



The program is certified by University of Mumbai's
Garware Institute of Career Education and Development &
BSS Foundation in Association with Bankedge

your advantage

BANKEDGE[®]
academy for banking and finance



PGDBM

Post Graduate Diploma in
Business Management - Finance

Advanced
Certification
Program in Banking
& Finance from

your advantage

BANKEDGE[®]
academy for banking and finance



FROM THE DESK OF BANKEDGE



Mr. Abhay Chaudhari,
Director,
Bankedge

Welcome to BANKEDGE

The Post Graduate Diploma in Business Management - Finance program is a gateway that opens up great opportunities to work in the Banking & Finance sector.

The road ahead might seem challenging, but don't worry, we will teach you everything there is to know and ensure you have the skills for a smooth ride. You will turn up on the first day at work, Job-ready, confident with your newly acquired skills.

Theoretical knowledge, practical experience, soft skills, you name it, this program has it all. In fact, it is structured such that your last installment of the program fee will be your first salary in a reputed organisation post completion of the program in a year.

I would like to sign off saying that over the years, BANKEDGE has empowered thousands of graduates through our programs. Do read some of the Success Stories featured inside. I hope soon your success story will be one of them and will inspire many more graduates like you.

All the best!

About Garware

The House of Garwares was founded by the dynamic visionary, Late Padmabushan Balchandra Digamber alias Abasaheb Garware. The GICED is his brain-child as much as that of the university, signifying the joint venture of education and industry. Shri Abasaheb advocated the re-orientation of education, because in his view traditional arts, crafts and hereditary skills that passed from one generation to another were disappearing and there were no facilities for formal training in these areas. Further, trained manpower in various skills and trades migrated from India to other countries causing an acute shortage of skills at home.

About BSS Foundation

BSS Foundation is in collaboration with Garware Institute of Career Education & Development to conduct Managerial Courses. These educational courses provide industrial experiences in corporate world, training and practical interventions in the studies.

BSS Foundation works in the field of Education, Training, Recruitment and Business Development. BSS Foundation believes that youth in India needs to be empowered with Right Education and Right Job.

BSS as an organization, comes with a cumulative strength of 100 years of professional work experience and has excellent rapport with large companies in Finance, FMCG, Automobile, Pharma, Bank, Telecom, Media etc.



ADVANTAGES OF PGDBM - Finance + Advanced Certification Program in Banking & Finance from Bankedge



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Approved by UGC & AICTE



Technology Enabled Learning (TEL) - using the latest learning and accessible technology



Designed to accommodate busy learner schedule



Designed to accommodate busy learner schedule



Over 4 decades of expertise in conducting Management education programme



Special invites to attend National level seminars/summits



Student Support for all academic & operational queries



Case Study Development & Business Simulation games to build and strengthen decision making and analytical skills



Live Industry Interactive sessions



Eminent Faculty from Academia & Industry



Placement Assistance

Program Highlights

The Post Graduate Diploma in Business Management provides you with an end-to-end understanding of Retail Banking Processes, RBI Functions, Financial Products and Services, Core Banking Functions etc. You can also get a specialization along-with Retail Banking in sectors like Trade Finance, Credit Administration and Wealth Management. Also we prepare you for some industry certification like CISI (Chartered Institute of Securities & Investments), NCFM Certification, CCRA (*Certified* Credit Research Analyst Certification), Certification in Trade Finance by IIBF (Indian Institute of Banking and Finance) depending on the specialization that you choose. Not only that, in the last semester you also do a Capstone Project based on the same. Also this PGDBM comes with a 100% Placement Assistance with a CTC of upto 4Lac which makes it a Job-Ready Program.

SEM 1: General Management 1

- ◆ Principles of Management
- ◆ Business Communication
- ◆ Managerial Economics
- ◆ Financial Management
- ◆ Human Resource Management
- ◆ Marketing Management

SEM 2: General Management 2

- ◆ Strategic Management
- ◆ International Marketing
- ◆ Information Technology
- ◆ Research Methodology/ Quantitative Techniques
- ◆ Global Business Environment
- ◆ Cost Accounting

SEM 3: Finance Management

- ◆ Advance Financial Management & Strategic Cost Management
- ◆ Security Analysis and Portfolio Management
- ◆ Corporate Valuation
- ◆ Corporate Law
- ◆ Financial Markets and Institutions
- ◆ Derivatives and Risk Management



Who can take

- ◆ Graduates with minimum 6 months of work experience.
- ◆ Fresh Graduates who wish to combine their study with work. Also the program can be pursued as an add-on in any other specialized stream of education.

