

Trade Finance and Forex Excellence

EMPOWERING BANKING PROFESSIONALS

A Comprehensive Program Equipping
Professionals With Practical Skills And Insights
Into Current Trade Finance And Foreign
Exchange Market Dynamics



Mastering Trade & Forex:

DRIVING BANKING'S GLOBAL FUTURE

Trade is a cornerstone of India's economic growth, contributing significantly to GDP, employment, and global integration. Together, trade in goods and services accounts for approximately 40-45% of India's GDP, underscoring its role as an engine of economic activity.

Indian banks face a complex and dynamic trade and forex landscape, requiring specialized expertise to balance customer needs with stringent compliance. This necessitates a highly trained workforce to navigate operational complexities, mitigate risks, meet customer expectations, and maintain a competitive edge amidst regulatory and technological changes

Meeting these demands requires bankers to possess a comprehensive skillset, including:

**TECHNICAL AND
FUNCTIONAL
EXPERTISE**

**DIGITAL
PROFICIENCY**

**ADAPTABILITY
AND INNOVATIVE
SOLUTIONS**

**CUSTOMER
RELATIONSHIP
MANAGEMENT**

**RISK
MANAGEMENT**

Customizing Training Solutions

FOR THE BFSI SECTOR

Manipal Academy of BFSI, leveraging its extensive experience training over 200,000 professionals, is uniquely equipped to bridge the trade and forex banking skill gap. Our proven methods deliver effective solutions

**Customized
Training Programs**

**Industry-Aligned
Curriculum**

**Focus on
Emerging Trends**

**Scalable Talent
Pipeline**

**Upskilling Existing
Workforce**

**Addressing
Soft Skills**

**First-Day, First-Hour
Productive**



Student-Program Fit:

WHO IS THIS PROGRAM FOR?



**Entry level
officers
& clerks**



**Lateral hires (mid-level
professionals) from other
banks/NBFCs**

Customizing Our Program

TO YOUR SPECIFIC NEEDS

We understand that every financial institution has unique requirements. Our MSME Banking Training Program is designed with flexibility and customization at its core, ensuring it aligns perfectly with your specific objectives and operational framework

Curriculum adjustment based on required coverage

Depth to which each subject to be covered – basis the job role, cohorts and management expectations

Each of the subjects and topics covered under the subjects would be customized to the bank's products, services, processes and internal policies

Program duration is flexible and can be customized based on the bank's requirements

The entire process of detailed curriculum development will be co-created with the business and SME SPOC from the bank and Manipal.

Program Pedagogy:

LEARNING BY DOING

We employ experiential learning methodologies to give students real-world sales experience.

CASE STUDIES LEARNING

Sales strategy, problem solving and practical execution, learned through real-world success stories and challenges.

DIGITAL PROFICIENCY

Hands-on training with the latest software and digital tools.

EXPERIENTIAL LEARNING

Communication skills, sale closing techniques and relationship management learned by achieving soft targets in a near-practical environment.

OUTCOME & RESULTS: WHAT TO EXPECT?

- In-depth knowledge of retail solutions & core banking processes
- Compliance know-how & risk awareness
- Effective client management
- Proficiency in digital & technological skills
- Sales & business development capabilities
- Standard training across multiple branches & teams

Program Overview:

A DETAILED, EXPERIENTIAL CURRICULUM

1. Overview Of India's Foreign Trade And Highlights Of FTP (2023-28)
2. Global And Domestic Supply Chain Finance
3. Foreign Exchange Management Act 1999
4. Understanding Of Balance Of Payment
5. Role Of Regulatory Authorities , Self Regulated Organizations And International Organizations
6. International Trade Procedures
7. Letter Of Credit , SBLC And Bank Gurantee
8. International Trade Docuements
9. Handling Trade Credits, Ecbs And FDI
10. Introduction To Foreign Exchange
11. Foreign Exchange Regulations
12. Exchange Rate Determinations
13. Foreign Exchange Market
14. Forward Exchange Deals ,Merchant Rates And Its Execution
15. Derivatives And Risk Management

Who We Are

Established in 2008, Manipal Academy of BFSI, a UNext Learning entity and part of the Manipal Education and Medical Group (MEMG), is a premier institution that provides industry-relevant education and training for both freshers and experienced professionals in traditional operations, sales, and new-generation roles within the banking, financial services, and insurance sectors. With a focus on innovation and learner-centricity, Manipal Academy of BFSI offers a wide range of programs designed to equip individuals with the skills and knowledge to thrive in the BFSI industry. Today, the academy of BFSI annually trains over 15,000 BFSI industry professionals for its industry partners.

With our expertise and deep understanding of market needs, our goal is to create the leaders of tomorrow and build a top-notch workforce for the BFSI industry.

Our Impact Over The Years

17+ years

Of Legacy

1 in 5

Bankers in India are Our Alum

2,00,000+

Professionals Trained

1,00,000+

First-Time Professionals Trained

50+

Client Partnerships

4000+

Case Studies

220+

Experienced Faculty

To nurture next-gen professionals in your enterprise, drop us an email today:

connect@u-next.com