

BANKING AND INSURANCE

Course duration: 90 hours

Modules For The Program:

S No	Module	Details
1	Overview of BFSI	Indian Financial System
		Introduction to BFSI
		Regulatory Framework of BFSI
		Role of RBI, IRDAI, SEBI
		Career Opportunities in BFSI
2	Retail Banking	Basics of Banking
		Types of Customers
		KYC/AML

		Retail Liability Products
		Retails Asset Products
		Allied Services
		Banks as distributor
		Digital Banking
3	Financial Services	Demat Accounts
		Mutual Funds
		Types of Mutual Funds
4	Insurance	Role and importance of Insurance

		Life Insurance and General Insurance
		Types of Life Insurance Products
		General Insurance : Health and Motor Insurance
5	Customer Service and Marketing of Fiancial Services	Changing Customer Profile
		Customer Service for BFSI
		Marketing of Fianancial Services
		Distribution Channels
		Product Mix