

DR. AMBEDKAR COLLEGE, DEEKSHABHOOMI, NAGPUR

REPORT
Certificate Program in Banking, Finance
And Insurance (CPBFI) Batch 1234
(Bajaj Finserv)

DEPARTMENT OF COMMERCE

SESSION 2023-2024

NAME OF THE PROGRAMME :	Certificate Program in Banking, Finance And Insurance (CPBFI) Batch 1234 (Bajaj Finserv)
NAME OF THE RESOURCE PERSON :	Mr. Siddhant Agrawal , Senior Lead Trainer of Bajaj Finserv., Nagpur Sucheta Dhoot , Trainer, Bajaj Finserv Ajit Parwate , Trainer, Bajaj Finserv Alekh Chaurasiya , Trainer, Bajaj Finserv Ritika Mohta , Trainer, Bajaj Finserv Tejashri Damame , Trainer, Bajaj Finserv
DURATION :	9th February - 16th March 2024 (96 Hours)
PROGRAMME OBJECTIVE :	To make the students competent enough to build career in Banking, Insurance and Finance
LEARNING OUTCOMES :	After attending the course, students will be able to know about the career opportunities in Banking, Insurance and Finance and will develop the understanding of the structure and functions of banking system and financial markets.

BROCHURE :

CPBFI



CPBFI Courses and Structure

ATTITUDE

Course 1: Managing Self - SwaRooop

- SwaRooop orientation
- My Self
- Self-belief – staying assertive
- Mind-body connections and Self-talk
- What are emotions
- Regulating emotions
- What is belief
- ABC Principle of REBT
- Rational and irrational beliefs
- Decision making
- Daily challenges

SKILLS

Course 2: Communication and Workplace Skills

- What is communication
- Goals and barriers in communication
- Modes of communication
- Listening skills and empathy
- Non-verbal expression skills
- Summarisation skills
- Effective communication
- Use of language in communication
- Spoken communication
- Telephonic communication
- Written communication
- Giving and receiving feedback
- Saying and taking NO
- Persuasion and influencing skills
- Working in teams
- Group discussion skills
- Goals and targets at workplace
- Representing self
- Job interview techniques
- Job interview demonstration

KNOWLEDGE

Course 3: Overview of Retail Banking

- Introduction to Banking
- Introduction to Branch Banking
- Customers and Their Needs
- Overview of Banking Products
- Liability Products
- Asset Products
- Third Party and Fee-based Products
- Business Development
- Transaction Processing
- Customer Service
- Compliance and Ethics
- Future of Banking
- Inclusive Banking
- Introduction to NBFCs
- Overview of Corporate Banking
- Banking and Me

KNOWLEDGE

Course 4: Overview of Insurance

- Need for Insurance
- Evolution of Insurance
- Overview of an Insurance Company
- Overview of Retail Insurance Products
- Overview of the Companion Products
- Overview of Insurance Distribution Channels
- Selling Insurance
- Insurance Operations
- Customer Service
- Ethics and Compliance in Insurance
- Future of Insurance
- Inclusive Insurance
- Profitability Drivers for Insurance

Mock interviews by corporate recruiters

Classroom Only



96 hrs over 30 days

Online Only



96 hrs over 46 days

REPORT :

Dr. Ambedkar College has partnered with “Bajaj Finserv Limited”, one of the top financial services companies in India, to conduct a Certificate Programme in Banking, Finance and Insurance (CPBFI). The programme is offered only for students and alumni of partner colleges of Bajaj Finserv. CPBFI equips fresh graduates with domain knowledge and skills to help them become a part of the BFSI industry.

INTRODUCTORY SEMINAR:

The Department of Commerce had organized the Seminar on ‘Career opportunities in Banking, Insurance and Finance’ in association with Bajaj Finserv on 17th October, 2023 for B.Com Final Year and M.Com Students.