Eligibility

- ◆ Any Graduate with minimum 50% marks
- ◆ Age below 30 years

Professional Edge @ Bankedge

RETAIL BANKING

- ◆ Indian Financial System
- ◆ Money and Interest
- ◆ RBI and its functions
- ◆ Accounting Guidelines
- ◆ Bank Reconciliation
- ◆ Liabilities products (An overview)
- ◆ Various types of accounts (Individual, Proprietorship etc.)
- ◆ Banking Business
- ◆ KYC guidelines
- ◆ Banking Business
- ◆ Technology in Banking
- ◆ SB/CA/TD deposits
- ◆ Third-Party products viz MF and Insurance
- ◆ Cash and Clearing Transaction in Details
- ◆ Corporate Banking
- ◆ Fraud Management
- ◆ Remittances and Cash Management Service

TRADE FINANCE

- ◆ Introduction to Foreign Trade
- ◆ Exchange rate mechanism and SWIFT messages
- ◆ Forex Offices and Forex Dealings
- ◆ Imports-RBI and FEMA guidelines, Merchanting Trade, Regulatory Returns
- ◆ Exports – FEMA guidelines and ICC rules, EEFC, ECGC Guarantee, Regulatory reporting
- ◆ Forex guarantees, Invocation and Payment
- ◆ Foreign Inward Remittances, FEMA regulations, Issue of FIRC
- ◆ Foreign Outward Remittances, FEMA guidelines, Procedure of issuing DD/TT,ESOP,LRS
- ◆ R-Returns- Guidelines, Technical issues and Documentation
- ◆ Domestic Trade covering NI Act, Inward and Outward Collections, Supply Bills, Inland LC, Performance Guarantee, Financial Guarantee and others

WEALTH MANAGEMENT

- ◆ Financial Markets
- ◆ Introduction to Financial Planning
- ◆ Wealth Management and Economy
- ◆ Investment products and services
- ◆ Investment Evaluation Framework
- ◆ Taxation and Estate Planning

CREDIT & RISK MANAGEMENT

- ◆ Details of Credits in Banks
- ◆ Cardinal Principles
- ◆ Priority and Non Priority Sector Advances
- ◆ Fund Based and Non Fund Bases advances
- ◆ Working capital operating cycle
- ◆ Projected Net working capital
- ◆ Term Loan Processes and Disbursement
- ◆ NPA Management including BASEL Norms and RBI guidelines
- ◆ Investment and Risk management – Equity and Debt and alternate Assets
- ◆ Risk Profiling and Asset Allocation
- ◆ Risk Management through Insurance



Duration
18 Months
(Weekend)



Certified by
MUMBAI UNIVERSITY
(Garware Institute of
Career Education and
Development)



