

Partial list of corporate program offerings.

Sl. No.	Program Type	Program Coverage	Program Duration
1	Induction Program	On boarding of New recruits - Comprehensive covers Banking Laws, Banking Operations, Banks Products, Process, Compliance	1 week to 4 Weeks
2	Induction of Specialist Officers	On boarding of New recruits - Covers Credit Officers, Sales Officers, Agriculture Officers	2 Weeks
3	Relationship Management Skills	For new recruits - covers types of customers, matching products with customer profile, customer service, basics of relationship building,	1/2 weeks
4	Selling skills for Bankers	For new recruits - Covers importance of sales, why a career in sales, stages of selling cycle, customer service, matching customer profile with products, bulding long-term relationship with customers	1/2 weeks
5	First Time Branch Managers	To Facilitate the First Time Branch Managers to handle the branches effectively on customer service, branch management and profit planning	1 Week
6	Compliance: KYC	Banking Compliance, KYC AML	1 Week
7	MSME Credit	Expanding MSME Credit Portfolio: Products, Underwriting, Govt Support,	1 week
8	Corporate Credit	Project Finance, Underwriting	1 Week
9	Agriculture Credit	Agri financing: KCC, High Tech Agri	2 Weeks
10	Risk Management	Credit, Operation, Market Risk	1 Week
11	Risk Management	Risk Identification, Mitigation, Strategy to minimize risk	1 Week
12	Foreign Exchange and Treasury	Overview of Foreign Exchange and Treasury Operations	1 week
13	Customer Relation Manager	Sales and Business Development	1 Week
14	Credit Managers	Comprehensive Coverage of Credit Decisions, Credit Assessment	1 Week
15	Compliance Managers	Banking Compliance, Audit	1 Week
16	Treasury Operations	Handling Forex Branches	1 Week