The Seminar was conducted by Mr. Siddhant Agrawal, Senior Lead Trainer of Bajaj Finserv, Nagpur. Mr. Agrawal delivered a talk on Career opportunities in Banking, Insurance and Finance and Certificate Program offered by Bajaj Finserv for the Skill enhancement and Placement opportunities. Firstly, he shared valuable insights into the current trends, challenges and opportunities within the banking, insurance and finance sectors. He briefed the students about various career pathways available, including but not limited to, banking operations, investment banking, financial analysis, underwriting, insurance brokerage, etc. He laid emphasis on those diverse career paths available in the sector of banking, insurance and finance and provided insights as well into the skills, qualifications and inner aptitude required to excel, so that they could become capable and job ready. He acquainted the students about the demands of the industry which include strong analytical ability, communication skills, financial acumen, problem solving capabilities, understanding of regulatory framework, etc.

He gave detailed information about CPBFI-certificate course to the students on how to develop the aptitude and skills among oneself and how to enhance communication skills which is very essential in gaining employment in various enterprises. He also told the students that they can start earning even before completing their graduation.

BATCH LAUNCH PROGRAMME :

A Batch Launch Program of Certificate Program in Banking, Finance and Insurance (CPBFI) 1234 was organized by Department of Commerce in association with Bajaj Finserv Limited, Nagpur on 9th February, 2024.

Mr. Siddhant Agrawal, Lead trainer at Bajaj Finserv Nagpur welcomed the students and introduced the trainers of the batch, Ms. Sucheta Dhoot, Mr. Alekh Chourasiya, Ms. Ritika Mohta and Mr. Ajit Parwate. Mr. Alekh Chourasiya, one of the trainers of the programme elaborated his speech explaining the courses of the programme in detail. He explained all the four major courses in the programme that included Managing Self-SwaRoop, Communication and Workplace Skills, Retail Banking and Insurance. He also explained the assessment process of the programme that included an examination. After that, Ms. Sucheta Dhoot addressed the students and gave a brief overview about one of the modules in the course. She also motivated students to attend the whole programme regularly to gain maximum benefit.

A welcome address was given by Vice Principal & HoD Dr. Mrs. Varsha Panbude. She informed the students about the benefits of the platform provided to them through this alliance and guided the students to take up this opportunity for the betterment of their career. She encouraged students to participate with full vigor and to hone their skills and knowledge to the best capacity.

The program started with a brief introduction and welcome by coordinator of the program Ms.Pooja Kamble. About 37 students attended the launch programme. The classes started on the day of the launch programme itself and continued until its conclusion on 16th March.

CPBFI COURSE :

The CPBFI batch 1234 was formed of 37 students to undergo 96 hours of training, 4 hours a day making it a curriculum based training including 24 hours of Insurance Management. It involves concepts of risk and uncertainty and need of insurance , product and process training on life and non-life products, underwriting and claims process, distribution channels and structure of an insurance company , overview of IRDAI and the impact of technology on the insurance industry. The course also involves 36 hours of advanced Communication Skills involving essential listening, speaking, reading and writing skills, negotiation, sales-oriented communication, objection handling, customer service, and persuasion. Final

section was of 24 hours involving banking operations, industry overview of banks, NBFCS and other financial institutions , product and process training, asset and liability products, KYC and underwriting ,overview of role of RBI, various roles and functions in a bank, compliance & ethics and the impact of technology on the banking industry. The new batch of CPBFI 3.0 version also includes 12 hours of self-management training including SwaRoop orientation and decision making which involves interaction with experienced corporate role models and learning from their experiences.

Apart from this, the HR workshop was conducted at the end of the course, which provides the students with a practical experience of end-to-end recruitment process from selection of job advertisement to job interview. The course proved to be a great success as many students benefitted from it.

GLIMPSES :