Mode of Delivery
Instructor-led
Classroom
Training



Saturday &
Sunday
Classroom
Batches

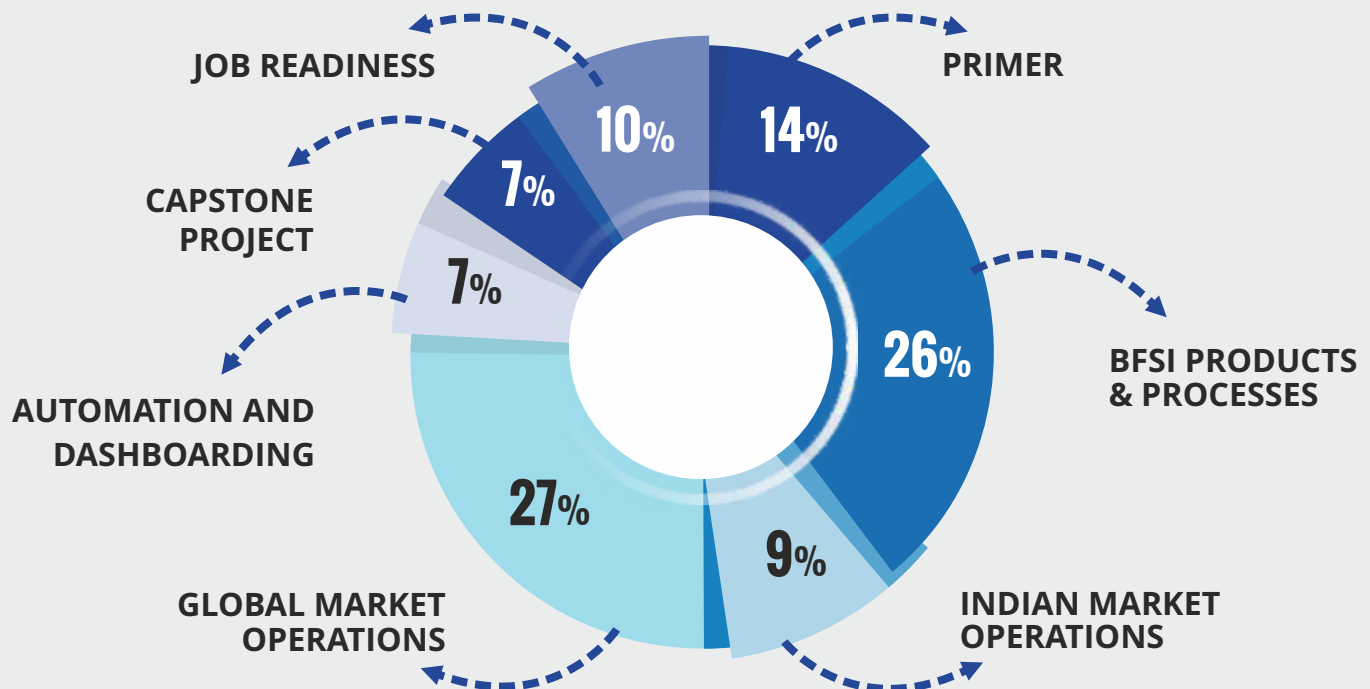
Regulatory Status of the Programme

- The PGDBM programme is Certified by University of Mumbai.

Programme Features

- This programme allows students to balance the work life challenges and professional management commitments.
- PGDBM - Finance + Advanced Certification Program in Banking & Finance from Bankedge is a designed management programme meeting the need of flexibility and convenience through virtual classes, online library and high tech support along with conventional face to face teacher and student interaction.
- Provides participants an opportunity to experience latest management trends through interaction with industry leaders and academia at various conventions, business summits and forums organised by University of Mumbai

Comprehensive Coverage



Training Methodology

INSTRUCTION

WEEKEND CLASSROOM LECTURES WITH EXPERIENCED TRAINERS



Weekend Classes with our experienced faculty members for better engagement & deep dive into each topic

Benefits:

- In-depth understanding of concepts
- Real-time interaction & query resolution
- Hands-on experience

Used for:

Live instruction by expert faculty and hands-on practice in our labs.

REINFORCEMENT

PRACTICAL HANDS-ON LEARNING



Hands on experience with real financial software used in the industry.

Benefits:

- Develop competency in using core banking software used in the industry
- Solve real-world business challenges

Used for:

Learning real-world applications of key tools and frameworks used in the industry.

ASSESSMENTS

QUIZZES, ASSIGNMENTS & EXAMS



Work on quizzes and assignments to test your knowledge through the LMS, along with mock interviews & exams.

Benefits:

- Gauge your progress throughout the program
- Identify areas of improvement and learning gaps
- Build confidence for the program's placement phase

Used for:

Ensuring consistent progress over the course of the program and preparing for placements.

Mentorship

A dedicated student engagement manager and an industry mentor with over a decade of experience will guide you on the most suitable career path based on your skills and interests and resolve your career-related queries throughout your learning journey with BANKEDGE.

