

## Calendar of Training Programmes : 2018-19 (Functional Area-wise)

No	Title	Duration	From	To	Target Group	Coordinators
<b>International Programmes</b>						
<b>(a) ITEC/SCAAP</b>						
1	International Programme in Role and Functions of Central Banks	13 Days	02/07/2018	14/07/2018	Middle & Senior Management	G Nagaraju & Jiji Mathew
2	International Programme on Asset Liability Management in Banks and Financial Institutions	13 Days	24/09/2018	06/10/2018	Middle & Senior Management	S V Kuvalekar & Sanjay Basu
3	International Programme on Corporate Governance and Leadership for Top Executives from the Financial System	6 Days	10/12/2018	15/12/2018	Senior Management	Kaushik Mukerjee & B V Choubal
4	International Programme in Bank Financial Management (Focus: Risk Management & Basel II & III Accord)	13 Days	07/01/2019	19/01/2019	Middle & Senior Management	S V Kuvalekar & K Ramesha
5	International Programme in Banking and Finance (Focus: Credit Management and International Trade Financing)	13 Days	04/03/2019	16/03/2019	Middle & Senior Management	Smita Roy Trivedi & Elizabeth James
<b>Programmes in Collaboration with National/International Institutions</b>						
6	Programme on Leadership for Excellence in Banks: Inputs from Indian Context and Global Perspective: In Collaboration with Frankfurt & School of Finance & Management, Germany (Module I : NIBM, Pune) (Module II : FSF & M, Frankfurt, Germany)	4 Days 5 Days	03-07-2018 09-07-18	06-07-2018 13-07-18	Middle & Senior Management	Badrinarayan Pawar & Sarita Bhatnagar
<b>Finance (FIN)</b>						
<b>(a) Risk Management/ALM/Derivatives/Basel Accords</b>						
7	Programme on Managing Risks under Basel III Pillar II (ICAAP)	6 Days	16/04/2018	21/04/2018	Middle & Senior Management	Arindam Bandyopadhyay & Sanjay Basu
8	Workshop on Setting Business Strategies under Challenging Market Conditions	3 Days	03/05/2018	05/05/2018	Middle & Senior Management	Arindam Bandyopadhyay & Tasneem Chherawala
9	Programme on Credit Risk Modelling for ECL Provisioning and Capital Estimation under Final Basel III IRB & IFRS 9	5 Days	28/05/2018	01/06/2018	Middle & Senior Management	Arindam Bandyopadhyay & Tasneem Chherawala
10	Programme on Operational Risk Management under Basel Regime	4 Days	05/06/2018	08/06/2018	Middle & Senior Management	Richa Verma Bajaj
11	Programme on Market Risk Capital Charges under FRTB - The Standardized Approach	4 Days	17/07/2018	20/07/2018	Middle & Senior Management	Sanjay Basu & Tasneem Chherawala
12	Programme on Demystifying Statistical Techniques for Risk Management	6 Days	06/08/2018	11/08/2018	Middle & Senior Management	Arindam Bandyopadhyay

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13	Workshop on Credit Risk Modelling under Basel III IRB Approach	5 Days	03/09/2018	07/09/2018	Middle & Senior Management	Arindam Bandyopadhyay
14	Programme on Basel III	5 Days	18/09/2018	22/09/2018	Middle & Senior Management	Tasneem Chherawala & Sanjay Basu
15	Sensitization Programme on Fraud Management	3 Days	24/10/2018	26/10/2018	Middle & Senior Management	Richa Verma Bajaj & K Ramesha
16	Programme on Financial Derivatives	5 Days	26/11/2018	30/11/2018	Middle & Senior Management	Kedar nath Mukherjee & Tasneem Chherawala
17	Advanced Programme on Asset Liability Management (ALM)	5 Days	27/11/2018	01/12/2018	Middle & Senior Management	S V Kuvalekar
18	Programme on Market Risk Capital Charges under FRTB - The Internal Models' Approach	5 Days	04/12/2018	08/12/2018	Middle & Senior Management	Sanjay Basu