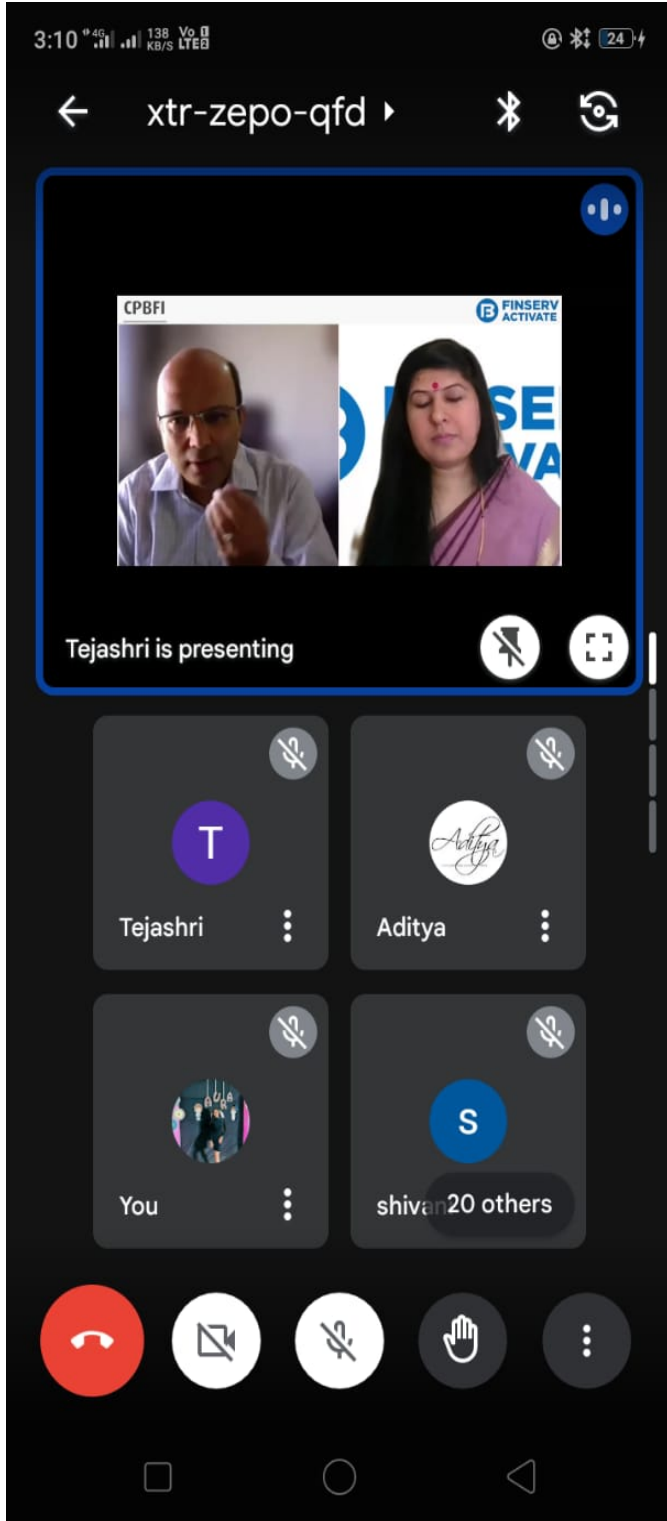




 **GPS Map Camera**

Nagpur, Maharashtra, India
Deekshabhoomi, Nagpur, Maharashtra 440010, India
Lat 21.130187°
Long 79.067574°
17/10/23 10:24 AM GMT +05:30









List Of Students Enrolled in CPBFI Batch 1234 for session 2023-24

1	Aditya Verma	M.com
2	Aniket Zade	B.com Final Year
3	Apeksha Mondhe	B.com Final Year
4	Charul Nandedkar	B.com Final Year
5	Dev Baisare	B.com Final Year
6	Dhanashree Dravyakar	B.com Final Year
7	Disha Chavhan	B.com Final Year
8	Ekankita Chandankhede	B.com Final Year
9	Harsha Hiranwar	B.com Final Year
10	Harshal Tonge	B.com Final Year
11	Janhavi Wannewar	B.com Final Year
12	Jayshree Ramteke	B.com Final Year
13	Kashish Patil	B.com Final Year
14	Lavanya Rapartiwar	B.com Final Year
15	Mahi Chauhan	B.com Final Year
16	Mansi Siriya	B.com Final Year
17	Naina Bansod	B.com Final Year
18	Naina Mahod	B.com Final Year
19	Nishita Dhamgaye	B.com Final Year
20	Pal Chaple	B.com Final Year
21	Pranay Wankhede	B.com Final Year
22	Priya Goswami	B.com Final Year
23	Rashi Lahekar	B.com Final Year
24	Rishika Khobragade	B.com Final Year
25	Saloni Ghodeshwar	B.com Final Year
26	Sanika Khokare	B.com Final Year
27	Sanjivani Thakre	B.com Final Year
28	Sanskruiti Nikhade	B.com Final Year
29	Shivani Nikesar	B.com Final Year
30	Slesha Meshram	B.com Final Year
31	Suhani Raut	B.com Final Year
32	Utkarsha Masram	B.com Final Year
33	Vishakha Dahat	B.com Final Year
34	Yash Pohankar	B.com Final Year
35	Yogesh Chikram	B.com Final Year
36	Ashish Uikey	B.com Final Year
37	Rashmi Ahirwar	B.com Final Year