They will help you with:

Academic Assistance

Provide unparalleled 1:1 support and guidance

Help execute assignments and case studies

Discuss and identify learning gaps and offer solutions such as refresher sessions and one-on-one project feedback

Career Assistance

Maintain close interaction with students during the career assistance and placements phase of the program

Take you through industry insights and best practices

Provide you with interview tips and job search advice

Monitor Progress

Set learning goals

Discuss your progress status with trainers and other industry mentors on a regular basis to ensure consistent advancement



RESEARCH SHOWS THAT THROUGH MENTORSHIP YOU ARE:

20% | **5x**

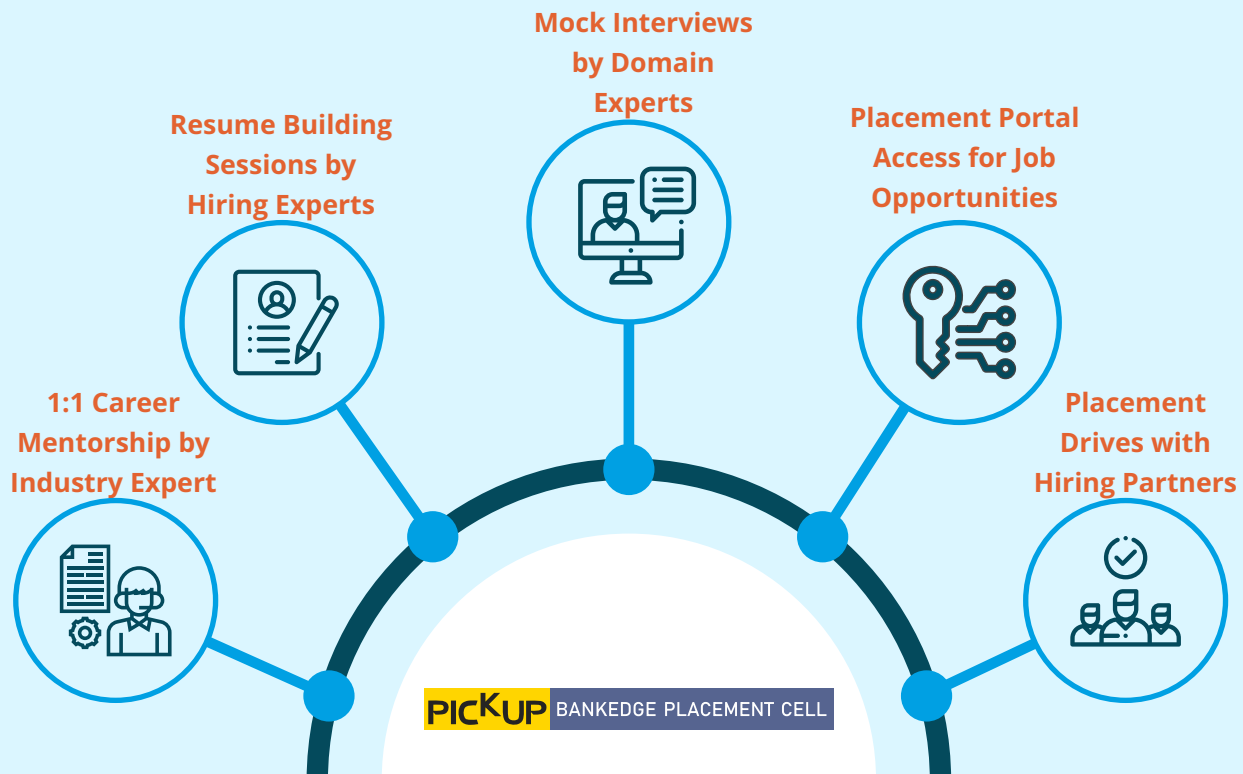
more likely to get a raise

more likely to get promoted

Source: **Forbes**

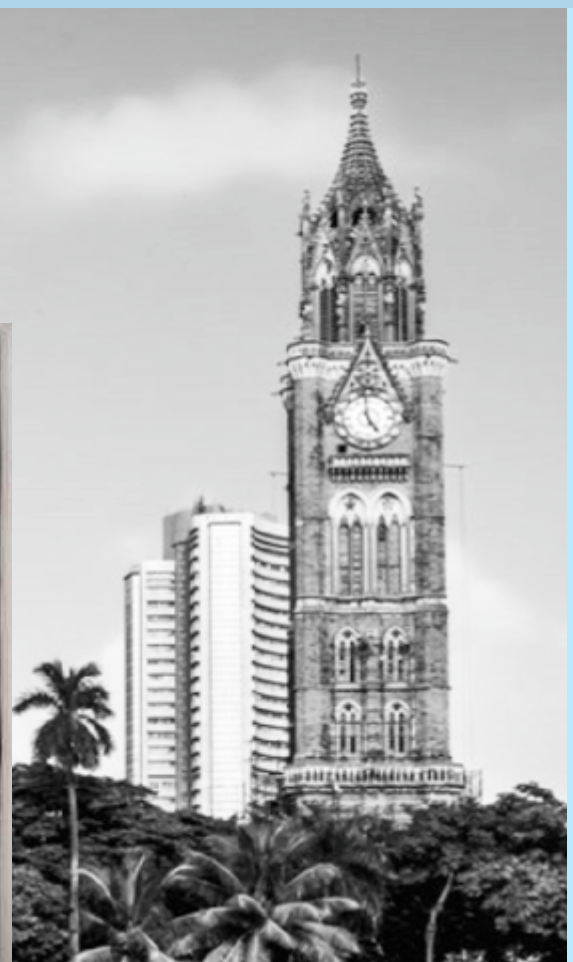
PLACEMENT SERVICES

The PICK-UP Placement team works hand in hand with you from the first placement session during the program launch right until the final mock interviews on course completion. We thoroughly prepare you to be interview-ready and ensure you land in your dream job.



CERTIFICATION

On completion of the Post Graduate Diploma in Business Management with specialisation in Finance, aspirants will receive an industry-endorsed Certificate of Excellence by University of Mumbai



Diverse Job Roles

Students will receive placement opportunities across diverse job roles at leading Global & Domestic banks, broking firms and Fintech firms with an average salary of 3 – 4.5 lakhs per annum.

RETAIL BANKING PROFESSIONAL



Assistant Acquisition Manager

Focuses on profiling and acquiring customers for bank's asset & liability products. Also includes targeting new & existing customers for various third-party products sold by the bank.



Account Manager

In charge of development and maintaining new account relationships at the bank. Responsible for a variety of functions associated with the account servicing (Sales, customer support, accounting etc)



