Sanjay Ghodawat University, Kolhapur
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Empowering Lives Globally !

FACULTY OF COMMERCE & MANAGEMENT

REPORT ON CPBFI COURSE CONDUCTED BY BAJAJ FINSERV

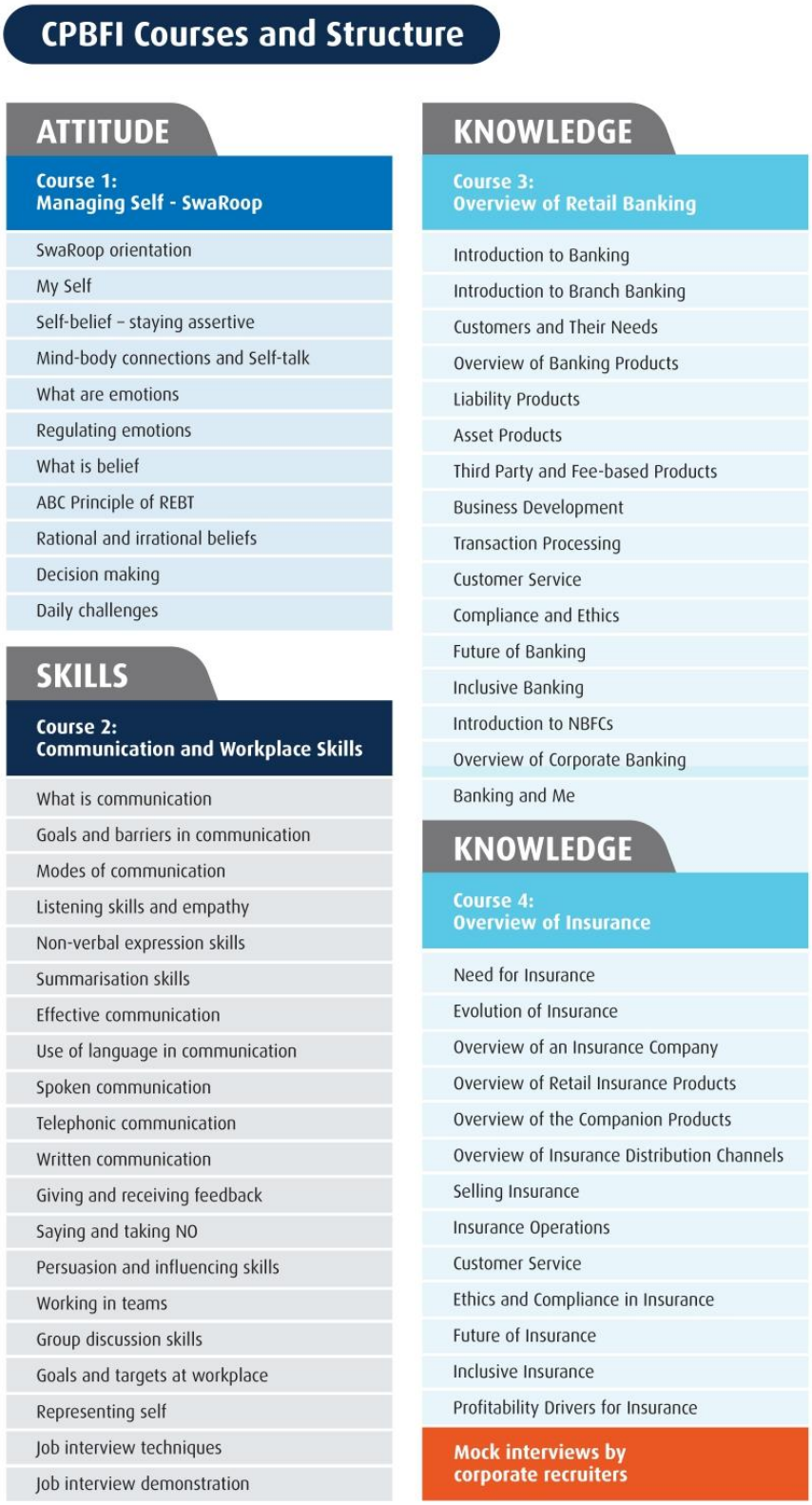
JULY 8TH TO JULY 24TH, 2024



Introduction: The Certificate Programme in Banking, Finance, and Insurance (CPBFI) was organized by Bajaj Finserv for second-year MBA students from July 8th to July 24th , 2024. The Certificate Programme in Banking, Finance & Insurance (CPBFI) commenced with a well-structured curriculum aimed at providing in-depth knowledge and practical skills in the fields of banking, finance, and insurance. The programme was divided into distinct modules, each focusing on a specific area and conducted by expert instructor



Course Structure



CPBFI Structure & Schedule

Courses

1. **Managing Self – Swaroop**
   - **Engagement Hours** – 12 Hours - **02 days**
2. **Communication and workplace skills**
   - **Engagement Hours** – 36 Hours - **06 days**
3. **Overview of Retail Banking**
   - **Engagement Hours** – 24 Hours - **04 days**
4. **Overview of Insurance**
   - **Engagement Hours** – 18 Hours - **03 days**

