



SIES College of Commerce & Economics (Autonomous)
in association with **FinX** is offering

1 year PG Diploma in Banking, Lending & Credit

(Academic Year 2024-25)



Why Banking, Lending & Credit?

India's unbanked population is vast, but recent technological advancements have transformed its banking sector significantly. Government and regulatory efforts have spurred a growing demand for banking services. With increased internet and communication technology access, banking and lending services are now readily available to the masses. Modern banks offer specialized services at low costs, leading to a surge in demand for knowledgeable professionals, termed "Modern Bankers," in the evolving knowledge economy.

The Post Graduate Diploma in Banking Lending & Credit equips professionals with essential knowledge for modern banking and lending across diverse client segments. It covers functional areas like Foreign Exchange management, Portfolio Management, and Advisory Services, along with modern tools and techniques applicable to banking and non-banking sectors. Participants gain real-time skills for informed decision-making in lending, foreign exchange, treasury management, and advisory services, aiming to become successful bankers. It offers in-depth understanding of finance concepts with practical case studies

The program targets commerce and management graduates for core banking and specialized finance roles, including

- **Credit Risk Analysis**
- **Financial Analysis**
- **Project Finance**
- **Portfolio Management**
- **Capital Markets**



Program Highlights

Industry Recognised Certification | Internship & Placement support

We offer a full-fledged module-based teaching process that covers everything you need to understand wealth management. Students will be **trained in core Banking lending & Credit** that require expert financial advice.

- ✔ Joint PG certification from **SIES College of Commerce & Economics (Autonomous)** and **FinX**.
- ✔ Contemporary Banking and Lending programme **taught by faculty of domain experts**.
- ✔ Course designed and **structured to educate participants with or without prior exposure** to Banking, Lending & Credit.
- ✔ **In-depth knowledge of concepts and real-life applications** of Finance/ Commerce/ Investment Banking imparted along with practical case studies.



Program Benefits



Prepares you to be job - ready in the BFSI industry and gears you up to start a career in Banking Lending & Credit.



Allows you to practically implement the concepts through case studies and while pursuing internships in the corporate world.



Enhances your behavioural skills to build long lasting client & business relationships in the industry.



Comprehensive understanding of banking, lending & credit equips you to serve clients efficiently.



Apart from benefiting your professional career, the program also equips you with essential skills for managing your personal finances.



Course Structure & Fees

Semester 1

- Financial Management
- Economics Concept for Bankers
- Customer Relationship Management & Distribution of Financial Services
- Banking & NBFC Products and Services
- Banking Law and Regulations
- Data Analysis using Spreadsheets (Advance Excel)
- Professional Ethics and Code of Conduct for Bankers

Semester 2

- Project Appraisal and Financing
- Practical Aspects of Lending
- Rural Banking & Micro Finance Institutions
- Modern Banking and Future Technological Trends
- International Banking and Foreign Exchange Management
- Treasury and Fund Management
- Report Preparation and Presentation Techniques

Semester 3

Industry Internship – Project Report

FEES

₹ 94,400

Inclusive of GST



Industry Expert Trainers



Nikunj Sharma

Director, CIEL & Head Investor Awareness & Training

Nikunj has over 25 years of experience in the BFSI industry and a published author of the book 'The Stock Market Monk'



Harish Menon



CA & Founder & CEO of H-Zone Capital Management Services (H-Zone Capital) & Co-Founder of House of Alpha

Harish has over 20 years of experience in financial markets, taxation, accountancy.

FinX Placement Partners

Work with the most reputed names in the Banking, Financial Services and Insurance industry





SIES College of Commerce & Economics (Autonomous)

SIES College of Commerce & Economics (Autonomous) was established in May 1989 and was inaugurated by the then Vice President of India Dr. Shankar Dayal Sharma. It has now become synonymous with excellence in education.

The college that began as a single faculty college with 400 students and 7 lecturers, now offers under graduate and post graduate courses in Commerce, IT, Management, Banking and Insurance, Accounting and Finance to over 2,700 students supported by over 50 full-time and visiting faculty members. The Junior College with over 1,000 students and 18 teachers give the college the required strength to provide a complete package of quality higher education.

In a short history of a couple decades, the college has not only produced university rankers but also the achievers in sports and other cultural activities

VISION

- Respond In A Creative Manner To A Continuously Changing Cosmopolitan Society.
- Support Cultural And Ethnic Diversity In The Student Community.
- To Create Socially Committed And Responsible Citizens With High Aptitude And A Sense Of Ethics And Equity.
- To Use Education As A Tool Of Empowerment.

MISSION

- To Provide Equal Opportunities Through Economic Assistance.
- To Foster Moral, Cultural , Social, Ecological And Spiritual Values.
- To Nurture Talent, Innovation And Entrepreneurship.
- To Create Generations Of Globally Competent Learners.
- To Produce Professionals And Leaders Who Can Be Torch Bearers.

About FinX

We are a skilling company, driven by promise of a brighter India, vision of connecting formal education with practical skilling to create job ready students for BFSI. We are one of the largest corporate training companies in BFSI Industry and have been providing corporate learning solutions since 15 years to employees and professionals in Banking, Asset Management, Wealth Advisory, Insurance, Financial Distribution and Broking Companies.

We are headquartered in Mumbai (financial capital of India) with presence over 100 cities across the country**. Senior Management team comprises accomplished & seasoned professionals from BFSI Industry with cumulative experience of over 200 years.

We work with BFSI Corporates & Learners with an objective to-

- Train corporate employees on regulatory gate-keeping examinations, specialised certifications in finance & online courses
- Conduct customised induction programs and productivity enhancing techno - behavioural trainings
- Conduct Financial Awareness Programs on behalf of Regulators, Stock Exchanges and Mutual Funds for corporate employees, faculty, students, self-employed, women groups etc

Our Credentials

- **600000 +** Corporate employees and learners trained
- **50+** Placement Tie-ups with BFSI companies
- **100+** Corporate tie-ups for Training / Up-skilling mandates
- **100+** Online Courses and Certifications (BFSI Technical Domains and Soft Skills)
- **1000+** Empanelled Trainers across the country
- **NISM accredited** Training Partner for CPE since 2010
- Partner of **SEBI, PFRDA, NISM, NCFE, BSE, NSE** and many more
- **15000+** Students trained to be job ready
- **200+** College affiliations pan-India

For more information, please contact below

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