19	Integrated Risk Management Under Final Basel III Framework	5 Days	07/01/2019	11/01/2019	Middle & Senior Management	Arindam Bandyopadhyay & Tasneem Chherawala
20	Programme on Internal Liquidity Adequacy Assessment Process (ILAAP)	5 Days	19/02/2019	23/02/2019	Middle & Senior Management	Sanjay Basu
21	Programme on Risk Management under Basel Regime for First Time Risk Managers	6 Days	11/03/2019	16/03/2019	Middle Management	Kedar nath Mukherjee & Richa Verma Bajaj
<b>(b) Credit Appraisal/Infrastructure Lending/Retail Lending/Lending to SMEs and Recovery</b>						
22	Programme on Management of Non-Performing Advances: Effective Strategies for Prevention, Restructuring and Recovery (Focus: Insolvency and Bankruptcy Code, 2016)	5 Days	21/05/2018	25/05/2018	Middle & Senior Management	Dipali Krishnakumar & Richa Verma Bajaj
23	Programme on Assessment of Working Capital Requirements	5 Days	04/06/2018	08/06/2018	Middle Management	Elizabeth James
24	Programme on Lending Strategy for SMEs	5 Days	18/06/2018	22/06/2018	Middle & Senior Management	K Ramesha
25	Programme on Lending to Large and Mid-Corporate	5 Days	25/06/2018	29/06/2018	Middle Management	Richa Verma Bajaj & M Manickaraj
26	Programme on Retail Credit Management	5 Days	16/07/2018	20/07/2018	Junior & Middle Management	Richa Verma Bajaj & Elizabeth James
27	Programme on Lending Strategy for Micro & Small Enterprises	5 Days	23/07/2018	27/07/2018	Junior & Middle Management	K Ramesha
28	Programme on Financing Infrastructure Projects	5 Days	23/07/2018	27/07/2018	Middle & Senior Management	Tasneem Chherawala
29	Programme in Credit Analysis: Lending to Services Sector	5 Days	06/08/2018	10/08/2018	Middle & Senior Management	Elizabeth James
30	Programme on Insolvency & Bankruptcy Code, 2016	2 Days	24/08/2018	25/08/2018	Middle & Senior Management	Richa Verma Bajaj & Dipali Krishnakumar
31	Programme on Retail Lending Strategy for Senior Management	5 Days	03/09/2018	07/09/2018	Middle Management	K Ramesha

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32	Programme on Assessment of Working Capital Requirements	5 Days	08/10/2018	12/10/2018	Junior & Middle Management	Elizabeth James
33	Programme on Financial Modeling for Lending Decisions	5 Days	22/10/2018	26/10/2018	Financial Analysts	M Manickaraj & Alka Vaidya
34	Programme on Credit Analysis : Lending to Manufacturing and Services Sector	10 Days	26/11/2018	05/12/2018	Junior & Middle Management	Elizabeth James & Richa Verma Bajaj
35	Programme on Retail Credit Management	5 Days	03/12/2018	07/12/2018	Junior & Middle Management	Elizabeth James & Richa Verma Bajaj
36	Programme on Project Finance and Loan Syndication	5 Days	11/12/2018	15/12/2018	Middle & Senior Management	Tasneem Chherawala
37	Programme on Retail Lending Strategy for Branch Managers	5 Days	14/01/2019	18/01/2019	Middle Management	K Ramesha
38	Programme on Credit Analysis: Lending to Services Sector	5 Days	14/01/2019	18/01/2019	Junior & Middle Management	Elizabeth James
39	Programme on Management of Non-Performing Advances: Effective Strategies for Prevention, Restructuring and Recovery (Focus: Insolvency and Bankruptcy Code, 2016)	5 Days	28/01/2019	01/02/2019	Middle & Senior Management	Richa Verma Bajaj & Dipali Krishnakumar
40	Programme on Financing MSMEs	5 Days	28/01/2019	01/02/2019	Middle & Senior Management	M Manickaraj
41	Programme on Insolvency & Bankruptcy Code, 2016	2 Days	01/03/2019	02/03/2019	Middle & Senior Management, Law Officers	Dipali Krishnakumar & Richa Verma Bajaj
