



NATIONAL BANKING INSTITUTE LTD.
"The Banking Academy of Nepal"

NEWSLETTER

Thankyou Banking Industry for your Partnership

700+
training programs
conducted

18,406
banking professionals
trained

in last 6 years

Programs:
Inside Valley: 175
Outside Valley: 74

1593 Sessions
404.75 Program Days

Overall Average
Feedback: 4.2 out of 5

249
Programs

6146
Participants

Achievements
2071/72



WORKSHOP ON ICC REGULATIONS FOR TRADE FINANCE AND BEST PRACTICES

Trade Tower, Kathmandu

DATE: 16th-17th April, 2015

OBJECTIVE: Equip the participants with knowledge about the current developments in documentary credit and bank guarantee world and prevention and combat of financial crime in trade finance focusing on compliance issues such as AML, CTF, dealing with sanctions and trade fraud prevention.

FACILITATOR: Mr. Pavel Andrie



NBI BOARD

Mr. Shovan Dev Pant

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Chief Executive Officer,
Lumbini Bank Ltd.

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Mr. Upendra Poudyal

Director
Chief Executive Officer
NMB Bank Ltd.

The industry recently closed its financial book for the year 2071/2072. The Earth Quake that struck right at the beginning of 4th quarter meant business will not be as usual for the Industry. Despite the challenge the industry bounced back and posted yet another healthy financials.

At NBI the year 2071/2072 recorded impressive growth as we delivered 1593 session through 249 programs reaching out to 6146 participants nationwide in one single year. This does indicate industry has been reflecting seriously on Human Capital development.



Going forward NBI is committed to introduce new innovative programs to suit industries need. One major achievement has been "On the Job Training" at ICICI Bank Mumbai which we successfully concluded recently. Eleven bankers from nine commercial banks just concluded their 2 weeks residential program at ICICI Bank, Mumbai. We look forward to deliver more such programs to the industry this year and beyond.

The recent monetary policy has required banks to increase its capital base. The move is in line with central banks strategy to strengthen the entire banking system, consolidate institutions and create a pool of competent, professional and prudent banking industry that will have strong capital base, withstand risks and be more sustainable in the long run.

The next two years would see a major paradigm shift in the banking industry. The change would mean bigger, better and quality banks that would leverage on two key essentials for growth; Human Capital development and leveraging on Technology.

I wish you happy banking.

Warm Regards,
Sanjib Subba
Chief Executive Officer

WINNING APPROACH TO DEBT RECOVERY

Batch 1: 24th April, 2015 Trade Tower, Kathmandu.

Batch 2: 4th July, 2015 NBI Hall, Kathmandu.

OBJECTIVE: Learn how to tackle difficult customers, how to create a win-win situation during debt management and how to minimize risks during debt recovery.

FACILITATOR: Mr. Ramsharan Harisharan



FX MANAGEMENT IN NEPAL

NBI Hall, Kathmandu

DATE: 17th & 18th April, 2015

OBJECTIVE: Review and get a better understanding of the Foreign Exchange (regulation) Act, Foreign Investment and Technology Transfer Act, By-laws, circulars related to L/C, DD, TT, Advance Payment, Credit, Passport facility, Bank Guarantee, FDI and Indian Currencies Transaction

FACILITATOR: Mr. Bam Bahadur Mishra, Mr. Bhisma Raj Dhungana



SME LENDING

NBI Hall, Kathmandu

DATE: 6th June, 2015

OBJECTIVE: Understanding Various Risks Affecting the Banks & Financial Institutions
Understanding Advantages of SME Lending and Challenges in Growing and Managing SME Loans. Understanding Credit Risks Weightage and Capital Requirements as per

BASEL - II Credit Limit below Rs 10 Million (Claims Regulatory Retail Portfolio)

FACILITATOR: Mr. B.N. Gharti



EARTHQUAKE PREPAREDNESS (NSET)

NBI, Kathamddu

DATE: 20th May, 2015

DETAILS: The devastating earthquake that hit on April 25th, 2015 shook the lives of millions of people all around the country leaving people with no homes and no families. The traumatic incident not only affected our homes but also our organization and day to day operations. Due to the unpreparedness of such natural calamities, organization was facing interruption in resuming business operations. In this regard, NBI conducted an interactive session on earthquake risk and need for such disaster preparedness with an expert from the National Society for Earthquake Technology (NSET).

“The bad news is time flies. The good news is you’re the pilot.”

- Michael Altshuler

CREDIT RISK AND RELATIONSHIP MANAGEMENT

NBI Hall, Kathmandu

DATE: 7th -12th June, 2015

OBJECTIVE: The program aims to equip participants with sound knowledge on banking operations. Upon the completion of the course the participants will gain knowledge and skills that are very essential to be efficient in their field of work.

