

# OUR TRAINING CATALOGUE



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# Course Library



## YOUR CUSTOMIZED COURSES

Create your own courses by adding :

1. Videos from Youtube or otherwise
2. Presentation with voice over
3. Quizzes



## BFSI

A complete set of 16 course along with the interview preparation for students who desire to build their careers in ever growing & high paying Banking & Finance sector.



## MFI

A hands on course on Microfinance which is the most promising career options available today in every town. The complete package is a power packed 16 course workshop for students in the age group of 18 to 28 years.



## MSME

For every student in any city or town and in the age group of 18 to 28 years, the MSME segment provides the maximum job opportunity. This course package of 10 courses shall prepare the student for these job opportunities in their own town.



## HOW TO CRACK BANKING JOB

This is course designed for students who desire to build their careers in ever growing & high paying Banking & Finance sector. It's packed with 16 different courses on interviews on various aspects of Banking & Finance sector



## CURRENT AFFAIRS & GENERAL KNOWLEDGE QUIZ SERIES

A weekly quiz along with the content shall enable any student for any interview preparation.

# Course Library BFSI



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## *SALES WORKSHOP*

The course is a workshop that enables the company to create prospects on one side and deal with the issues faced by the team on other. A real time insight on each team member. This is course designed to fire up any sales team irrespective of sector or size.



## *INDIAN BANKING & FINANCIAL SYSTEM*

This Course is designed to provide basic insight about existence and working of Financial markets and Banking system in India.



## *RBI & IT'S FUNCTIONING*

Learn Fundamentals of the Reserve Bank of India and the Laws Governed by Indian Banking System.



## *NEGOTIABLE INSTRUMENTS*

Are you a Banker? Learn about the duties of a banker and Instruments used while executing different types of transactions.



## *CONVENIENCE BANKING*

Client interactions to learn about various convenience banking tools available like Cards, Phone & mobile banking, bill pay etc.

# Course Library BFSI



## *PAYMENT & COLLECTION SYSTEMS*

Explanations about different types of Electronic Payment systems used to execute transactions



## *REMITTANCES*

Learn about concepts like Retail Remittances, Liberalised Remittance Scheme, wire transfer, etc...



## *RETAIL BANKING*

Learn and Create Effective Pitches to negotiate and sell Banking Products.



## *CUSTOMER SEGMENTATION*

Classification of customers in terms of NI act. The course shall deal in their resident status classifications & the various products that can be offered to them.



## *INDIVIDUAL CUSTOMER PERSONA*

This module explains how different types of customers are segmented and about their life cycles & socio-economic strata. How to cross-sell and what to sell.



## *NON INDIVIDUAL CUSTOMER PERSONA*

This module explains how different types of Non - Individual customers are segmented and about their life cycles. How to cross-sell and what to sell.



# Course Library BFSI



## *CUSTOMER PERSONA MSE LOANS*

This course is a super course that shall provide the exact customer profiles for eligible MSE loans & the various ways to source them.



## *RETAIL LOANS*

This is full-fledged course on all the basic retail loans available both in secured & un-secured space. The course shall give a complete understanding of the products as well as the pitching.



## *INVESTMENT & INSURANCE BASICS*

This is a basic course on 2 very important aspects of money management. The approach is to explain the products & the process to pitch it to various clients.



## *INVESTMENT MANAGEMENT*

Explore and master powerful relationships between prices, returns, and risk. Learn to Quantify and measure your investment risk.



## *INSURANCE PLANNING*

A detailed course on how to plan for insurance both Life & Non- Life. This shall give perspective both on products & pitching process.

# Course Library Micro Finance



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## *Introduction TO MFI*

Designed to prepare its participants to understand the concept and create a strong Foundation of Microfinances in India



## *MFI VILLAGE SELECTION*

Train on Why and How is the best village is selected to setup a Microfinance Institution.



## *INTRODUCTORY MEETING*

Learn on how to prepare before, during and after a Introductory Village Meeting.



## *CLIENT SELECTION & GROUP FORMATION*

Selecting clients & Group Formation Process after the promotional meeting, interested borrowers need to be given orientation on company policies and processes.

# Course Library Micro Finance



## *HOUSE VERIFICATION*

Importance & process of Conducting House Verification of the selected clients. The check points before finalizing the client & the group basis various important aspects.



## *COMPULSORY GROUP MEETING (CGT)*

Pre- preparation & conducting effective Compulsory Group Trainings in Various Regions of India. How to engage with clients etc.



## *GROUP RECOGNITION TEST (GRT)*

Training members on loan responsibility, Loan disbursement process, Loan utilization, importance of group meetings & discipline in finance & payments. for the purpose it was approved for.



## *Loan Sanction Process*

This module explains how different types of customers are segmented and about their life cycles.



## *DISBURSEMENT PROCESS*

Complete step by step understanding of disbursement process flow for different types of loans available under the MFI loans



## *LOAN UTILIZATION CHECK*

A complete monitoring framework for utilization checks as per roles and responsibilities of the respective employees at various levels of operational hierarchy.

# Course Library Micro Finance



## *CENTRE MEETING AND COLLECTION*

Framework for regular group meetings while making consistent and well informed credit and collection decisions which are compatible with the company's strategic objectives and goals.



## *Delinquency Management*

Delinquency management process described to deal with wilful delinquent client as per the RBI Code of Conduct.



## *COMPLIANCE*

Various compliances related to all aspects of operations like cash handling, disbursement, collection etc. in an organized course content.



## *Customer Protection Policy (CPP)*

Training on the various RBI code of conduct with respect to Customer Protection Policy.



## *CUSTOMER PERSONA MSE LOANS*

This course is a super course that shall provide the exact customer profiles for eligible MSE loans & the various ways to source them.





## our clientele



We are Keen to  
Have YOU  
Here