



**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

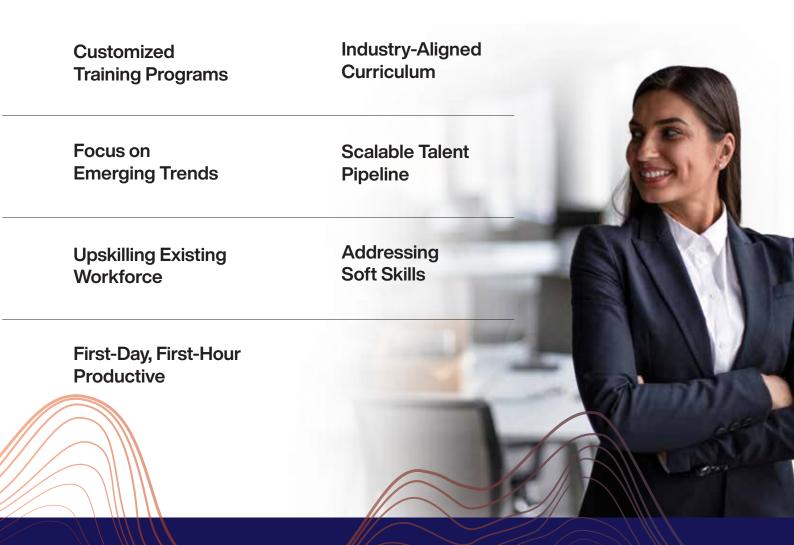
CUSTOMER RELATIONSHIP MANAGEMENT

RISK MANAGEMENT

### **Customizing Training Solutions**

FOR THE BEST 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



# Student-Program Fit:

WHO IS THIS PROGRAM FOR?



Entry level officers & clerks

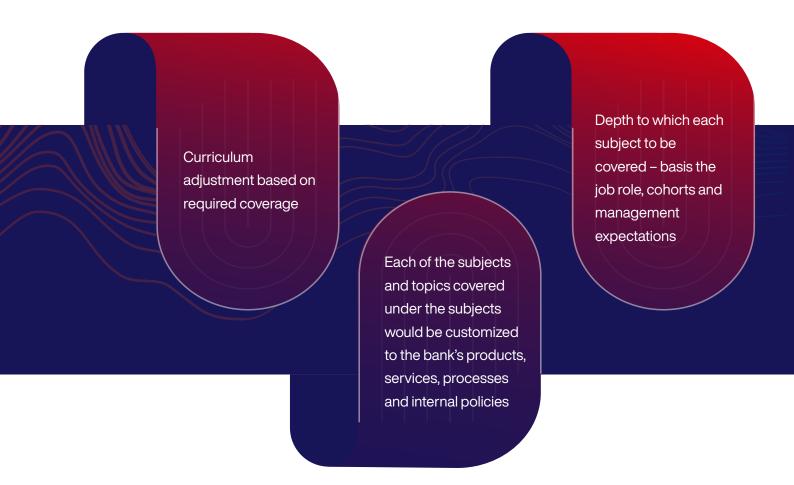


Lateral hires (mid-level professionals) from other banks/NBFCs

### **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



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:**

Derivatives And Risk Management

15.

#### 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

### 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