

Branch Manager Certification Program

Customized Program for Bank of Punjab



May 8-12, 2023

NIBAF Lahore

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 of Punjab 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. ”