<b>(c) Corporate Banking and Financial Services</b>						
42	Advanced Programme on Corporate Lending and Financial Services	5 Days	09/10/2018	13/10/2018	Middle & Senior Management	S V Kuvalekar & Dipali Krishnakumar
<b>(d) Financial Statement Analysis</b>						
43	Financial Statements Analysis for Lending Decisions (Including New Accounting Standards under IFRS/IndAS)	5 Days	27/08/2018	01/09/2018	Middle & Senior Management	M Manickaraj & Dipali Krishnakumar
<b>(e) International Financial Reporting Standards (IFRS)</b>						
44	Programme on Indian Accounting Standards (Ind AS) for Credit Officers of Banks with KPMG in India as Knowledge Partner	4 Days	25/06/2018	28/06/2018	Junior & Middle Management	Dipali Krishnakumar
45	Programme on Implementation of Indian Accounting Standards (Ind AS converged with IFRS) in Banks and Non-Banking Financial Institutions	5 Days	06/08/2018	10/08/2018	Middle & Senior Management	Dipali Krishnakumar
46	Programme on Indian Accounting Standards (Ind AS) for Credit Officers of Banks with KPMG in India as Knowledge Partner	4 Days	17/09/2018	20/09/2018	Junior & Middle Management	Dipali Krishnakumar

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47	Programme on IFRS 9: Fair Value Measurement for Banks	4 Days	09/10/2018	12/10/2018	Middle & Senior Management	Sanjay Basu & Tasneem Chherawala
48	Programme on Implementation of Indian Accounting Standards (Ind AS converged with IFRS) in Banks and Non-Banking Financial Institutions	5 Days	26/11/2018	30/11/2018	Middle & Senior Management	Dipali Krishnakumar
49	Programme on Indian Accounting Standards (Ind AS) for Credit Officers of Banks with KPMG in India as Knowledge Partner	4 Days	14/01/2019	17/01/2019	Junior & Middle Management	Dipali Krishnakumar
<b>(f) Investment &amp; Treasury Management</b>						
50	Programme on Bond Portfolio Management with Trading Game	6 Days	16/04/2018	21/04/2018	Middle & Senior Management	Kedar nath Mukherjee
51	Programme on Treasury Products, Operations and Risk Management for Newly Inducted Treasury Officers	10 Days	11/06/2018	20/11/2018	Middle Management	Kedar nath Mukherjee & S V Kuvalekar
52	Intensive Programme in Integrated Treasury Management with One Day Bourse Game	10 Days	16/08/2018	25/08/2018	Middle & Senior Management	S V Kuvalekar & G Nagaraju
53	Programme on Managing Non-SLR Investments	6 Days	24/09/2018	29/09/2018	Middle & Senior Management	Kedar nath Mukherjee
54	Programme on Treasury Back Office (Focus: Treasury Accounting, Valuation, Document and Settlement)	6 Days	20/11/2018	25/11/2018	Middle & Senior Management	S V Kuvalekar & Gargi Sanati
55	Advanced Programme in Integrated Treasury Management	6 Days	22/01/2019	27/01/2019	Middle & Senior Management	S V Kuvalekar
56	Programme on Bond Portfolio Management with Trading Game	6 Days	04/02/2019	09/02/2019	Middle & Senior Management	Kedar nath Mukherjee
<b>Human Resources Management (HRM)</b>						
<b>(a) Employee Motivation/Faculty Development/HR Integration</b>						
57	Faculty Development Programme for Bank Staff Training College Faculty: Building Knowledge, Skills, and Attitude for Conducting Effective Training	3 Days	25/09/2018	27/09/2018	Faculty Members from STCs & RTCs of Banks	Badrinarayan Pawar & Kaushik Mukerjee
58	Programme on HRM in Banks and Financial Institutions	5 Days	07/01/2019	11/01/2019	Middle & Senior Management	Shomi Srivastava
