



SANDIP UNIVERSITY

SCHOOL OF COMMERCE AND MANAGEMENT STUDIES

CERTIFICATE PROGRAM IN BANKING, FINANCE AND INSURANCE [CPBFI] (CERTIFICATION COURSE CLASSES)

[Event under MOU with Bajaj Finserv]

Our college Sandip university [school of commerce and management studies], Nashik had organized a CPBFI [certificate programme in banking, finance, and insurance] course for final year students of BBA V Sem & BBA Hon V Sem in order to make them prepared before entering the steps into the industrial world. 107 students registered themselves in this course.

The main objective of this course is to make graduates employable for banking, financial services and insurance industry. CPBFI is 100 hours training program which is conducted by pool of trainers with extensive training experience. Bajaj Finserv Ltd. joined hand with a leading management school in India to build Certificate Programme in Banking, Finance and Insurance (CPBFI). The curriculum has a good mix of domain knowledge and soft skills ranging from subjects like banking operations, insurance management, advanced business communications, which make students more confident to appear in for the interview in future.

The Certificate Programme in Banking, Finance and Insurance was structured having a strong assessment criterion which includes minimum 75% attendance and minimum 50% score in online assessment without which a student will not qualify for the certificate.

It includes 4 courses: -

- Overview of insurance [12 hours]
- Overview of retail banking [36 hours]
- Managing self [24 hours]
- Communication and workplace skills [24 hours]

There were almost 107 students who were enrolled in this course. These are further divided into

- **BATCH 1** [54 students] with student coordinator: -
Pratik Ugale
Naina Gupta



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- **BATCH 2** [53 students] with the student coordinator: -
Janhavi Dave
Pranav Patil.
- Our college coordinator was
DR. Tanushree Gupta and Mrs. Madhuri Tambe.

The lecture was held for 3 hours per day from Monday to Saturday per week. The students were divided into 2 batches. So, batch-1 session was started with overview of insurance and for batch-2 started with banking for whole one week and thereby these sessions were scheduled accordingly one by one for both the batches.

A Pre-Assessment Quiz was conducted on 30 /08/2023 to assess the student's level of awareness about financial service industry before the start of the programme. The program was launched on 31/08/2022 virtually.

The Banking classes were engaged by Mr. Charudatta Ganorkar who explained every topic clearly which lead learner to analyze the content. The classes were of great help to students who are planning a career in the field of banking.

The insurance and finance classes were conducted by Mrs. Sonali Telang mam who taught students through his life experience. She shared interesting and valuable experience which she had with his clients as well as fellow colleagues and showed how the life of an insurance agent truly is. Students understood the benefits of being an insurance agent and also the need to have an insurance policy for oneself.

The CPBFI started with a four-day [11th September-14th September] SWAROOP session by Mrs.Vishlaxmi mam and it was an interesting session for the students. She took the learners to the CPBFI program in a much deeper level.



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Communication and Work Skills sessions were conducted by Mrs. Shivangi kale mam for batch 1 and Sanjana Tikekar mam for batch 2. They covered various topics which helped enhance their communication and interactive skills. Apart from this, group projects and assignments were given and also conducted mock interviews. Group discussions were taken and a lot of interesting activities were conducted. It helps the students to boost their confidence in order to crack interviews.

On 01/11/2023 and 02/11/2023 for batch 1 and batch 2, all the participants were given a time slot to attend online mock interview with judges appointed by Bajaj Finserv which was an amazing experience for the students. The feedback on student's performance was reported to the course coordinator by the learning partner with all details regarding attendance and performance in examination with regard to all students.

On the whole, all the classes that were held during the 100 hours of teaching- learning were indeed very useful to all students regardless of their future carrier plans. Finally, all the students had a post assessment quiz on 06/11/2023 which showed an obvious improvement in their scores.

In the batch students from the Department of Commerce and Business Administration enrolled for this programme and of them successfully qualified for the certificate. Students for HRW Star performance and students for HRW participation certificate.



