



Get an Assured Job Assistance with

Post Graduate Program in Banking and Finance



Program Overview

Our 200-hour Postgraduate Program in Banking and Finance is designed to equip you with the essential knowledge and practical skills required to excel in entry-level roles within leading retail banks, NBFCs, and KPOs. This comprehensive curriculum covers a wide array of banking and finance topics, from the fundamentals of banking to advanced financial products, regulations, and digital innovations in the industry.

Upon successful completion of the program, graduates are guaranteed an interview with top financial institutions, giving you the opportunity to kickstart your career in banking, finance, or related fields.



3 Months
Program



200 Hours of
Learning



100 % Job
Assistance



Earn Upto
4 LPA

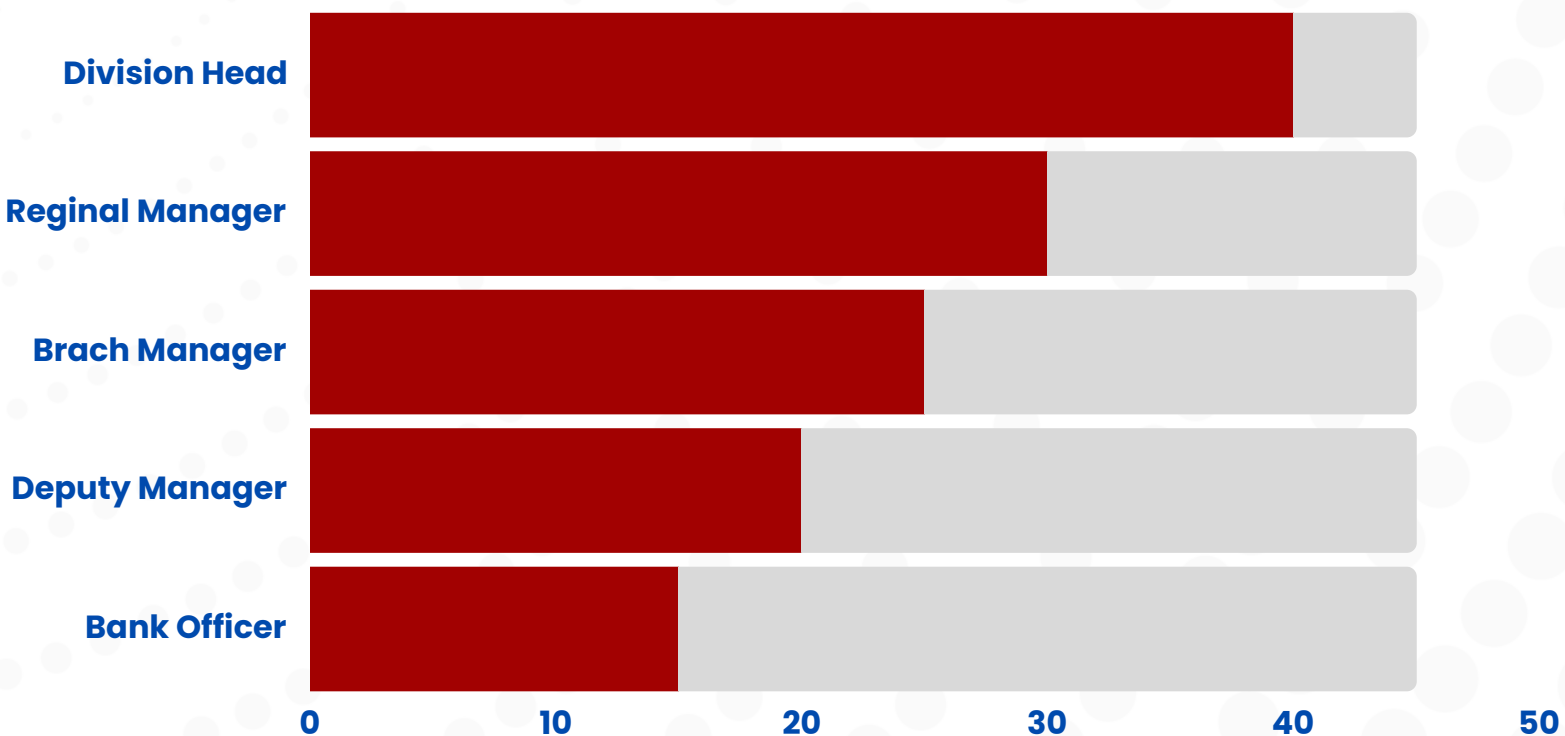
Program Highlights

- In-depth understanding of banking functions, economic policies, and the structure of the Indian banking system
- Industry-relevant training with soft skills, personality development
- Preparation for industry recognized NISM certification
- Experiential learning, hands-on training by industry Experts
- Assistance in preparations for mock interviews for varied job roles

Eligibility Criteria

- A Graduate Degree with at least 50% average marks in any Stream is required
- Candidates must be under 28 years old
- There should be a maximum gap of 2 years between completing 10th grade and Graduation
- Applicant should have no more than 2 years of working Experience
- 2 years gap between 12th and Graduation can be considered

Growth Opportunities in the Banking and Financial Services Industry



| Course Curriculum

Module 1: Understanding Banking

- What is a bank?
- Functions of Banking
- Banks' Contribution to the Economy
- Structure of the Indian Banking System
- Money, Banking, and Economic Policy

Module 2: Liability products & other products

- CASA
- Fixed Deposit
- Recurring deposits

Module 3: Asset Products

- Unsecured Business Loan
- Personal Loan & Credit card
- Small Business Loan
- Banking Credit
- Banking Credit Risk Control
- Mortgage loans
- Automobile loans

Module 4: NRI Products

- Types of accounts for NRI's
- NRE, NRO & FCNR

Module 5: Regulations:

- Banking regulation act
- RBI, SEBI, PFRDA, IRDA, AMFI
- AML & KYC

Module 6: Financial Investment Products

- Financial Market for Investments
