

November 23 – 27, 2020
(Online Course Duration 20 hours)

Online Programme in

**RELATIONSHIP
MANAGEMENT IN
MID-CORPORATE BANKING**

**(Focus: Sustainable Banking with
Mid-Corporate Firms in
Stressed Economic Conditions)**

Coordinators

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

Background

The continuing challenges from the pandemic and lockdown has impacted the industrial, manufacturing and service sectors in the economy, and there is immense need for stakeholder support for returning back to the growth path. Banks are expected to extend credit to firms and businesses and also provide assistance by way of moratorium and debt restructuring to enable the recovery.

However, banks must also be cautious and manage their loan exposures in a manner ensuring asset quality and profitability. They must be heedful of the sector and firm specific conditions and carefully monitor their lending portfolio and customers.

In this regard, the mid-corporate firms can be an important area for sustainable business of banks, offering both growth as well as diversification opportunities. These companies are typically niche suppliers to original equipment manufacturers (OEM), large FMCG players, etc. They have grown to an economic size of operations and therefore have more steady performance. Mid-size firms have typical business structures and hence credit and other banking needs. Many tend to remain loyal to their banks enabling their profitability and stability over the long term. For such very reasons, banks have created specialized mid-corporate verticals to provide separate attention to such firms and businesses.

Excellence in mid-corporate banking requires banks to be able to develop a well-structured relationship based approach to serving the firms. They would require trained and skilled credit and relationship professionals who can deeply engage and work with mid-corporate clients with knowledge, skills and, most importantly, empathy.

Objectives

This programme aims at providing a comprehensive overview of various aspects of relationship management with mid-corporate clients. It will enable.

Content

- Scanning the economic environment and targeting growth-focussed sectors and companies for sound and balanced mid-corporate asset portfolio.**
- Proactively tracking customer accounts for incipient business concerns and their need for timely assistance.**
- Objective appraisal and assessment of credit limits and banking needs in stress situations.**
- Providing a menu of fund and non-fund products and, technology based solutions to meet the banking needs.**
- Pricing facilities and services offered for value creation to both the lender and the borrower.**
- Loan account restructuring to support mid corporate firms to tide away their current stress situation.**

Target group

The programme will be most useful for Relationship Managers and Credit Officers assigned to deal with mid-corporate clients in banks and lending institutions.

Modalities

This online course will have 20 hours of engagement time, which includes several self-paced study and live interactions of participants. The courseware will include the following:

- I. Reading material for self-study, case study or exercise material and online references
- II. Video sessions comprising of:
 - i. Recorded video sessions on several topics.
 - ii. Live video sessions by faculty or guest lecturers, for discussions, clarification of doubt, etc.
- III. Self-assessment to track progress in the course will be provided.

Participants enrolled to the programme will be provided with login id and password to enter into the learning platform of the institute. Guidance will be provided for navigating through the various activities in the platform such as accessing courseware, viewing video sessions, participating in live sessions, taking quizzes, etc. The programme window will be open for maximum of 5 days from date of commencement of the programme.

Schedule for live session will be provided at the start of the programme. Executives attending the programme would need internet access on a desktop or laptop with Google Chrome to enable access to live and recorded sessions

Completion Certificate

A completion certificate will be given to the participant at the end of the programme. Participant has to remain logged in for at least the total number of engagement hours within the duration of the programme for being considered to have completed the same.

Nominations and Enquiries

Nominations are invited from both Institutions and Individuals from India and Abroad. Executives working in Banks/Financial Institution/Consulting Firms/Technology Firms in the Banking and Financial Services Domain can apply for the programme in their individual capacity.

Please address your enquiries and nominations to:

Prof Anjan Roy
Prof Harish Kant Kaushik
Programme Coordinators
National Institute of Bank Management
NIBM Post office, Kondhwe Khurd
Pune 411 048, India

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Web : www.nibmindia.org

Last Date for Receiving Nominations: November 22, 2020

Programme Fee (per participant) for 20 hours programme

US \$ 800 for foreign participant

	<i>Fee</i>	<i>GST</i>	<i>Fee+GST</i>	<i>TDS</i>
Member Banks :	18000	3240	21240	1800
Non-Member Banks :	21000	3780	24780	2100
Individual Nominee :	21000	3780	24780	---

The fee includes the cost of tuition, access to reading material and recorded videos, etc. (Central 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*

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