



UG Curriculum

PROGRAM	BA	BA(Hon)	B.Com	B.Com(Hon)	M.Com	MA - Eng	MA- Eco	MA- Psy
Tick ✓								

SEMESTER	1	2	3	4	5	6	7	8
Tick ✓								

SPECIALIZATIONS									
BA	Eco	Eng	Psy	Gen					
Tick ✓									
BCOM	Costing	Banking	Entrep	MKT	Fin & Acc	Mgt Acc	HRM	Bus Analytics	Gen
Tick ✓									

Name of the Department	Centre for Skill Development
Name of Head of Department	Dr.Neelofar Raina
Title of the Course	Professional Retail Banking
Course Code	SKL06
Type of Course (New / Revised)	Revised
Number of Credits	03
Date of Approval by BoS	26/10/21
Date of Implementation	2021

Course Outcomes
1. Visualize practical requirements of working in BFSI Sector, keeping in mind the Digital Transformation.
2. Discover Banking and Financial Sector Operations with hands-on experience
3. Discuss the entire basket of Retail Banking Products



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4. Convince Customers as bankers on channel migration

5. Develop an understanding of Banking Processes through Simulators

6. Formulate Financial Planning and Manage Personal Finance

DETAILS OF SYLLABUS

UNIT NUMBER	DETAILS	NUMBER OF LECTURES
1	<ul style="list-style-type: none">● Ice Breaking● Expectation Sharing by Industry leaders & HR Heads.● Course Roll Out● What do Banks & Financial Companies Seek in You?● Career options in BFSI for Freshers	8
2	<ul style="list-style-type: none">● Profitability and Revenue Generation● Demand & Time Deposits● Secured & Unsecured Loans● Payment & Collection: Advent of newer methods● Cs of Borrowing● Credit Appraisal● CIBIL● Assessment	12
3	<ul style="list-style-type: none">● Lab Sessions● Core Banking Solutions● Software Exposure● Demat Account● Simulating Transactions● Banks Website● Online Games to verify instruments.	10



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	<ul style="list-style-type: none"> ● Dynamic Queue Management ● Assessment 	
4	<ul style="list-style-type: none"> ● Simulating Transactions ● Banks Website ● Online Games to verify instruments. ● Dynamic Queue Management ● Assessment 	6
5	<ul style="list-style-type: none"> ● Goal Based Planning ● Factors Associated Life Stage ● Risk Appetite ● Asset Classes ● Types of Planning: Retirement/ Cash/Tax/Estate ● Project 	6
6	<ul style="list-style-type: none"> ● Value perception ● Feature Advantages Benefits ● Lifetime Value of a Customer ● Sales Cycle Drills ● Service Quality & Complaint Handling 	3
	Total	45

Reference List

1. Introduction to Financial Planning by Indian Institute of Banking & Finance
2. Thinking Fast & Slow by Daniel Kahneman
3. One Up on Wall Street by Peter Lynch
4. The Psychology of Money by Morgan Housel

Suggested Websites:

- <https://www.nism.ac.in/>



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