Transactions Operations Executive

Handling customer collection & payment transactions from a centralized location using various payment methods. Could include additional scope of handling IPO Related Transactions and Merchant Acquisition

RM-Cross Sell

Lead generation and sales through marketing and distribution activities. Acquisition of new clients developing and cross-selling to existing clientele based on their needs.



Relationship Officer

Interact and advice individual retail customers on various banking & financial products. Conduct activities and lead generation campus maintain and enhance relationship with new & existing clients.



Customer Service Officer

First point of contact for customer complaints, questions, feedback, or any other needs. This profile focuses on managing relations between the customer and the bank.



Retail Operations Executive/Customer Service Executive

Handling back-end operations, working closely with multiple processes revolving around account servicing and account maintenance.

Voice Call Officer, Retail Operations

Assist customers over the phone with their queries on various banking products and resolve the same



Teller Service Executive

Focuses on profiling and acquiring customers for bank's asset & liability products. Also includes targeting new & existing customers for various third-party products sold by the bank.

TRADE FINANCE PROFESSIONAL



Trade Finance Officer

Conducting trade finance operations in the back office viz processing of documents, verifying processes against regulatory framework, finding and resolving exceptions.



Trade Finance Executive

Handle trade finance transactions and remittances. Co-ordinating and liaising with clients, banks and other regulatory bodies on a regular basis.



Forex Transactions Executive

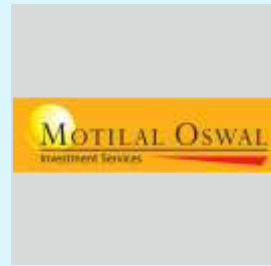
Processing of trade finance transactions (for both domestic & foreign trade). Facilitating Forex transactions and complying with legal and statutory requirements for the same.

