



INDIAN INSTITUTE OF BANKING & FINANCE
(ISO 21001:2018 Certified Institute)

**Kohinoor City, Commercial II, Tower 1, 3rd floor,
Off LBS Marg, Kiroli Road, Kurla
(W), Mumbai – 400 070.
Website: www.iibf.org.in**



**TRAINING PROGRAMME
ON**

**Leadership & Development of Soft Skills for Branch Managers
(INTERACTIVE PHYSICAL SESSIONS)**

21st to 23rd May 2025 (Wednesday - Friday)

(Non-Residential Programme)

Venue: Leadership Development Center – Kurla (West), Mumbai.

Background

During its 96 years of service, IIBF which is an "Institute of the Bankers, for the Bankers and by the Bankers", has emerged as a premier institute in banking and finance education. Considering the emerging requirements of the bankers in the ever changing dynamic environment, IIBF has been providing training to bankers in select areas. IIBF has world class training facilities at its Leadership Center, Mumbai. It also has four Professional Development Centres (PDCs) at Mumbai, Delhi, Chennai & Kolkata.



Purpose

The Banking Industry is undergoing a total transformation for the past few years and changes are bound to continue in future also in alignment with our country's requirements and needs. Indian Banks have played a vital role in country's economic development. However, in the past few years large experienced people have retired and young professionals have joined the Banking Industry.

The young banking professionals also assuming Branch leadership responsibilities at an early stage of their career and the mentors and trainers are thin on ground. They have to direct and lead a team to achieve their organisation goals in a time bound manner. As management guru Mr. Peter Drucker has mentioned “Leadership must be learned and can be learned”. As leaders of an organisation, it is their responsibility to create a future for their organisation.

As a leader of a bank branch they have to lead a team of knowledge workers to achieve their mission. The leaders must know and understand those they wished to lead, and lead in a way followers could relate to. Becoming a leader means having the will to pursue a path that builds that competency and capacity. As Peter Drucker has said” Management is doing things right; Leadership is doing right things”.

The leadership is influencing people by providing purpose, direction, and motivation, while operating to accomplish the mission of the organisation. The most effective means of influencing people is through communication.

Content Coverage



METHODOLOGY

- Physical classes delivering the sessions by
 - Lecture
 - Experiential Learning - Assessment Tools and Profiling along with Role Playing & Management Games
 - Icebreaker Activities
 - Case Studies
 - Sharing of experiences by Subject Experts/ practicing Professionals.

TARGET GROUP

- Scale III and IV of Branch Managers or Scale III and IV of Heads of Departments in Regional/Zonal/Corporate Offices

TRAINING PERIOD

- On 21st, 22nd and 23rd May 2025 (Wednesday, Thursday and Friday), from 10am to 5pm.



Glimpses of Interactive Sessions



ICEBREAKERS
&
MANAGEMENT GAMES



ASSESSMENT TOOLS
&
PROFILING

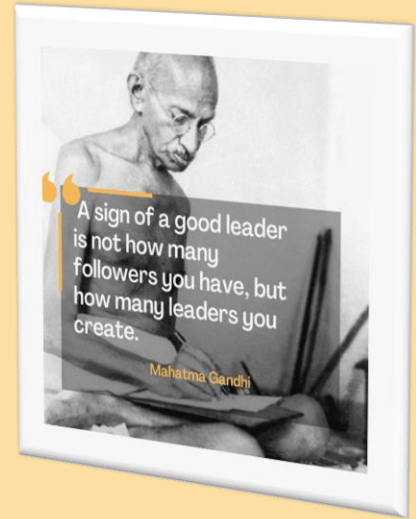
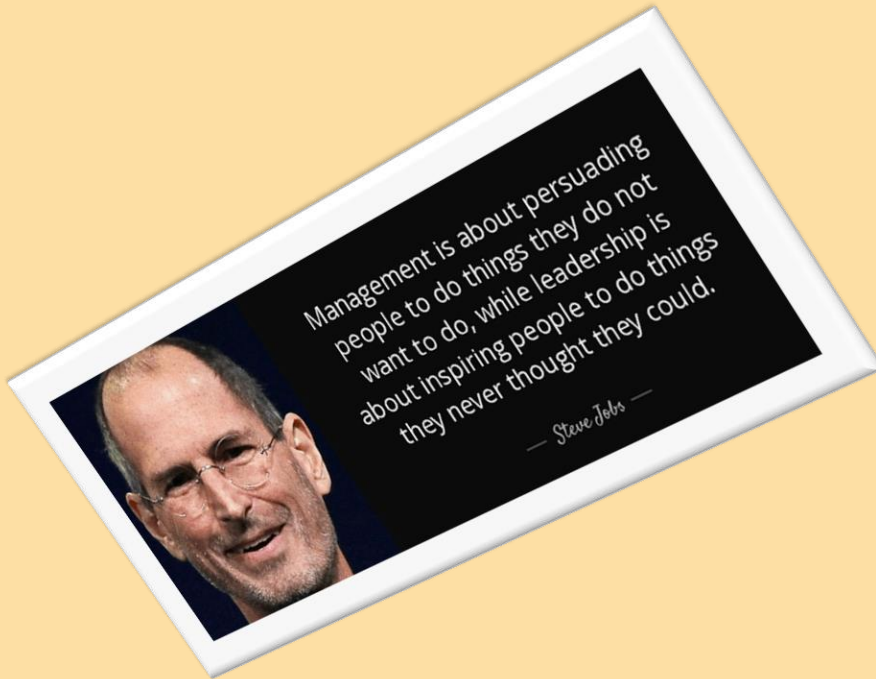


ROLE PLAYING



BEHAVIOURAL PROFILING
&
BODY LANGUAGE





Fees

Rs.9,000/- per participant plus GST @18% i.e. Rs.1,620/- aggregating to **Rs.10,620/-**
(In case of TDS deduction, please send us TDS certificate)

Note: This is a Non-Residential Programme

Programme fees may be remitted to the credit of Institute's account as given below:

- Beneficiary Name : Indian Institute of Banking & Finance
- Name of the Bank branch : State Bank of India, Vidya Vihar Branch
- Account no : 36919200263 (Savings A/c)
- IFSC code : SBIN0011710
- PAN No : AAATT3309D
- GST TIN ID : 27AAATT3309D1ZS for Maharashtra

Please send your nominations at the earliest to:	Dr. Sandeep Hegde, Faculty - Training Phone: +91-22-68507010, Mobile: 9870194712 Email: fm.trg1@iibf.org.in	Mr. L V R Prasad, Director (Training), Phone: +91-22-68507004, Mobile: 9650433118 Email: dir.trg@iibf.org.in
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