59	Faculty Development Programme for Bank Staff Training College Faculty: Building Knowledge, Skills, and Attitude for Conducting Effective Training	3 Days	13/03/2019	15/03/2019	Faculty Members from STCs & RTCs of the Banks	Badrinarayan Pawar & Kaushik Mukerjee
<b>(b) Investigating &amp; Disciplinary Inquiry</b>						
60	Programme on Investigation for Investigating Officers: "Need of Good Investigation Report"	3 Days	25/04/2018	27/04/2018	Senior Management	Shomi Srivastava
61	Workshop on Economic Offence/Bank Frauds	2 Days	21/06/2018	22/06/2018	Middle & Senior Management	Shomi Srivastava

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62	Programme on CVC Guidelines/Disciplinary Proceedings	5 Days	23/10/2018	27/10/2018	Middle & Senior Management	Shomi Srivastava
<b>(c) Leadership /Performance &amp; Wellbeing</b>						
63	Programme on Leadership for Excellence in Banks: Inputs from Indian Context and Global Perspective	3 Days	13/06/2018	15/06/2018	Middle & Senior Management	Badrinarayan Pawar & Sarita Bhatnagar
64	Programme on Enhancing Bank Employees' Performance and Wellbeing through Leadership, Justice, Support and Spirituality	3 Days	14/05/2018	16/05/2018	HR Heads & Managers from HR Depts.	Badrinarayan Pawar
65	Programme on Leadership for Branch Excellence	6 Days	21/05/2018	26/05/2018	Middle & Senior Management	Shomi Srivastava
66	Programme on Enhancing Bank Employees' Performance and Wellbeing through Leadership, Justice, Support, and Spirituality	3 Days	02/07/2018	04/07/2018	Middle & Senior Management	Badrinarayan Pawar
67	Programme on Enhancing Leadership Skills for Controlling Heads	4 Days	23/07/2018	26/07/2018	Middle & Senior Management	Shomi Srivastava
68	Programme on Enhancing Bank Employees' Performance and Wellbeing through Leadership, Justice, Support, and Spirituality	3 Days	08/10/2018	10/10/2018	Middle & Senior Management	Badrinarayan Pawar
69	Programme on Scientific and Practical Actions for Branch Managers for Effectively Managing Branch Employees	3 Days	19/11/2018	21/11/2018	Middle Management	Badrinarayan Pawar & B V Chaulal
70	Programme on Enhancing Bank Employees' Performance and Wellbeing through Leadership, Justice, Support, and Spirituality	3 Days	21/01/2019	23/01/2019	Middle & Senior Management	Badrinarayan Pawar
<b>Information Technology (IT)</b>						
<b>(a) Business Analytics</b>						
71	Programme on Business Analytics	3 Days	27/08/2018	29/08/2018	Middle & Senior Management	Alka Vaidya
<b>(b) Compliance</b>						
72	Programme on Aadhaar in Bankng: Compliance and Innovations	3 Days	11/06/2018	13/06/2018	Middle & Senior Management	Deepankar Roy, Sunil Bakshi & Alka Vaidya
<b>(c) Cyber Security</b>						
73	Programme on Cyber Security – Implementation and Compliance	5 Days	28/05/2018	01/06/2018	Middle & Senior Management	Sunil Bakshi & Alka Vaidya
74	Programme on Measuring Effectiveness of Cyber Security	2 Days	22/06/2018	23/06/2018	Middle & Senior Management	Sunil Bakshi & Alka Vaidya
75	Programme on Cyber Frauds: Counter Measures and Controls	3 Days	16/07/2018	18/07/2018	Middle & Senior Management	Sunil Bakshi & Deepankar Roy

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76	Programme on Enhancing Effectiveness of SOC and Incident Response	3 Days	17/12/2018	19/12/2018	Middle & Senior Management	Sunil Bakshi
77	Programme on Cyber Security and Cyber Risk Management	5 Days	04/02/2019	08/02/2019	Middle & Senior Management	Alka Vaidya & Sunil Bakshi
<b>(d) Fintech</b>						
78	Workshop for Fintech-banks: Collaboration and Competition (Mumbai)	1 Day	07/09/2018	07/09/2018	Middle & Senior Management	Deepankar Roy, Sunil Bakshi & Alka Vaidya
