

Now get skilled employees
the way the world does.



There is a significant shortage of skilled manpower in the banking and financial sector.

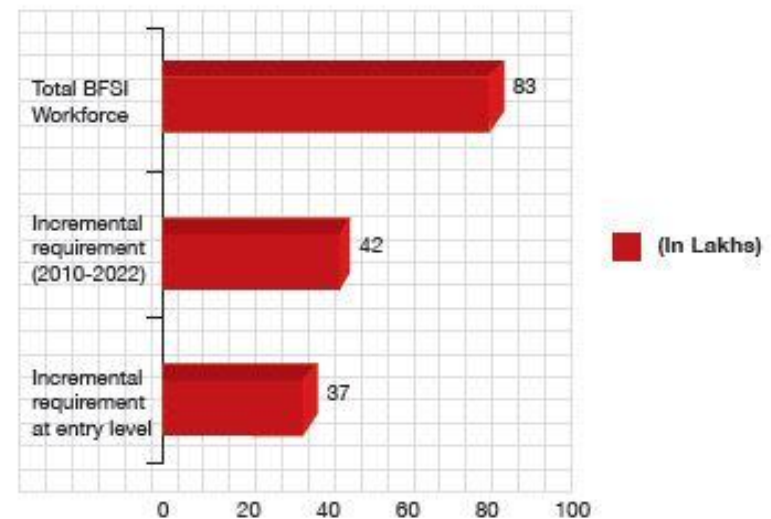
Here's a glimpse.

Banking and insurance are the two single largest segments of the BFSI sector, contributing approximately 6% to GDP for the year ended 2007-08. Low penetration levels of access to credit, insurance and deposit systems in India indicate rapid growth areas in the coming years. Already employing a significant 4 to 4.5 million people in the four major segments, namely Banking, Insurance, Mutual Funds, and NBFCs, the BFSI employment numbers are set to increase manifold. To sustain and grow in the competitive space, companies in BFSI need skilled workforce, more particularly at the entry level – skilled in both domain knowledge and relationship management.

For existing front end staff, basic skill levels in domain knowledge and relationship management is extremely low, impacting business productivity. This skills shortage has added to business complexity and costs – driven up by the need for extensive in-house training and employee attrition.

National Skills Development Report 2009

Workforce Requirement in BFSI Sector (In Lakhs)*





Teaching skills the world class way.

Introducing IndiaSkills.

To meet the need for trained manpower, IndiaSkills offers international standard qualifications with a dual focus: industry knowledge and specific skills for effectiveness in the workplace.

Industry Standard Qualification

- We offer modular fast-track courses, each comprising 100 to 300 hrs. of learning, from Level 1 to Level 7, linked to various workplace roles, focusing on specific competency outcomes related to the role.
- The content is developed by experts in consultation with industry leaders in each area, ensuring relevance and currency of the content.

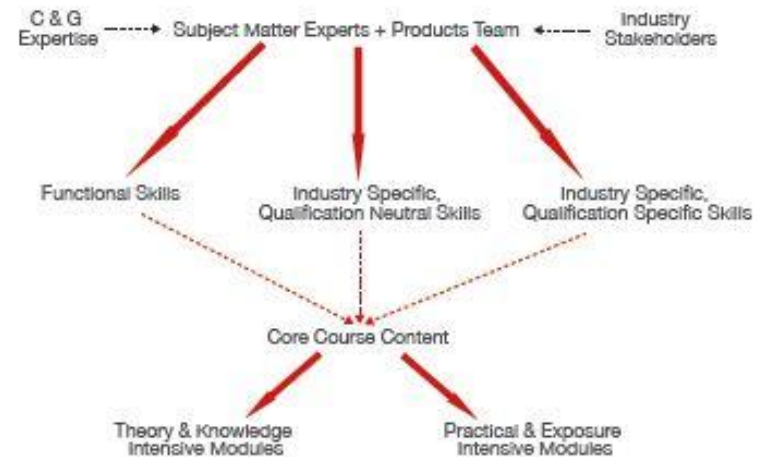
Impeccable Delivery

- We have industry experienced teachers, certified through a 'Train-the-Trainer' programme and the courseware is built around multiple learning techniques.
- We follow rigorous assessment, spanning knowledge and applied skills, based on international testing methods and standards.

Impactful Scale

- We offer a wide network of quality Vocational Training Centres across India to reach a diverse base of talent.
- We create a workforce with proficiency and pride in pursuing a career in their chosen vocation.

Developing the Right Qualifications



We impart the right skills for every specific job.

Level 2 Diploma in Financial Advisory and Marketing Services

*Duration: 187 hours, full time: 40 days.
Part-time options available.*

A modular fast track programme designed to develop efficient Financial Advisory executives. Designed and developed with industry inputs, the course content and delivery ensures that the learner has excellent domain knowledge, financial planning skills and customer relationship management skills.