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Pre-assessment test

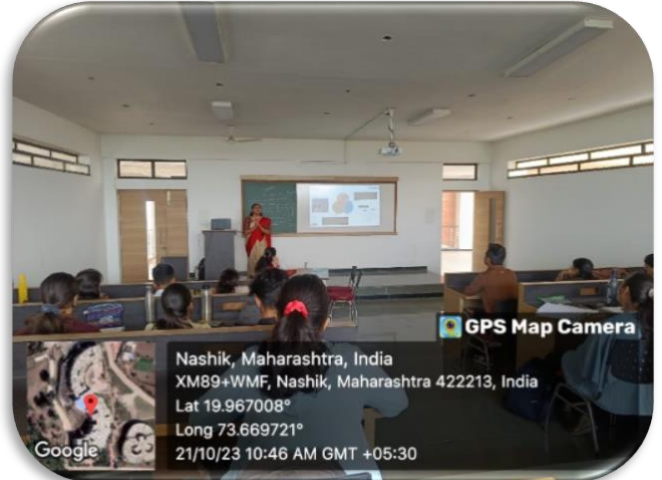


Batch launch event



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Classes conducted under Bajaj Fiserv





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Mock interview



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HRW interview

5:54 37%

pym-sbud-z...

Paragraph

Name: Pratik Ugle
Location:
Date of Interview: 01.11.2023
Position Applied for:

Rating scale: 1-Considerable improvement required 2-Moderate improvement required 3-Moderate improvement required 4-Remarks

Parameters	Rating (1-4) & Remarks	Remarks
1. Functional Knowledge: Has relevant and appropriate functional knowledge. Banking concept: Retail Assets & Liabilities products, KYC and UPI	3	
2. Communication Skills: Ability to communicate clearly & confidently. Ability to express ideas logically & sequentially. Listens attentively & demonstrates comprehension. Understands and speaks basic English.	3	
3. Collaboration: Team Player-Exhibits different aspects of coordination, cooperation and collaboration.	3	
4. Overall Personality and disposition: Body language, appearance and conduct. Eye contact, enthusiasm/energy level. Honesty/Integrity-Displays integrity between words and action & respects for rules. Commitment level-Displays conviction towards task accomplishment.	3	
5. Educational Background: Academic background- (Curricular and extra-curricular)	3	
6. IT skills: Comfortable with office and mail applications. Can comfortably use smart phones and/or handheld devices. Awareness of data security aspects.	3	
7. Adaptability and flexibility: Open for working at different locations and/or in different industries & roles.	3	

Decisions: SELECTED / NOT-SELECTED / ON HOLD

Sanjay is presenting

You Sanjay

5:50 37%

pym-sbud-z...

Paragraph

Name: Naina Gupta
Location:
Date of Interview: 01.11.2023
Position Applied for:

Rating scale: 1-Considerable improvement required 2-Moderate improvement required 3-Moderate improvement required 4-Remarks

Parameters	Rating (1-4) & Remarks	Remarks
1. Functional Knowledge: Has relevant and appropriate functional knowledge. Banking concept: Retail Assets & Liabilities products, KYC and UPI	3	
2. Communication Skills: Ability to communicate clearly & confidently. Ability to express ideas logically & sequentially. Listens attentively & demonstrates comprehension. Understands and speaks basic English.	3	
3. Collaboration: Team Player-Exhibits different aspects of coordination, cooperation and collaboration.	3	
4. Overall Personality and disposition: Body language, appearance and conduct. Eye contact, enthusiasm/energy level. Honesty/Integrity-Displays integrity between words and action & respects for rules. Commitment level-Displays conviction towards task accomplishment.	3	
5. Educational Background: Academic background- (Curricular and extra-curricular)	3	
6. IT skills: Comfortable with office and mail applications. Can comfortably use smart phones and/or handheld devices. Awareness of data security aspects.	3	
7. Adaptability and flexibility: Open for working at different locations and/or in different industries & roles.	3	

Decisions: SELECTED / NOT-SELECTED / ON HOLD

Sanjay is presenting

You Sanjay

College coordinators: - Dr. Tanushree Gupta
Mrs. Madhuri Tambe

Report prepared by student coordinator: -
Pratik ugle
Naina Gupta