shift in branch business. The alternative delivery channels such as ATM, internet and mobile banking are playing catalyst role in the recent past in the branch business. Under these circumstances, a different skill set is needed for branch incumbents to think “out of box” and optimize available resources for maximization of profitability.

Recently, the regulators have put penalties on various banks on account of non-compliances of guidelines on various basic banking operations like opening the accounts, KYC guidelines, money laundering, reporting of frauds, clean note policy, reporting of large credits to repository, etc. Along with managing the regulatory compliance; branch management needs to focus on various emerging business opportunities in the areas of MSME, agribusiness, agro processing and retail banking.

In this context, branch management needs a holistic understanding as well as skill sets to deliver the desired results. Understanding the 'rule of game' is very important for managers, due to dynamic nature of compliances and regulatory issues in managing the branches.

Objectives

- ☞ To understand emerging regulatory and compliance issues in banks and prepare suitable skill sets to address the same.

- ☞ To explore emerging business opportunities for banks in rural and semi-urban areas.
- ☞ To help bankers in recovery strategies and legal aspects of lending in rural and semi-urban areas.

Day-wise coverage of the Programme

Day 1

- ⇒ Issues in Branches and Expectations of Branch Managers
- ⇒ Strategies for Customer Acquisition and Retention
- ⇒ Regulatory Expectations and various Areas of Compliances
- ⇒ Prevention of Money Laundering, KYC Compliances and Penalties
- ⇒ Frauds and its Prevention

Day 2

- ⇒ Emerging Business Opportunities & Challenges
 - Agri-Infrastructure, Agribusiness & Agro Processing
 - MSME Credit – A New Dimension
 - Retail Credit – Focused Strategies
 - Third Party Products
- ⇒ Managing the Business Partners (Business Correspondents/Vendors)

Day 3

- ⇒ Loan Documentation and Legal Aspects of Lending
- ⇒ Recovery Issues and various Tools of Recovery
- ⇒ Areas of Branch Audit Lapses and Prevention Measures
- ⇒ Case Studies and Presentations on Effective Branch Management
- ⇒ Management Ethics and its Relevance in Branch Banking

Target Group

- ⇒ Branch Managers
- ⇒ New Branch Incumbent
- ⇒ Second-line Branch Officers and
- ⇒ Potential Branch Managers

Pedagogy

The programme will be driven by case studies, group discussions and interaction with professionals from the banking industry.

Venue & Dates

Bangalore: July 24-26, 2019

The programme will begin at 9.00 am on July 24 and will conclude by 5.00 pm on July 26, 2019.

The Programme is non-residential and the fee covers the cost of tuition, course material, morning and evening tea/coffee, snacks and lunch on all three days of training programme.

On-Location Venue

Canara Bank Apex Staff Training College
Basavangudi,
Netkalappa Circle
Dwarakanath Bhawan
Bangalore 560 004

Programme Coordinators

Dr Naveen Kumar K

Assistant Professor

**(Rural Finance and
Development Area Group)**

Dr Rakesh Gupta

*Industry Expert as Assistant
Professor*

(Finance Area Group)

Nominations and Enquiries

Please address your enquiries and nominations to:

Dr Naveen Kumar K

Dr Rakesh Gupta

Programme Coordinators

National Institute of Bank Management

NIBM Post office, Kondhwe Khurd

Pune 411 048, India

Tel : 0091-20-26716000 (EPABX)

0091-20-26716224 (Direct)

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Fax : 0091-20-26834478

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Web : www.nibmindia.org

Last Date for

Receiving Nominations:

July 13, 2019

Last Date for

Availing Early Bird Incentive of 5%

July 9, 2019

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

Programme Fee (per participant)

US \$ 1200 for foreign participant

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

	Fee	GST	Fee+ GST	TDS
Member Banks :	26400	4752	31152	2640
Non-Member Banks :	31200	5616	36816	3120

The Programme is non-residential and the fee covers only the cost of tuition, course material, morning and evening tea/coffee, snacks and lunch on all three days of training programme. (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 NIBM 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 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.