Level 3+

Level 3+ qualification will be developed for our learners to move up the industry ladder, in subsequent years.

Targeted Role: This program is designed to develop effective financial planners and managerial staff.

Entry Criteria: Front-end feet on street executives with at least a year of experience, or freshly hired supervisors.



Unit Number	Unit Title	Learning Hours
Unit 001	The Financial System	12.5
Unit 002	Financial Planning	19
Unit 003	Financial Markets	14
Unit 004	Depositories & Key Depository Services	13
Unit 005	Banking & Banking Products	23
Unit 006	Insurance & Insurance Products	34
Unit 007	Mutual Funds	30
Unit 008	Relationship Management in Financial Services	41.5

Competency Gained	
Acquire knowledge of the financial system.	Acquire knowledge of banking products and services.
Clear NISM-Series V-A, MF Distributors Certification which is mandatory for MF Distribution/Sales.	Acquire basic knowledge of insurance principles and products.
Clear Financial Markets Beginners Module.	Clear NISM-Series V-A, MF Distributors Certification which is mandatory for MF Distribution/Sales.
Acquire basic knowledge required for depository services.	
Acquire relationship and marketing skills.	

Business Impact

Well trained workforce: Excellent domain knowledge and awareness of products.
Financial planning: Workforce capable of consultative selling and planning.
Relationship management: A trained workforce capable of establishing and maintaining productive relationships with customers.
Communication Skills: Workforce with excellent communication skills, team attitude and positive intent.

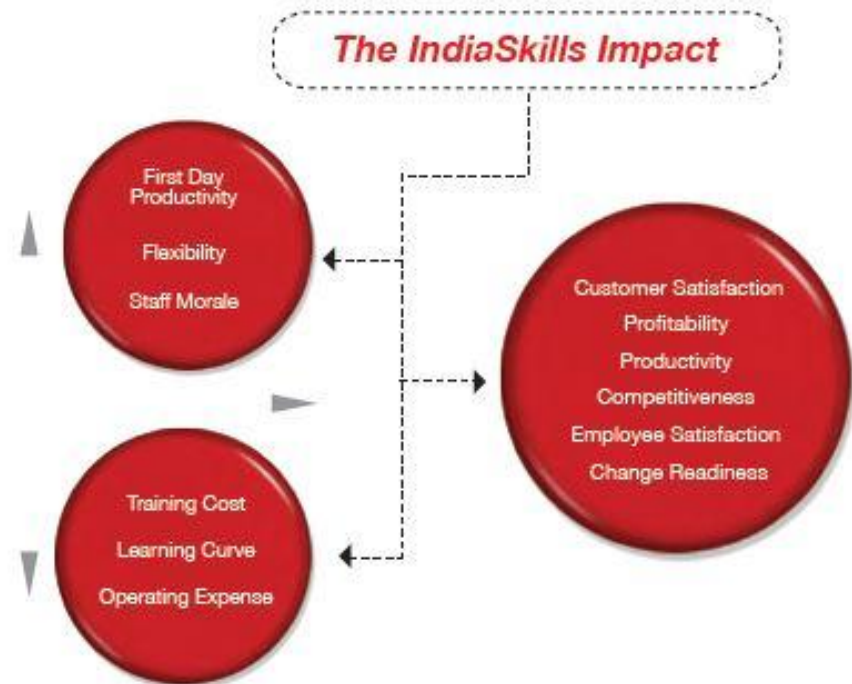
Learner Entry Criteria :

- Candidates should have completed at least Class XII
- They should be more than 18 years of age at the time of completion of the course

Reap the benefits of hiring a skilled workforce.

Talk to us.

- Nominated representative to give us inputs in fine-tuning qualifications to industry needs
- Internship and Recruitment Partner for the IndiaSkills learners
 - Share your manpower and skill needs on a quarterly basis by city/region to help plan learner acquisition and center capacity meeting your needs
 - Fee subsidy/employment incentive to learners you select
- Endorsing partner for the qualification/agreement for co-branded promotional material
- Specific in-house training and development needs



IndiaSkills – The coming together of two world class pioneers in education.

Share our values.

IndiaSkills is a joint venture between two global leaders in education – Manipal Education and City & Guilds. It is specifically created to make an impact on the vocational training landscape by upgrading the quality of vocational skill-based training and to positively impact the futures of both the individual and the industry at large.



