



## Launch of "IFBI Wings: Alumni Edition"

*The link that each one of us have with our academic institutions is lifelong. Normally it is based only memories, but now the endeavor on both sides is to always make the relationship more substantial.*

*It is always a joyous moment to witness the renewal of a relationship.*

*We present "IFBI Wings" - a newsletter just for IFBI Alumni. This is a fresh initiative that we hope will grow wings and fly, just like you did since your initial days at IFBI.*

*Enjoy this issue and please do keep in touch with us at [www.IFBI.com/alumni](http://www.IFBI.com/alumni) or through [IFBI.assist@niit.com](mailto:IFBI.assist@niit.com)*

**- Editor**

# IFBI strengthens program portfolio with BFS series !

Based on the success of the PGDBO and PGDFPRM programs, IFBI has launched the new BFS series, focused on employability and multiple skills.

The BFS program is a 5 month program with specializations possible in Banking as well as in Financial Services. The program incorporates training for AMFI certification as well as the DBF certification from IIBF. Modules needed for today's environment like Financial Products and Services have been moved to the first semester. In today's challenged environment, it is important to

create BFSI professionals who are adaptable and possess multiple skills—whether in Banking, financial services or insurance. Flexible modes of delivery are offered as part of the design.

The program is embellished with Soft Skills, Selling Skills, Customer Service skills and IT skills. For more details on this new improved program of IFBI, log on to [www.ifbi.com](http://www.ifbi.com).

## Your IFBI now works with more placement partners than ever before !

We always knew that IFBI had a great relationship with ICICI Bank—which jointly promoted IFBI with Asia's No.1 Education and Training company—NIIT. Now, many new placement partners have been added to IFBI's Partner Organization list.

IFBI now has placement partnerships with ICICI Bank, Yes Bank, HDFC Bank, Kotak Mahindra Bank and Lakshmi Vilas Bank. A lot of IFBI PGDBO students are also working in operations and other functions in ICICI Prudential, and recently in ICICI Bank Phone Banking as well.

The FPRM program (Financial Planning and Relationship Management)

made major headway with

### **Did you Know ?**

**Even now, your IFBI places 8 students a day in reputed organizations**

placements in Kotak Mahindra Bank, ICICI Securities and Wealth Advisors group. Recently IFBI has also tied up with MNC players like Fullerton and two more Financial Solutions houses in India for which selection will commence soon. As choices increase, we are

sure that the careers of IFBIians will bloom and students will see more successful launches of their careers.

### **Shh! Don't tell anyone !**

*And all this does not count many of you who have built upon the learning in IFBI, taken your own efforts and made a start in many organizations which are not listed in this news item ! We are eager to hear from you !*

### **Did you Know ?**

**140+ IFBI - students were selected in Kotak Mahindra Bank**

# IFBI In-house Economist, Dr. Know, simplifies the economic environment for you !

Everyone is talking of challenges and economic slowdown. We asked our In-house IFBI Economist Dr. Know about India's economic environment and what is happening across various sectors situation in BFSI. Excerpts from the talk.

Of course there are many challenges in the environment for all organizations. Thankfully India's fundamentals and GDP growth are still strong and the economy is continuing to show growth. The same can't be said about Europe, Japan or USA. India is still clearly better off when compared to most economies.

We need to understand difference between "Slower growth" and "Slow down". The Indian economic situation is of "Slower Growth" in most sectors e.g. Banking, IT, ITES though some sectors seeing negative growth e.g. Airlines and Tourism.

Medium to long term prospects for BFSI sector remain bright for employees and corporates. PSU banks are recruiting in large numbers for retirement refill as well as expansions and this will continue for the next two years at least. The next round of Private sector bank branch expansion is expected in mid 2009 – 2010. New banking licenses have been issued and we need to watch how soon the banks start opening new branches, which will result in more recruitment needs.

## Did you Know ?

The first set of IFBI students are joining Lakshmi Vilas Bank this month. They come from different IFBI centres such as Hyd, Delhi, Lucknow, Nagpur, Pune, A'bad.

Also, under the WTO agreement, India has to open the banking sector to foreign banks soon – and this will also cause increase in hiring. Insurance companies continue to grow and thrive. Personal Financial services companies like equity broking houses and wealth management firms were in consolidation phase for the last 4 months after expanding dramatically early and mid last year.

All in all there should be a recovery in the next 3-6 month timeframe. But one has to be watchful of global developments and the unfolding political situation in India, with the General Election coming up.

All of us need to be more aware of the environment, be flexible and perform better—whether it is more care for the existing customer, more efforts to reduce costs, or more cross-selling of products.

## Has the slowdown impacted IFBI?

Of course all organizations are facing challenges including IFBI. There are real issues that need to be solved. However we should take care not to become too depressed about the economic situation. After all, we still have placed over 2000 students in the last 9 months.

## IFBI spreads wings and trains existing bankers !

IFBI has executed a number of Corporate Training programs for banking and finance professionals in the last two years. These have been for customers such as ICICI Bank, ICICI Prudential, Kotak Mahindra Bank, JP Morgan and UCO Bank.

In 2008, IFBI added Vijaya Bank to its client list for Finacle training. Programs were held in multiple locations in Karnataka like Mysore, Hubli, Shimoga, Man-

**'Mortgages and Collections are two new domains where our programs have been well received' - Manish Srivastava— Industry Alliances Head**

galore and Bangalore.

Recently IFBI also commenced training for Bank of India and is soon about to train professionals of a MNC bank as well. All this should come as no surprise to you since you know the depth of experience that the IFBI faculty and course material carry.

## Alumni Experiences from IFBI Ahmedabad

Mr J Thakkar—IFBI Ahmedabad student:

When I look back to 8 months before, I was struggling to shape my career. In IFBI, I found the perfect match to start my career as professional banker. Now, I am a confident banker who can handle any situation in a Bank. Every day, I manage financial transactions running into billions of rupees without any errors or cause of complaint to anyone.

Ms Pillai (IFBI Ahmedabad):

An excellent way of grooming my career as professional banker in IFBI, where I got trained in all aspects of banking with application orientation and use of technology. From day one hour one, I never felt like an alien in my Bank. I never anticipated that I can master the art of a banker so fast. IFBI has really changed my career. The faculty members and their support was awesome.

## SHARE YOUR EXPERIENCES !

We would love to hear from you. We have a new student contact email id - [IFBI.assist@niit.com](mailto:IFBI.assist@niit.com). We welcome you to write to us

- Share your experiences at work with IFBI— this can be just as feedback or for publication.
- Share any support that you require (example— assessments, transcripts, certificates)