This program will help participants get an overall concept of a bank's working procedures. The participants will be able to Understanding the meaning and definition of credit, Structuring of the loans, Writing of credit proposal, Credit Administration & NPA Management

FACILITATOR: Mr. Sumed Bhattarai, Mr. Bikas Khanal, Mr. Rajiv Sapkota & Mr. Nirmal Dahal

REMITTANCE OPERATIONS

NBI Hall, Kathmandu

DATE: 17th -19th June, 2015

OBJECTIVE: To know the insights about Remittance Services and work in multiple areas

FACILITATOR: Mr. Pankaj Pant

COMPREHENSIVE BANKING COURSE

NBI Hall, Kathmandu.

Batch 1: 21st April to 30th May, 2015



Batch 2: 12th to 26th June, 2015

OBJECTIVE: Understand banking terms, work in multiple areas, and be able to identify issues, be more customers centric, handle NRB related issues & work professionally.

FACILITATOR: Pool of Experts



CASH OPERATIONS & NEGOTIABLE INSTRUMENTS

Alfa House, Kathmandu

DATE: 12th-13th June, 2015

OBJECTIVE: Equip the participants with knowledge so as to enable them to conduct their day to day operations independently. Develop conceptual skills of staff working in the Cash Area as well as provide a holistic

environment for staff to clear up issues being faced on a day to day basis in their work place. Make the participants aware about the theoretical as well as practical aspects of Cash Management.

FACILITATOR: Mr. Ajit Bhattarai



IT SECURITY**NBI Hall, Kathmandu.****DATE:** 24th April, 2015

OBJECTIVE: Understand why IT security is needed in today's organizations. Review the implementation of defense In Depth Methodology and IT security risk mitigation strategy options for controlling IT security risks. Understand how risk is identified, categorized, handled and treated. Learn to comply with NRB requirements.

FACILITATOR: Mr. Subas Chandra Khanal**COUNSELING WORKSHOP ON POST STRESS CRISIS****Wunjala Moskva, Kathmandu.****DATE:** 27th May & 4th June, 2015

DETAILS: Two batches of the counseling workshop were conducted for the bankers which enabled the bankers to recover from the trauma of the earthquake helping them lead a normal life again.

FACILITATOR: Dr. Mita Rana, Associate Professor/ Clinical Psychologist**GENERAL ADMINISTRATION****NBI Hall, Kathmandu****DATE:** 30th May, 2015

OBJECTIVE: Understand the roles of a person working the Administration Department. Learn more about the management function, the risk management function other values of the General Administration Department.

FACILITATOR: Mr. Prabin Basnet**CREDIT & OPERATIONAL RISK MANAGEMENT****NBI Hall, Kathmandu.****DATE:** 10th & 11th July, 2015

OBJECTIVES: Understanding various risks in BFI's, defining and identifying Credit Risks and having Risk Mitigants, developing Operational Risk Awareness Culture at the Branches, etc.

FACILITATOR: Mr. BN Gharti**YOGA CLASS****Wunjala Moskva, Kathmandu.****DATE:** 17th June, 2015

DETAILS: Open Yoga class was organized by NBI on the occasion of the International Yoga week (14th to 21st June) for all the bankers to take a break from their hectic work and relieve their stress.

FACILITATOR: Yoga Guru from ISHA Foundation.**ADVANCED EXCEL****NBI Hall, Kathmandu.****DATE:** 3rd to 10th July, 2015

OBJECTIVES: To understand excel and its capabilities, using formulas and functions, managing workbook and worksheet, getting reports from your data and protecting your data.

FACILITATOR: Mr. Narayan Bhuju

"Customers may forget what you said but they'll never forget how you made them feel."

Alan Weiss, Author "Million Dollar Consulting"

CREDIT APPRAISAL COURSE (IN-HOUSE FOR MEGA BANK NEPAL LTD.)

NBI Training Hall, Kathmandu.

DATE: 15th-18th April, 2015.

OBJECTIVE: Create a solid base for a better future in the Credit Department for Mega Bank and also help them understand credit appraisal comprehensively so that they are able to use the knowledge and skills immediately.

FACILITATOR: Mr. Parshuram K. Chhetri



CUSTOMER SERVICE (IN-HOUSE FOR GLOBAL IME BANK LTD.)

Global IME Bank Hall, Kathmandu.

DATE: 16th April, 2015.

OBJECTIVE: Prepare the staff in dealing with customers demand and other difficult situations. Aim to equip the team to think in a customer-centric way.

FACILITATOR: Mr. Ajaya Regmi



FINANCING UNDER TRADE (IN-HOUSE FOR NEPAL BANK LTD.)

NBI Hall, Kathmandu.

DATE: 24th-25th April, 2015

concepts like Letter of Credit, Outright Forward Contract, Discounting under LC, Treasure and Credit.