Manipal Education

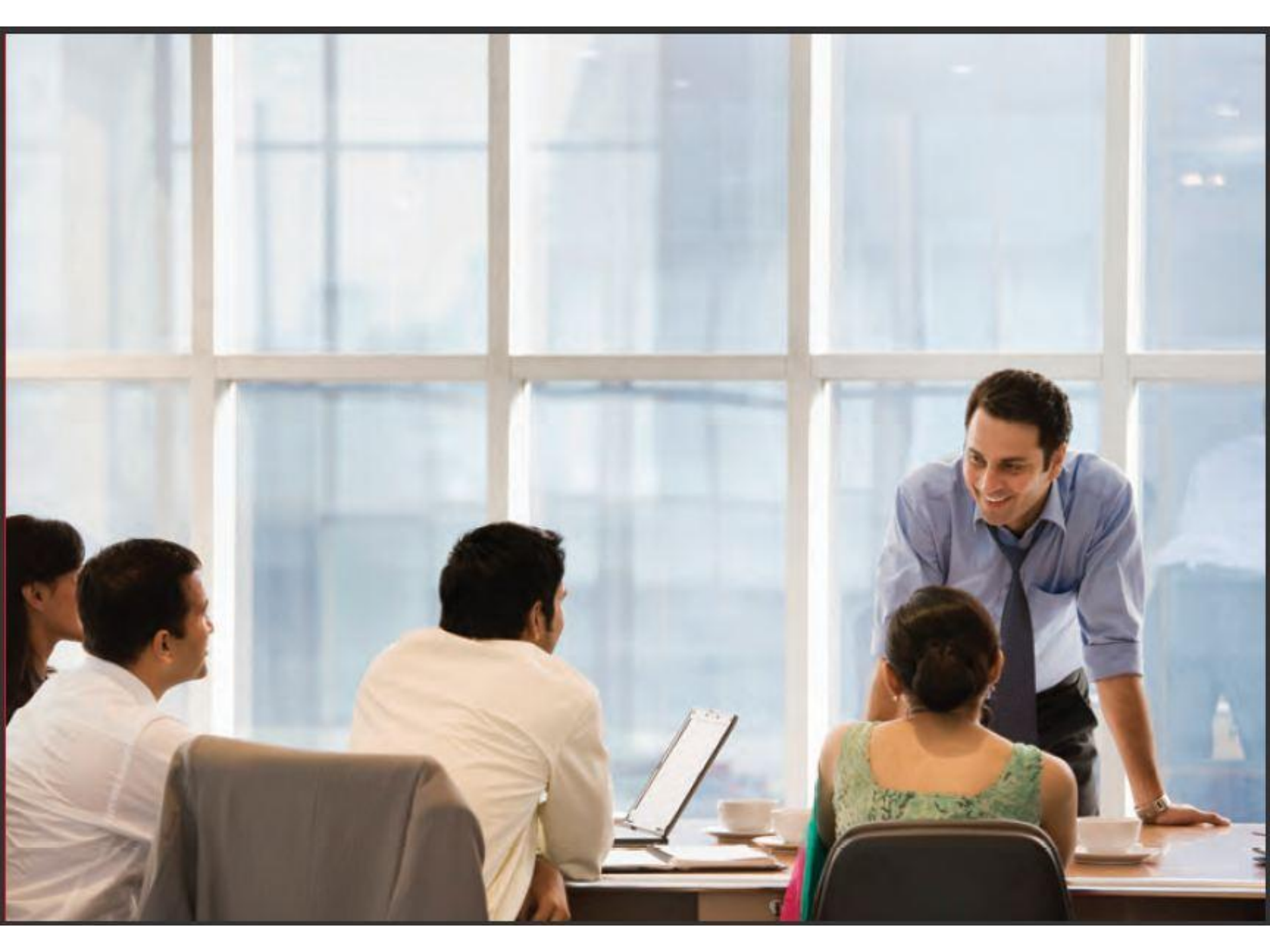


With over six decades of experience, Manipal Education is one of India's foremost academic and education service providers. With a global presence spanning the entire spectrum of education – from schools, to skills training, to university campuses in India, Antigua, Dubai, Malaysia and Nepal, the group provides a wide variety of educational opportunities with a world class curriculum delivered by the finest teaching methods. Through distance education, more than 700 learning centres have imparted quality education to over 3 lakh students till date.

City & Guilds



Founded in 1878 by London's Livery companies to develop a national system of technical education, City & Guilds has evolved to become the global leader in skills training and certification. Rooted in the needs of the industry, City & Guilds offers 600+ qualifications across 30 sectors, ranging from agriculture to engineering, hair-dressing to motor vehicle maintenance and IT to tourism. Through best-in-class assessment methodology, City & Guilds, UK, delivers qualifications that employers worldwide rely on. The internationally recognised certifications are taken as industry standards for professional proficiency.



 **1800 2666 111**
www.indiaskills.com



To know more about how IndiaSkills can impact your business, contact:

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