



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

**Kohinoor City, Commercial II, Tower 1, 3rd floor,
Off LBS Marg, Kiro 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)**

12th to 14th August 2024 (Monday - Wednesday)

(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 12th, 13th and 14th August 2024 (Monday, Tuesday & Wednesday), from 10.00 AM to 5.00 PM.



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:

Name of the Bank branch	: State Bank of India, Vidya Vihar(West), Mumbai.
Account no	: 37067835882
IFSC code	: SBIN0011710
PAN No: AAATT3309D and GSTIN No: 33AAATT3309D2ZY	

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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INDIAN INSTITUTE OF BANKING & FINANCE
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Nomination Form (for Banks/FIs & Other Organisations)

Programme title: Leadership and Development of Soft Skills for Branch Managers

Date: On 12th, 13th and 14th August 2024 (Monday, Tuesday & Wednesday), Programme Type: Physical

Note: This is a Non-Residential Programme

Participants Nominated:

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch/Office	Mobile No. and Land Line No.	E-mail
1					
2					
3					
4					

Name of the Bank/FI	:
Address	:
GST No	:
PAN No	:
Phone/Mobile Number of Nominating Official	:
E-Mail ID of Nominating Official	:

Fee

Rs. 9,000/-per participant plus GST@18% i.e. Rs.1,620/- aggregating to **Rs.10,620/-**
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Account no	: 37067835882
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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
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INDIAN INSTITUTE OF BANKING & FINANCE
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Nomination Form (for Self-Sponsored Candidates)

Programme title: Leadership and Development of Soft Skills for Branch Managers

Date: On 12th, 13th and 14th August 2024 (Monday, Tuesday & Wednesday), Programme Type: Physical

Note: This is a Non-Residential Programme

Details of the candidate:

Sl.No	Name (Mr./Ms./Mrs.)	Designation	Branch/Office	Mobile No. and Land Line No.	E-mail
1					

Fee

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)

Programme fees to be remitted to credit of Institute's account details as follows:

Name of the Bank branch	: State Bank of India, Vidya Vihar(West), Mumbai.
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