<b>(e) Information Security</b>						
79	Programme on Data Protection Tools and Techniques	3 Days	27/08/2018	29/08/2018	Middle & Senior Management	Sunil Bakshi
80	Programme on Information Security and Compliance	4 Days	24/09/2018	27/09/2018	Middle & Senior Management	Alka Vaidya & Deepankar Roy
<b>(f) IS Audit</b>						
81	Programme on Information Systems Audit and IT Risk Management	4 Days	02/05/2018	05/05/2018	Middle & Senior Management	Sunil Bakshi & Deepankar Roy
82	Programme on IS Audit and IT Risk Management	4 Days	12/11/2018	15/11/2018	Middle & Senior Management	Sunil Bakshi & Deepankar Roy
<b>(g) IT Governance</b>						
83	Programme on Measurement Metrics for IT Performance	3 Days	08/10/2018	10/10/2018	Middle & Senior Management	Sunil Bakshi
84	Programme on Governance of Enterprise IT (GEIT)	3 Days	15/11/2018	17/11/2018	Senior Management	Sunil Bakshi
<b>(h) Payment Systems</b>						
85	Advanced Programme on Card Payment System	3 Days	23/08/2018	25/08/2018	Middle & Senior Management	Deepankar Roy
86	Programme on Digital Banking and Payments: Changing Landscape	3 Days	22/10/2018	24/10/2018	Middle & Senior Management	Deepankar Roy
87	Advanced Programme on Card Payment System	3 Days	03/12/2018	05/12/2018	Middle & Senior Management	Deepankar Roy
88	Programme on Digital Banking and Payments: Changing Landscape	3 Days	21/01/2019	23/01/2019	Middle & Senior Management	Deepankar Roy
<b>(i) Vendor Management</b>						
89	Programme on Technology Vendor Management	3 Days	06/08/2018	08/08/2018	Middle Management	Sunil Bakshi
<b>Money, International Banking and Finance (MIBF)</b>						

No	Title	Duration	From	To	Target Group	Coordinators
<b>(a) Financing International Trade</b>						
90	Programme on Financing International Trade	5 Days	23/07/2018	27/07/2018	Junior & Middle Management	Gargi Sanati & Jayant Keskar
91	Programme on International Trade Financing	6 Days	17/09/2018	22/09/2018	Junior & Middle Management	Smita Roy Trivedi & Jayant Keskar
92	Programme on LC Business : Focus Case Studies on ICC Rules	3 Days	12/12/2018	14/12/2018	Junior, Middle & Senior Management	Gargi Sanati & Smita Roy Trivedi
93	Programme on Financing International Trade	5 Days	18/02/2019	22/02/2019	Junior, Middle & Senior Management	Gargi Sanati & Smita Roy Trivedi
<b>(b) Forex Dealing with Bourse Game</b>						
94	Forex Dealing with Bourse Game in Simulated and Live Environment	5 Days	08/10/2018	12/10/2018	Junior & Middle Management	Gargi Sanati & Rajiv Abhyankar
<b>(c) Forex Treasury</b>						
95	Programme in Technical Analysis for Dealers	6 Days	11/06/2018	16/06/2018	Junior & Middle Management	Smita Roy Trivedi & Gargi Sanati
96	Programme of Export Credit Appraisal and Management	6 Days	25/06/2018	30/06/2018	Junior & Middle Management	Smita Roy Trivedi & Elizabeth James
97	Programme on Forex Dealing with Bourse Game	10 Days	01/08/2018	10/08/2018	Junior & Middle Management	Gargi Sanati & Jiji Mathew
98	Programme on Technical Analysis for Dealers	6 Days	20/08/2018	25/08/2018	Middle & Senior Management	Smita Roy Trivedi & Rajiv Abhyankar
99	Programme on Forex Dealing with Bourse Game	10 Days	29/11/2018	08/12/2018	Junior & Middle Management	Jiji Mathew & Gargi Sanati
100	Programme on Integrated Treasury Management with Simulated Bourse Game	10 Days	04/02/2019	13/02/2019	Dealers	G Nagaraju & Jiji Mathew
<b>(d) International Banking and Forex Business</b>						