WEALTH MANAGEMENT PROFESSIONAL



Executive (Wealth Management)

Achieving goals and targets by cross selling bank's products. Increase bank's revenue by creating additional business opportunities. Individually monitor and co-ordinate high net worth client's investment and portfolio movements.



Fraud Detection and Vigilance Officer

Prompt and effective investigation of escalated cases. Initiate preventive measures to detect and restrict any fraudulent activities. Complete investigation and resolution of reported frauds. Routine liaisoning with law enforcement agencies.



Relationship Manager - Wealth Management

Provide specialized financial services that would focus on ensuring long-term growth to the client's portfolio. Assist and advice client on profit maximizing deals and transactions. Help them create diversity in their existing portfolio.



Wealth Manager

Providing Banking and investment advisory services to the bank's clientele. Acts as a single point of contact for the HNI (High Net worth) & UHNI (Ultra High Net Worth) clients. Requires engagement with clients on a regular basis to understand their investment goals and work proactively towards achieving the same.

CREDIT AND RISK PROFESSIONAL

Credit Relationship Manager/Customer Care Executive

Evaluating credit proposals to understanding financial, business and industrial risk. Process loan documents for approval and disbursement. Also includes monitoring outstanding accounts and their follow up.



Fraud Management Officer

Work towards preventing fraud and investigate any fraudulent activities in the bank. Identify areas of potential risk, misuse and operational lapses to prevent any incidents of frauds.



Credit Manager

Responsible for the entire credit granting process, understanding and evaluating the risk involved, periodic review of existing customers. Undertake required financial accounting procedures to cover the above functions.



Fraud Detection and Vigilance Officer

Prompt and effective investigation of escalated cases. Initiate preventive measures to detect and restrict any fraudulent activities. Complete investigation and resolution of reported frauds. Routine liaisoning with law



Team Member: Vigilance Dept.

Ensure that regular monitoring systems are in place for identifying potential data loss. Evaluating and identifying critical data for various lines of business in a bank. Identifying ways to prevent data loss from these business streams.



Fraud and Surveillance Officer

Focus on working towards detection and prevention of fraud such that financial losses are restricted. Understand banking processes and requirements such that regular monitoring can lead to timely intervention. Initiate preliminary investigations and suggest suitable modifications in the process / system / tools. Regular liaisoning and reporting to regulatory bodies.



TOP BANKING & FINANCIAL
SERVICES FIRMS ARE

HIRING NOW!



CREDIT
AND RISK

WEALTH
MANAGEMENT

RETAIL
BANKING

TRADE
FINANCE

Every student at BANKEDGE is equipped with theoretical knowledge combined with practical skills and empowered with soft skills necessary for competently dealing with the roles, responsibilities and demands of the workplace at some of India's leading financial services institutions.



FACULTY

Our teaching staff comprises banking professionals and finance specialists from renowned Public and Private Banks in India such as SBI, PNB, IDBI, HDFC Bank, Kotak Mahindra Bank, ICICI Bank etc. and possess over 150 years of combined domain expertise that ensures your learning is industry-relevant and extremely job-specific.

4.7

Overall Rating

4.6

Experiential Learning
& Practicality

4.8

Presentation Skills &
Delivery

4.7

Enthusiasm for the
Subject

4.7

Course Preparation
& Organisation



Mr. Amit Sharma
Co-founder, BULWARK Investments Ltd.



Mr. Shankar Sundaresan
Sr. Management Professional, Bancassurance



Namita Shukla
Chief Manager, Forex, Manappuram Asset Finance Limited



Shikhi Pandey
Certified Trainer, National Institute of Banking Management
(NIBM), Pune



Mr. Gururaj Math
(Retd.) Asst. General Manager State Bank of India



Mr. S. Venkatkrishna
Head, Learning & Development, BANKEDGE



Mr. Mandar Natu
Sr. Manager, Kotak Mahindra Bank



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& BSS Foundation in Association with Bankedge

Ready to advance
your career in
Banking & Finance?

APPLY NOW



Tollfree: 1800 266 0777

Website: <https://www.bankedge.in/pgdbm>