

Programme on Management of Retail Banking

School of Finance, IICA successfully conducted 3-Day open training program on 'Management of Retail Banking' from September 7 to 9, 2015 at IICA Campus, Manesar. The programme was aimed at developing the participants for future retail challenges by focusing on the following competencies (A) Retail lending policy and credit evaluation of retail loans (B) Home loans, vehicle loans ,mortgage loans, education and consumer loans (C) Marketing of retail products and development of strategic plans (D) Data analytics for retail banking (E) Monitoring and restructuring of retail loans (F) Management of retail NPAs and recovery options.

Nominations from 8 banks were received namely Canara Bank, Central Bank of India, Union Bank of India, Corporation Bank, OBC, Andhra Bank, IOB and Dena Bank. The diversified group of trainees appreciated the pedagogy, case discussions, interactions and experience sharing by knowledgeable faculty comprising of successful CGMs/GMs of various banks and executives from Corporate. A daily yoga session, leadership module and whole brain mapping exercise for the trainees were other special features of this program. The trainees were able to absorb many takeaways which would be straightaway implemented at their respective work situations. The feedback received after the training indicated vast improvement in the confidence level of the trainees.

