

## Great North Management and Leadership Banking Operations Training Course

The banking profession, today, is a nice career for all students from the commerce, economics, and accounts domain. For beginners, it’s the first step to understand the global economy, discover marketplace challenges, and identify themselves with a rewarding career which provides them tremendous opportunities, both nationally and internationally.

New banks are coming up every year, courtesy the privatization of the sector. The banking sector has opened up enough room for graduates from any stream. If you are a commerce graduate, you can get a placement as sales executive for mortgages, loans, insurance, and similar products of any leading bank. You must have good communication skills. Similarly, if you are an MBA in finance from a reputed business school, you can get placed as a relationship manager. The salary package will be decided according to your qualification.

**Banking operation sections**

Following are some of the common banking operations sections.

* **Retail banking**:

This is easily the banking most people will find familiar. Retail banking includes consumer loans, mortgages, normal banking operations like accepting deposits and withdrawal of cash, checking account balance etc. Retail banking usually requires major investments in branch offices, customers service points, ATMs, and similar places.

Most retail banks compete with each other regarding convenience, customer satisfaction, accessibility of services, lower account service charges and similar facilities. Retail banking operations mostly target common customers who generate most business for the bank.

Retail banks also market several services to existing customers by encouraging them to open new accounts, borrow through them, transfer retirement accounts etc.

* **Business banking**:

The business banking section isn’t much different from consumer or retail banking. Operations still revolve around collecting deposits, extending loans and convincing customers to subscribe to other services.

Business banking customers usually have more sophisticated demands from the bank. They often depend on the bank to assist them in managing payables, receivables and various other treasury functions. Business banking is less demanding regarding branch networks and infrastructure. But they are more competitive in their rates and fees.

* **Private banking**:

There has been a drop in the number of independent financial institutions that exclusively deal with private banking. It’s mostly conducted as a department of a large bank. Private banking is often known as priority or exclusive banking and are usually offered to wealthy customers and high net-worth individuals, typically with more than a few lakhs to constantly keep in their account.

Besides the usual banking services offered to private banking customers like savings accounts, safe deposit vaults etc., the banks also offer an array of add-on service like estate and tax planning. Not surprisingly, the secrecy in laws of countries like Switzerland, have made them attractive destinations for private banking customers.

* **Investment banking:**

Ever since the repeal of Glass-Steagall, the law which forced entities to dissociate commercial banking activities from investment banking after the Great Depression in the US, several commercial banks have acquired investment banks. The latter is very different in its operations than commercial banks. Such banks, however, have emerged as a major source of revenue and profits in South Africa and other countries.

Investment banks mostly specialize in underwriting of securities (debt and equity), finding markets for securities, extending advisory services to big corporate clients, and trading their own accounts. Underwriting derivatives may expose investment banks to major risks, as seen in the case of Lehman Brothers and Bear Stearns in the US during the 2008 depression. The depression had a ripple effect across the world.

Earlier dominated mostly by public sector banks, the banking industry is South Africa has come a long way with many international players entering the sector. The GNBI banking operations training course provides an array of opportunities.

A career in banking is both secure and well paying. Turnkey investments are added to the economy regularly and top banks have come up with big openings for management and banking graduates, and chartered accountants and financial analysts. GNBI’s revolutionary banking operations training course adds to their skills.

There’s also a pertinent need of continuing education among banking professionals. They have to update their skills so as to keep pace with the developments in the banking industry.

A specialized course in the banking operations sector in Africa involves study and knowledge of accounting, banking laws, basics of business mathematics and statistics, marketing of banking services, the legal aspects of operation related to retail, commercial, private and investment banking, and computerized accounting.

Banking operations though largely remain the same, often undergo some changes from time to time. The introduction of computer systems in banking was a major change. The Reserve Bank of South Africa has already granted new licenses to a few organizations that worked as nonbanking financial institutions, and more are in the pipeline. The banking sector in Africa is expected to expand further in the coming days and that will fuel the need for more banking operations professionals.

**Course description**

The objective of the banking operations training course is to build a pool of competent banking professionals, who can sustain the growing momentum of the banking sector and help to breach new standards of profit margins and customer responsiveness.

Towards that end, the expert faculty at GNBI has designed an exhaustive training program that comprises relevant course content to hone the hard and soft skills of tomorrow’s professionals. The course also enhances the skills of existing professionals via a continued learning process. It goes on to create first-day-first-hour industry ready banking professionals.

The banking operations training course description is as follows.

* **Overview of banking sector**: Basic functions of a bank, banking channels, and the organization chart of a bank are the topics covered in this section.
* **Learning about banking operations**: This section is divided into four parts. The topics covered include the account opening process, opening of various types of accounts, need to know your customer (KYC) and anti-money laundering (AML) compliance, and dormant accounts.
* **Understanding about nomination and other principles**: This section is divided into five parts. The topics covered include nomination, non-resident deposits, bank lending principles, and further principles of banks (in two parts).
* **Understanding of working capital and non-fund-based limits**: This section is divided into six parts. The topics cover is non-fund-based limits and their assessment, working capital and the method of its assessment, securities and their charging and retail loans, and various forms of charging of securities.
* **Learning about lending terms and conditions**: This section is divided into seven parts. Topics covered include mortgages, assignment, lien and set off, lending terms and documents, documentation and the procedure in this regard (in two parts).
* **Nonperforming assets (NPAs)**: Covered in seven parts, this section includes post-disbursement activities of a bank (in two parts), nonperforming assets, classification of assets, management of NPAs (in two parts).
* **Concept of banking solutions and internet fraud**: Topics covered include core banking solutions, internet frauds (in two parts), the money mule Nigerian scam, and safety measures.

**What you learn**

The banking operations training course helps participants in the following areas.

* Microeconomics
* Environment and management of financial services
* Quantitative banking techniques
* Effective communication in banking
* The organization behavior in banks and other financial institutions
* Laws regarding insurance and banking
* Taxation of financial services
* Cost accounting of banking and insurance services
* Corporate laws governing capital markets
* Equity debt
* Human resource management in banks
* International business management in banking organizations
* Strategic planning in banks and financial organizations

### Target audience

The banking operations training program is an expert level course and is open to ambitious individuals who have the fire in their stomach and want to steer their careers in the appropriate direction, more specifically toward the common banking operations, investment banking, equity analysis and similar fields. Prior knowledge in finance could be an added advantage. Interested candidates may come diverse backgrounds that typically includes engineers, MBAs, CAs, freshers and other working professionals. Besides, banking students, banking sector professionals, newly joined bank employees, and anyone who wants to learn more about banking operations are welcome to join the course. Any bachelor’s degree holder can take up the course to excel in the workplace.

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| **Course One Start Date** | **18 March 2019** | **- 29 March 2019** |
| **Course Two Date** | **3 June 2019** | **14 June 2019** |
| **Third Workshop Dates** | **9 September 2019** | **20 September 2019** |
| **Total Course Fees**  | **$ 3 150 Including Vat of 15% includes pick up from Airport to and fro, all refreshments and lunches, pick up from lodge to and fro. An outdoor visit in South Africa.**  |
| **Accommodation**  | **$720 per person for 12 days (This include bed and Breakfast.** |
| **Total Including Accommodation** | **$ 3,870** |