101	Programme on NRI Business and Foreign Exchange Facilities for Individuals	4 Days	21/05/2018	24/05/2018	Middle & Senior Management	G Nagaraju & Jayant Keskar
102	Programme in Foreign Exchange Business & International Banking	5 Days	25/06/2018	29/06/2018	Junior, Middle & Senior Management	Jiji Mathew & G Nagaraju
103	Programme Trade Based Money Laundering and Frauds in International Business	2 Days	02/07/2018	03/07/2018	Middle Management	Jayant Keskar & Smita Roy Trivedi
104	Programme on International Investments and Borrowings	3 Days	01/08/2018	03/08/2018	Middle Management	G Nagaraju & Jiji Mathew

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105	Programme on Leadership Skills Development & Control of Forex Business for Senior Executives of Banks	2 Days	02/08/2018	03/08/2018	Middle & Senior Management	Jayant Keskar & Rajiv Abhyankar
106	Programme on Forex Risk Management, Instruments and Regulations	3 Days	03/09/2018	05/09/2018	Middle & Senior Management	G Nagaraju
107	Programme in International Banking and Foreign Exchange	5 Days	29/10/2018	02/11/2018	Junior, Middle & Senior Management	Jiji Mathew & G Nagaraju
108	Programme on Leadership Skills Development & Control of Forex Business for Senior Executives of Banks	2 Days	03/12/2018	04/12/2018	Middle & Senior Management	Jayant Keskar & Rajiv Abhyankar
109	Programme on Trade Based Money Laundering and Frauds in International Business	2 Days	07/01/2019	08/01/2019	Middle Management	Jayant Keskar & Smita Roy Trivedi
110	Programme on NRI Business and Foreign Exchange Facilities for Individuals	4 Days	07/01/2019	10/01/2019	Middle & Senior Management	G Nagaraju & Jiji Mathew
111	Programme on Technical Analysis for Dealers	6 Days	28/01/2019	02/02/2019	Junior & Middle Management	Smita Roy Trivedi & Arindam Bandyopadhyay
<b>(e) Treasury</b>						
112	Programme on Fundamental Factors For Treasury and Risk Management	3 Days	18/06/2018	20/06/2018	Junior, Middle & Senior Management	G Nagaraju & Jiji Mathew
113	Programme Forex Treasury Management – Back Office Operations	3 Days	09/07/2018	11/07/2018	Junior & Middle Management	Gargi Sanati & Rajiv Abhyankar
<b>Rural Finance and Development (RFD)</b>						
<b>(a) Agribusiness Finance</b>						
114	Programme on Project Financing to High Value Agriculture and Agribusiness	3 Days	10/12/2018	12/12/2018	Middle & Senior Management	Naveen Kumar K
<b>(b) Agriculture Finance</b>						
115	Programme on Legal Aspects of Credit Management	3 Days	11/06/2018	13/06/2018	Middle & Senior Management	Naveen Kumar k
<b>(c) Lead Bank</b>						
116	Lead Bank Scheme	3 Days	08/08/2018	10/08/2018	Senior Management	Naveen Kumar K
<b>(d) Lending to Agriculture/Projects</b>						
117	Programme on Impact Investment: Financing Social Enterprises	3 Days	07/05/2018	09/05/2018	Middle & Senior Management	Dinesh Jain & Ateeque Shaikh
118	Programme on Financing to Agriculture and Allied Activities	3 Days	28/05/2018	30/05/2018	Middle & Senior Management	Naveen Kumar K & Dinesh Jain
119	Programme on Investment Credit to Agriculture and Allied Sectors	3 Days	17/09/2018	19/09/2018	Middle & Senior Management	Dinesh Jain



No	Title	Duration	From	To	Target Group	Coordinators
120	Programme on Financing Rural and Social Infrastructure	3 Days	11/02/2019	13/02/2019	Middle & Senior Management	Dinesh Jain & Naveen Kumar
<b>(e) Priority Sector</b>						
121	Programme on Priority Sector Lending	3 Days	09/07/2018	11/07/2018	Middle & Senior Management	Naveen Kumar K
<b>(f) Rural Banking</b>						
