



Pro BFSI Graduate Trainee Programme

**YOUR RIGHT DECISION + OUR RIGHT DIRECTION  
= MULTIPLE OPPORTUNITIES**



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## ABOUT PARTH GROUP

M/s Parth Group was established in 1996 by Mr. Baban Magadum, the Founder and Chairman. The group has a world class training infrastructure. It is a Globally Connected youth empowerment organization. It has a state of the art, Educational Resource Centre at Airoli, Navi Mumbai, India.

Since 20 years, the learners, trainers and state-wide ALCs (Authorized Learning Centers) are their core, network strength. This group has developed entrepreneurial capacities in 5000+ youngsters, trained 4 million+ learners and continuing to do so. With over 7000+ trainers, faculty & counselors, Parth Group has been efficiently training learners across 2500+ ALCs (Authorized Learning Centers) in Maharashtra and Rajasthan.

## ABOUT PRO BFSI ACADEMY

The Pro BFSI Academy is a premier institute for nurturing talent in the BFSI industry. We will be launching a one-of-its kind of training programme called PRO BFSI Graduate Trainee Programme. Under this programme, we will provide authentic, market oriented and industry affiliated certifications in Banking, Financial Services and Insurance sectors.

We are a group company of M/s Parth Group (Parth Knowledge Network Pvt. Ltd.), Airoli, Navi Mumbai (Established - 1996), a leading and pioneering organization in the space of vocational education and youth empowerment.

## WHY PRO BFSI ACADEMY?

### TOP NOTCH TRAINING

The Pro BFSI Academy provides top notch training in the following areas -

- Comprehensive product and process training in Banking, Financial Services and Insurance
- Unique hands-on training in industry-specific, relevant IT Applications and Software
- Multi-faceted, top notch Behavioral Skills training
- Thorough preparation for industry-approved, mandatory certifications
- 3 months internship
- Job readiness from DAY 1

### OUR VISION

To foster and develop a global workforce for the BFSI industry

### OUR MISSION

To train BFSI enthusiasts in terms of work ethics, technical expertise & core BFSI skills

### OUR VALUES

- Creating ethical, trustworthy manpower;
- Imbibing entrepreneurial capabilities in the context of Indian culture

## WHO CAN ENROLL?

- Graduates from any stream,
- Final year college students from any stream

## PROGRAM OBJECTIVES

- To groom fresh graduates or final year students undergoing graduation to nurture their talent for a promising career in the BFSI industry
- To provide internship of 3 months after successful completion of the programme
- To make them job ready from DAY 1

# Pro BFSI Graduate Trainee Programme (GTS 2017-18)

6 months (3 months - Regular subjects, 3 months – Specialized subjects), Full time, 3 months internship, Mode – English

## BASICS OF ENTREPRENEURSHIP

Entrepreneurs play a pivotal role in fostering economic growth and development. Having BFSI skills and knowledge enables you to become an entrepreneur and enable you to setup your own office. This module will provide you training of entrepreneurship, how to start, value creation, managing growth and involvement of IT systems.



## INDIAN CULTURE

We always had a rich history and culture of trade and commerce involving ethical values and practices, references of which can be found in modern day management. This module will cover brief history of Indian economy with specific learning from Arthashastra and Chanakya's Teachings, changing socio cultural value systems, and success stories of Indian Entrepreneurs



## BANKING PRACTICE

This module provides insight and basic understanding of Banking structure, types of banks and financial institutions, different banking products, channels of distribution, New Age Banking, basic understanding of Financial statements, Introduction to regulatory environment of banking in India and Evolution and impact of IT in Banking Industry.



## FINANCIAL SERVICES OVERVIEW

This module will provide you basic knowledge about types of Financial Services and financial intermediaries other than banks. It will provide you detailed understanding of Equity markets, mutual funds, debts markets, bonds and Derivatives. You will be able to do basic evaluation of different investment options, gain knowledge of risk and return concepts, and perform calculations using MS-Excel and other related software.

## INSURANCE & REINSURANCE PRACTICE

This module will cover Introduction to insurance, provide understanding of concept of Risk, basic principles of Insurance, types of Insurance and Re-insurance Business, Role of insurance in Financial planning, You will also learn evolution and impact of IT in Insurance business and Business Ethics in Insurance.



## OUTSOURCING MODELS

BFSI is the biggest producer of outsourcing businesses. In this module you will gain knowledge about the outsourcing processes, Outsourcing Models (BPO/KPO), global opportunities, types of outsourcing, and major regulatory guidelines.

## BFSI REGULATORY ENVIRONMENT

Working in BFSI requires a person to have knowledge of relevant laws and regulations. You will learn about fundamental laws and Regulators governing this sector like RBI, IRDA, SEBI etc. Along with it, you will be provided insights about the international regulatory practices in BFSI.



## BEHAVIOURAL SKILLS

One of the most important skills required to get placed and be a successful professional in BFSI is business communication skill. Along with it you will be provided practical training on Selling skills, presentation, personality improvement, Customer service orientation, Customer satisfaction, Tele-calling & email etiquette and Basic MS Office and Internet skills.

## SKILL SETS TO ACQUIRE @ PRO BFSI ACADEMY

- Core knowledge – Banking products & services, equity markets, personal financial investment services, Insurance product & services
- In-depth insights & knowledge – Liability products, Mutual Funds (Mfs), Insurance & other wealth management products
- Evaluation ability – How to provide Financial Planning Advisory?
- Basic abilities – Understanding number crunching, financial data
- Technological efficiency – Mobile banking apps, web – based tools
- Industry-specific skills – Communication skills, Presentation skills, Negotiation skills
- Technical and real-life knowledge – Regulatory & procedural aspects of BFSI
- Internal operations – Core banking system, CRM software, ERP, banking software
- Awareness of BFSI business model
- Innovative practices and Quality Management System in BFSI industry

## AFFILIATED CERTIFICATIONS (PROPOSED)

- NISM ( Mutual Fund Distributors / Insurance Advisors / Equity Sales )
- IIBF (Banking)
- IRDA (Insurance advisory), Broker Principle Officer Exam

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