

# Branch Manager Certification Program

Customized Program for Bank AL Habib



**March 6-18, 2023**

**NIBAF Islamabad**

**Program Duration: 12 days**



National Institute of Banking & Finance  
State Bank of Pakistan  
nibaf.sbp.org.pk- www.sbp.org.pk



It is a proven fact that in banking industry the role of the Bank Manager is critical in ensuring the success of the bank – its reputation in the market place and profitable growth.

This Program offers a multi-faceted training approach that will lead to the awarding of the Certified Bank Branch Manager.

## Program Primary Objective

To help participants gain and enhance those key competencies (knowledge, skills and attitude) which will enable them to fulfill the role of a Branch Manager. The NIBAF's Certificate Program for Branch Managers of Bank AL Habib aims:

- To provide highly standardized training to branch manager of Bank AL Habib
- To enable incumbent branch manager to improve internal control, work effectiveness and efficiency;
- To give them practical tools to sell effectively
- To reduce costs resulting from slackness, skill deficiencies and regulatory penalties;
- To develop mentors for branch staff

## Specific Objective

To achieve the Primary Objective successful participants will be required to demonstrate that they have acquired and are able to satisfactorily utilize the following:

1. Marketing and Selling Competencies
2. Management and Leadership Competencies (in a bank branch context)
3. Banking Business Related Competencies

## Modules

Module 1	Basics: Attributes of a Good Branch Manager
Module 2	Banking Business Related Competencies
Module 3	Business, Marketing & Selling Competencies
Module 4	Management and Leadership Competencies
Module 5	Compliance of SBP New Initiatives

**Outbound Team Building Activity**  
Participants will be taken to Murree/any other appropriate location depending upon the weather conditions for strategic team building exercise namely **The Art of War for Managers.**

**“ A successfully completed Management Development Program is proof of a person's merit, inclination and hence their right to promotion and growth, it is a developmental tool not a source of entertainment or a perquisite. ”**