

<b>Day</b>	<b>Session</b>	<b>Subject</b>
<b>1</b>	<b>I</b>	Registration & Inauguration. About the Institutes, Rules & Regulations of Training.
	<b>II</b>	Rapport building and unfreezing – Ice breaking exercise
	<b>IV</b>	Basic Information on Financial Inclusion – Need for BC / BF Model – Opportunities for gainful employment.
<b>2</b>	<b>I &amp; II</b>	Competencies required for a successful BC / BF
	<b>III</b>	Introduction to Banking : Principles of Banking, functions of Banks
	<b>IV</b>	Banker customer relationship - KYC norms and Anti money laundering measures
<b>3</b>	<b>I &amp; II</b>	Demand and Time Deposits – Various types of Deposits
	<b>III &amp; IV</b>	Banking -Principles of Lending – Agricultural and Other Priority sector advances / Government Sponsored Schemes
<b>4</b>	<b>I</b>	Micro Finance: Micro Finance delivery models
	<b>II</b>	SHG Formations: Role, structure, composition and functions.
	<b>III</b>	Interaction with leading NGO with case study on SHG
	<b>IV</b>	Effective communication and Managing customers.
<b>5</b>	<b>I &amp; II</b>	Advances - Retail lending
	<b>III - IV</b>	Ring Toss Exercise – Risk taking & Goal setting behavior
<b>6</b>	<b>I &amp; II</b>	Live demonstration of Banking transaction by Service provider-
	<b>III</b>	Bank's specific credit and savings products
	<b>IV</b>	Time Management
<b>7</b>	<b>I &amp; II</b>	Banks specific MSME credit schemes with specific reference to MUDRA
	<b>III &amp; IV</b>	Mobile banking and Internet banking and other delivery channels- theory and demo
<b>8</b>	<b>I</b>	Securities and mode of Charge creation on securities and documentation
	<b>II</b>	Advances - Recovery & follow up
	<b>III &amp; IV</b>	Exercise in Filling-in Account opening forms, loan applications and loan documentation,

<b>9</b>	<b>I</b>	Tower building exercise- Developing self confidence
	<b>II</b>	Interaction with practicing /successful BC / BF Roles and Responsibilities of BCs- Remuneration to BCs- Clarifications
	<b>III</b>	Social Security Schemes of the Government – PMJDY, APY, PMJJBY, PMSBY, PMFBY etc
	<b>IV</b>	Marketing of various Banking Products including social security products
<b>10</b>	<b>I</b>	Human Relations
	<b>II</b>	Financial Literacy Centers : Roles of BC / BFs in Financial education
	<b>III</b>	Final Evaluation Test
	<b>IV</b>	Feedback & Valedictory