122	Programme on Branch Management: Enhancing Performance of Rural Branch Managers	3 Days	25/07/2018	27/07/2018	Middle Management	Dinesh Jain
<b>(g) Rural Finance</b>						
123	Workshop on Innovations in Rural Banking & Finance: Best Practices from Industry	2 Days	06/09/2018	07/09/2018	Middle & Senior Management	Naveen Kumar K
124	On Location Programme on Financing Hi-tech Agriculture and MSME (Mangalore)	3 Days	26/12/2018	28/12/2018	Middle & Senior Management	Naveen Kumar K & M Manickaraj
<b>Strategic Planning, Marketing &amp; Control (SPMC)</b>						
<b>(a) Branch Marketing</b>						
125	Marketing for Branch Managers: Focus Retail and MSME	4 Days	18/02/2019	21/02/2019	Middle & Senior Management	Sarita Bhatnagar
<b>(b) Customer Relationship Management</b>						
126	Programme on Marketing Research and Customer Analytics in Banking	4 Days	03/12/2018	06/12/2018	Middle & Senior Management	Ateeque Shaikh & Kaushik Mukerjee
127	Programme on Relationship Management in Corporate Banking	4 Days	17/12/2018	20/12/2018	Middle Management	Anjan Roy & Sarita Bhatnagar
128	Programme on CRM in Retail Banking	4 Days	12/02/2019	15/02/2019	Middle & Senior Management	Kaushik Mukerjee & Ateeque Shaikh
<b>(c) Marketing</b>						
129	Branch Manager's Programme - Enhancing Functional & Behavioural Skills	4 Days	03/07/2018	06/07/2018	Middle Management	Kaushik Mukerjee & Ateeque Shaikh
130	Customer Relationship Management in Banking	4 Days	18/06/2018	21/06/2018	Middle Management	Sarita Bhatnagar
131	Programme on Digital Marketing in Banking	3 Days	06/08/2018	08/08/2018	Middle Management	Sarita Bhatnagar & Deepankar Roy
132	Marketing Strategies for MSME Business	4 Days	03/09/2018	06/09/2018	Middle Management	Sarita Bhatnagar
133	Programme on Marketing for Branch Manager: Focus Retail and MSME	4 Days	10/12/2018	13/12/2018	Middle Management	Sarita Bhatnagar
134	Programme on Digital Marketing for Banking and Financial Services	3 Days	08/01/2019	10/01/2019	Middle & Senior Management	Ateeque Shaikh & Kaushik Mukerjee

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135	Programme on Marketing Strategies for MSME Business Development	4 Days	22/01/2019	25/01/2019	Middle Management	Sarita Bhatnagar
<b>(d) Planning</b>						
136	Seminar on Coping Strategies for Small Finance Banks	2 Days	27/04/2018	28/04/2018	Middle & Senior Management	Anjan Roy & R Bhaskaran
137	Strategies for Developing High Performing Retail Loan Portfolio	2 Days	20/07/2018	21/07/2018	Middle & Senior Management	Anjan Roy & Ateeque Shaikh
<b>(e) Profitability / Branch Operations / Performance</b>						
138	Programme on Enhancing Branch Performance	4 Days	14/05/2018	17/05/2018	Middle Management	Anjan Roy & Ateeque Shaikh
139	Programme on Quality Improvement in Centralized Loan Processing	4 Days	03/10/2018	06/10/2018	Middle & Senior Management	Anjan Roy & B V Chaubal
140	Programme on Managing Operational Efficiency and Risk in Back Office Operations	4 Days	28/01/2019	31/01/2019	Middle & Senior Management	Anjan Roy & B V Chaubal
141	Programme on Target Setting and Performance Evaluation of Bank Branches	4 Days	18/02/2019	21/02/2019	Middle & Senior Management	Anjan Roy & B V Chaubal
142	Programme on Using Analytics to Drive Profits	2 Days	21/02/2019	22/02/2019	Middle & Senior Management	Kaushik Mukherjee & Ateeque Shaikh
<b>Management Development Programme (MDP)</b>						
143	Bank Executive Programme for Scale IV & V	5 Days	19/02/2019	23/02/2019	Senior Management	S V Kuvalekar & Shomi Srivastava