Total Hours **: 90 Hrs**

Learning Mode/days **: 15 days Offline**

Total Programme Duration **: 15 Days**

Day 1-2: Banking

Dates - 8th July –9th July – [2 days]

Enragement Hours (6 hours/day) = **12 hours**

Day 3-4: Managing Self

Dates - 10th July – 11th July – [2 days]

Enragement Hours (6 hours/day) = **12 hours**

Day 5-9: Communication & workplace skills

Dates - 13th July – 16th July – [4days], (14th July = Holiday)

Enragement Hours (6 hours/day) = **24 hours**

Day 10-12 : Insurance

Dates - 17th July – 19th July – [3 days]

Enragement Hours (6 hours/day) = **18 hours**

Day 13-15 : Communication & workplace skills

Dates - 20th July – 22nd July – [2 days], (20th = Holiday)

Enragement Hours (6 hours/day) = **12 hours**

Day 16-17 : Banking

Dates - 23rd July – 24th July – [2 days]

Enragement Hours (6 hours/day) = **12 hours**

TOTAL Engagement Hours = **90 Hours**

12 Hours Extra hours allocated if any adjustment is required for "HR Workshop".

Students Details: -

Sr No.	NAME	PROGRAM
1	CHAVAN ASHOK ANNASAHEB	MBA
2	CHITLANGIA RADHIKA PURUSHOTTAM	MBA
3	DESAI ISHA SUNIL	MBA
4	DHAVAL KIRTI HEMANT	MBA
5	HARALE CHIRAG VIKAS	MBA
6	JAMADAR ERAAM RAFIK	MBA
7	KAMBLE SARANG SANJAY	MBA
8	KOTHARI NIYATI MANISH	MBA
9	KUDUCHKAR VAIBHAVI RAJESH	MBA
10	KUMBHAR PRASAD RAMCHANDRA	MBA
11	MANIYAR PARTH LAXMINARAYAN	MBA
12	NALAWADE TEJAS ARUN	MBA
13	PATEL GAURANG RAMESH	MBA
14	PATIL PRATIKSHA ANANT	MBA
15	PATIL VAIBHAVRAJ HANMANTRAV	MBA
16	POL ANKITA SURESHRAO	MBA
17	RATHI KHUSHI RAJARAM	MBA
18	SHINDE DHANSHREE RAJU	MBA
19	SURYAWANSHI SNEHAL ARJUN	MBA
20	THAKKAR JINAL KIRTIKUMAR	MBA
21	KADAM ONKAR RAJKUMAR	MBA
22	KANWALIA RAHUL KAILASH	MBA
23	YEVALE SAIRATNA SHASHIKANT	MBA
24	BHAT SWARAJYA PRASHANT	MBA
25	SHEDBALE DIVYA SANJAY	MBA
26	DESAI KRUTVEEKA KASHINATH	MBA
27	JHANWAR RADHIKA KISHANLAL	MBA
28	CHETAN KALLLAPA MANE	BBA
29	DIYA VINOD GANATRA	BBA
30	HIREMATH JAYANAND VISHAL	BBA
31	IRFAN SHIRGAVE	BBA
32	JIYA KETAN SUCHAK	BBA
33	KASHISH SONI	BBA
34	MRUNAL TENDULKAR	BBA
35	NIMITA JAMARIYA	BBA
36	SAKSHI MALI	BBA
37	SARVESH PATIL	BBA
38	SHITAL MUSALE	BBA
39	SHRADDHA KUMAR PATIL	BBA
40	SHREYA NAIK	BBA
41	SIDDHI NOTANI	BBA
42	VAISHNAVI BIRAJDAR	BBA
43	VRINDA SINGHAL	BBA

- **Number of Students Enrolled:** 43 (Forty-Three)
- **Faculty and Course Coordinator:** The course was facilitated by experienced professionals from Bajaj Finserv:
    1. **Mr. Lakshmikant Katti** – Overview of Banking
    2. **Mrs.Madhuri Hebbalkar -**Communication & Workplace Skills/Managing Self-Swaroop
    3. **Dr. Amit Yalgi -** Insurance

The course coordinator responsible for overseeing the program and coordinating with faculty and students was **Mr. Sagar K kurane, Mr. Prashant Kumbhar & Mr. Vishal Patil.** Their meticulous planning and effective coordination contributed significantly to the successful execution of this event.