- Securities Market overview
- Equity Derivatives
- Mutual funds
- Investing in Fixed Income Securities
- Commodity
- EI'Fs , Life Insurance & General Insurance
- Introduction to tax planning
- DE Mat account

Module 7: Business banking

- What is Business banking?
- Need of Business Banking
- Industrial loans / Syndicate loans
- Project finance
- Foreign trade financing
- Bills of exchange
- Overdraft facility

Module 8: Foreign exchange Services

- Issue & encashment of Foreign currency
- Issue and encashment of travel card
- Remittance of money
- Foreign currency DD
- Wire transfer

Module 9: Digital Enablers in a Bank

- Mobile Banking
- Internet Banking
- Cash deposit and withdrawal machines
- NEFT, RTGS & IMPS
- Digital Wallets

Module 10: Overview of Fintech

- What is Fintech
- Overview Cryptocurrencies & Blockchains
- Digital Wallet

Module 11: Sales and Relationship Management

- Sales Strategy & Market Outreach
- Consumer Decision-Making & Influencing Factors
- Sales Conversion Process & Lead Management
- Client Satisfaction & Service Excellence
- Key Professional Skills in Banking & Finance
- Relationship Management

Module 12: Personal and Professional Proficiency (PPP)

- Grooming
- Workplace Conduct & Professionalism
- Business Communication Etiquette
- Mindset Development & Active Listening
- Ownership and initiative
- Emotional Intelligence & Interpersonal Awareness
- Teamwork
- Job Interview Techniques & Resume Building
- Conversational skills
- Listening skills
- Presentation skills
- Writing skills

Module 13: Overview of Excel:

- Introduction to MS Excel

Module 14: Mock Interviews and Guest sessions



WHAT CAN I BECOME

**Sales
Officer**

**Bank
Teller**

**Acquisition
Manager**

**Relationship
Manager**

**Commercial
Banking
Officer**

**Business
Development
Executive**

| Success Journey

Eligibility Check

1

2

Program Fee Submission

Interview Process

3

4

Online Training Completions

Documentations


5

6


Placement



At cross learning we are committed to revolutionizing education by providing high-quality industry-driven course content designed to empower learners & prepare them for success in the ever-evolving job market with a focus on practical and hands-on learning. We equip students with the skills and knowledge needed to thrive in today's fast-paced world.

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