

Branch Managers Development Program



Contents

1st Iteration

January 18-20, 2023
2:00 pm - 6:00 pm
F2F, Okara

2nd Iteration

January 25-27, 2023
2:00 pm - 6:00 pm
F2F, Abbottabad

3rd Iteration

February 6-8, 2023
2:00 pm - 6:00 pm
F2F, Peshawar

Day 1: Attributes of Good Managers & Leading High Performance Teams

Day 2: Compliance of SBP New Initiatives

- Recent guidelines about Banking Conduct and Consumer Protection
- SBP Guidelines on Low risk Bank Accounts
- SBP Guidelines on Development Finance in priority sector
- Prudential Regulations of Corporate and Commercial Banking
- AML/CFT regime and challenges for Banks

Day 3: Bank managers – Sales Skills

- How to identify the need, build the relationship, and advance the sale
- Customize solutions, propose values, and overcome objections
- Close the sale and provide quality service

Panel of trainers from NIBAF, SBP will deliver the trainings.

**Training Fee
24,000 Plus Tax**

For Queries and Registration

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