The Event coordinator responsible for overseeing the program and coordinating with SGU management are **Dr. Amit Yalgi.** Trainer, Bajaj Finserv

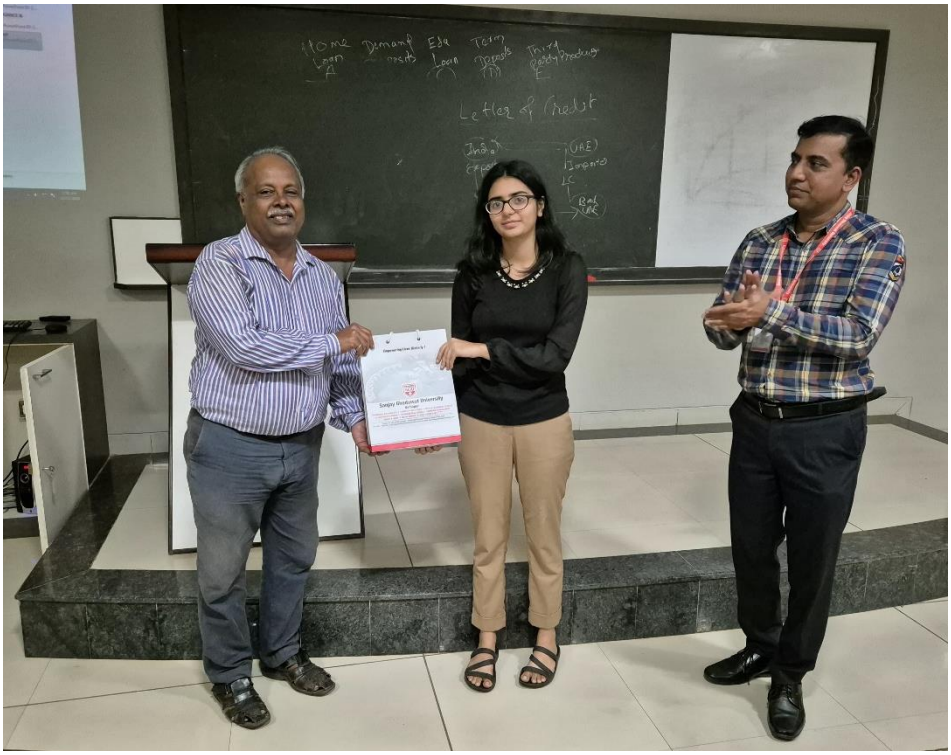
Course Overview:

1. **Managing Self - Swaroop:** Dr. Madhuri Hebbalkar mam led the sessions on self-management, introducing us to techniques that are crucial for personal and professional growth. The PER (Pause, Evaluate & Respond) technique was a key highlight, teaching us how to manage our reactions and responses thoughtfully. She also covered self-talk and the spectrum of emotions. Through role plays and various activities, she provided practical tools to enhance our personalities and improve our self-management skills.





2. **Overview of Retail Banking:** The banking module, conducted by Mr. Laxmikant Katti sir, covered fundamental topics such as the types of banks, types of accounts, and types of loans and many more banking knowledge. His teaching methods were highly interactive, incorporating activities, case studies, and game plays to ensure that students could grasp complex banking concepts effectively. This approach not only made the learning process engaging but also provided practical insights into real-world banking operations. He provided in depth banking knowledge to students



3. **Communication and Workplace Skills:** This extensive module on communication and workplace skills was also conducted by Dr. Madhuri Hebbalkar mam. It included a wide array of topics such as communication skills, the mind-body triangle, barriers to communication, empathy, sympathy, writing skills, listening and hearing, reacting and responding, summarization, and both formal and informal and also verbal and nonverbal communication. Additionally, she taught workplace skills and etiquette. Her sessions were highly interactive, featuring role plays, group discussions, and presentations. These methods ensured that students could practice and refine their communication and workplace skills in a supportive environment. To keep us engaged, especially during post-lunch sessions, she incorporated small activities that reinforced learning and kept our energy levels high.





4. **Overview of Insurance:** Dr. Amit Yalgi sir conducted the insurance module, providing a thorough understanding of the principles of insurance, various types of insurance products, and effective sales techniques. One of the standout lessons was learning how to sell insurance products subtly without making it obvious to the customer. His sessions were interactive, with role plays and group discussions that helped students grasp the intricacies of insurance concepts and sales strategies. His practical approach ensured that we received a deep and comprehensive knowledge of the insurance industry.





Assessment:

- **Mock Interview:** Students participated in mock interview sessions on 22nd July 2024 to simulate real-life interview scenarios. This provided practical experience and feedback on their communication and interpersonal skills.
- **MCQ Test:** A multiple-choice question test was conducted on 29th July 2024 to assess students' understanding of the course material. The test covered all modules and served as a comprehensive evaluation of knowledge gained.

Conclusion: The CPBFI course was an valuable educational journey that covered essential topics in banking, finance, and insurance. Each module was meticulously designed to provide both theoretical knowledge and practical skills, facilitated through interactive teaching methods. The insights and skills gained from this course have significantly impacted our perspectives, preparing us for successful careers in the finance industry. The CPBFI course was not only academically enriching but also instrumental in personal development. It offered a holistic educational experience, shaping us into better versions of ourselves and equipping us with the necessary tools to excel in our professional lives. Those who missed this opportunity have missed out on a vital learning experience that has the potential to transform their careers and personal growth.

Attachments:

1. *CPBFI Batch Performance*
2. *CPBFI Course structure*
3. *CPBFI Student enrolled attendance record*

Prepared By-

Prof. Sagar K Kurane
Program Coordinator- CPBFI
Date: 24th August, 2024