Param Pujya Dr. Babasaheb Ambedkar Smarak Samiti's
DR. AMBEDKAR COLLEGE
DEEKSHABHOOMI, NAGPUR – 440010 (M.S.)
NAAC REACCREDITED WITH 'A+' GRADE
VISIT US AT WWW.dacn.in

Confirmation by College to commence CPBFI Batch

To
Ms. Pallavi Gandhalikar,
National Head CSR, Head Bajaj Finserv BEYOND,
Bajaj Finserv Ltd., Pune.

Date : 02.02.2024

Dear Madam,

This refers to our MoU with Bajaj Finserv to conduct Certificate Program in Banking, Finance and Insurance (CPBFI) for the students and Alumni of our College/Institute.

We hereby provide our confirmation for the following batch formation details mentioned below:

Sr.No	Details	College Response
1	Our Coordinator for CPBFI has received a complete briefing about conduct of the CPBFI Batch from your official Training Partner and I am informed that he/she is fully aware of his/her role for successful execution of the Batch.	Yes/No <input checked="" type="checkbox"/>
2	Mention total number of students enrolled. (Final list of students shared). Please close the Enrolment Link.	37
3	*As agreed in our MoU, the college has collected a non-refundable fee of Rs.1000/- specifically for CPBFI from every enrolled Student.	Yes/No <input checked="" type="checkbox"/>
4	No First- or Second-Year Undergraduate student is admitted in the Batch.	Yes/No <input checked="" type="checkbox"/>
5	As per current College Calendar no interruptions of more than 3 days are expected in the CPBFI Batch on account of upcoming examinations, Holidays, Placement Drives, Field Visits, other Training Programs etc.	I confirm/Possibility of University Examination/ Possibility of Placement
6	We have discussed the Batch timings with the enrolled students and the students have confirmed the suitability of the same. No student is expected to miss the Batch on account of Job/Internship/other Tuition Classes.	Yes/No <input checked="" type="checkbox"/>
7	Students have confirmed that they have adequate equipment namely Smart Phones/Laptop/Desktop and sufficient Network Data to attend Online Classes and Online Mock Interviews during HR Workshop.	Yes/No <input checked="" type="checkbox"/>

Thus, we confirm the Batch formation and request to launch the Batch as per mutually decided Date.

College to appoint 2 Student Coordinators for the Batch. Students to be from the Batch.		
	Name	Mobile Number
Student Coordinator	Sanjivani Thakre	7773926754
Student Coordinator	Yogesh Chikram	8482926994

Thank you!

Dr.B.A. Mehere

Principal

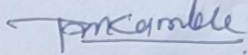
(Sign)

(College Name and Stamp to be affixed)

PRINCIPAL
DR. AMBEDKAR COLLEGE
NAGPUR

Ms. Pooja Kamble

CPBFI College Coordinator



(Sign)



Dr. AMBEDKAR COLLEGE
DEEKSHABHOOMI, NAGPUR
DEPARTMENT OF COMMERCE
Session-2023-24
Notice

All the students of B.com are hereby informed about the seminar to be held on 17th of October in collaboration with Bajaj Finserv Ltd., and department of commerce at Mini Auditorium at 10.am.

All the students attendance is mandatory with positivism.

CPBFI

BAJAJ FINSERV | ACTIVATE

CPBFI Courses and Structure

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Course: Communication and Workplace Skills

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Course: Overview of Banking

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- Compliance and Ethics
- Future of Banking
- Inclusive Banking
- Introduction to NBFCs
- Overview of Corporate Banking

Classroom Only

Banking
24 hours
8 days

Insurance
24 hours
8 days

Communication
36 hours
12 days

Managing Self
12 hours
2 days

Dr. Varsha Panbude

(HoD, Commerce)

Dr. B.A. Mehere

(Principal, Dr. Ambedkar, college)

CERTIFICATE :