FACILITATOR: Mr. Ajit Bhattarai, Mr. Manjaya Raj and Mr. Bikas Khanal

CASH OPERATIONS & NEGOTIABLE INSTRUMENTS (IN-HOUSE FOR SUNRISE BANK LTD.)

Hotel Royal Century, Narayangarh.

DATE: 25th April, 2015

OBJECTIVE: Equip the participants with knowledge so as to enable them to conduct their day to day operations independently. Develop conceptual skills of staff working in the Cash Area as well as provide a holistic environment for staff to clear up issues being faced on a day to day basis in their work place. Make the participants aware about the theoretical as well as practical aspects of Cash Management.

FACILITATOR: Mr. Ajit Bhattarai

"Yesterday is a cancelled check. Today is cash on the line. Tomorrow is a promissory note."

Hank Stram

COUNSELING ON STRESS MANAGEMENT (IN-HOUSE FOR SIDDHARTHA DEVELOPMENT BANK LTD.)

Siddhartha Development Bank Hall, Kathmandu

DATE: 29th May, 2015

OBJECTIVE: Enable bankers to recover from the trauma of the earthquake helping them lead a normal life again.

FACILITATOR: Dr. Deep Prakash Malla



ENHANCE YOUR COMMUNICATION SKILLS (IN-HOUSE FOR SUNRISE BANK LTD.)

NBI Hall, Kathmandu.

DATE: 12th June, 2015.

OBJECTIVE: To master the art of public speaking and writing by learning different delivery styles and individual presentations and communication skills.

FACILITATOR: Ms. Amuda Mishra.



"Adopting the right attitude can convert a negative stress into a positive one"

-Hans Selye

CUSTOMER RELATIONSHIP MANAGEMENT (NEPAL SBI BANK LTD.)

NBI Hall, Kathmandu

DATE: 10th-12th June, 2015

OBJECTIVE: Prepare the staff in dealing with customers demand and other difficult situations. Aim to equip the team to think in a customer-centric way.

FACILITATOR: Ms. Euden Koirala

SME LENDING (IN-HOUSE FOR SIDDHARTHA BANK LTD.)



NBI Hall, Kathmandu

DATE: 5th to 7th July, 2015

OBJECTIVE: Understand SME Lending Including the Provision in Industrial Enterprises Act 2050 and advantages of SME Lending and Challenges in Growing and Managing SME Loans

FACILITATOR: Mr. BN Ghartii

CASH OPERATIONS & NEGOTIABLE INSTRUMENTS (IN-HOUSE FOR NMB BANK LTD.)

NBI Hall, Kathmandu.

DATE: 6th June, 2015

OBJECTIVE: Equip the participants with knowledge so as to enable them to conduct their day to day operations independently. Develop conceptual skills of staff working in the Cash Area as well as provide a holistic environment for staff to clear up issues being faced on a day to day basis in their work place. Make the participants aware about the theoretical as well as practical aspects of Cash Management.

FACILITATOR: Mr. Ajit Bhattarai



CREDIT APPRAISAL COURSE (IN-HOUSE FOR SIDDHARTHA BANK LTD.)

Alfa House, Kathmandu

DATE: 16th -19th June, 2015

OBJECTIVE: Create a solid base for a better future in the Credit Department for Mega Bank and also help them understand credit appraisal comprehensively so that they are able to use the knowledge and skills immediately.

FACILITATOR: Mr. Parshuram K. Chhetri



COMPREHENSIVE BANKING COURSE (IN-HOUSE FOR NABIL BANK LTD.)

NBI Hall, Kathmandu

Batch 1: 3rd to 5th June, 2015



Batch 2: 7th -9th June, 2015



Batch 3: 14th -22nd June, 2015



Batch 7: 28th -30th June, 2015



Batch 4: 14th -16th June, 2015



Batch 8: 5th to 7th July, 2015

Batch 5: 21st -23rd June, 2015



Batch 6: 23rd June-1st July, 2015



OBJECTIVE: Understand banking terms, work in multiple areas, and be able to identify issues, be more customers centric, handle NRB related issues & work professionally.

Details: Altogether 8 batches of program were conducted for Nabil Bank. Feedbacks received from the participants were very much encouraging. The program included specific areas e.g. Banking Operations, Trade Finance, Letters of Credit, Guarantee, Credit, Treasury, Cards Service, Cash and Teller etc. Likewise, feedbacks given by the trainers were also very good basically in terms of active participations, knowledge level, relevant queries, etc.

FACILITATOR: Pool of experts

WINNING APPROACH TO DEBT RECOVERY

Hotel Suraj, Birgunj.

DATE: 30th May, 2015

OBJECTIVE: Learn how to tackle difficult customers, how to create a win-win situation during debt management and how to minimize risks during debt recovery.

FACILITATOR: Mr. Ramsharan Harisharan

FRAUD DETECTION AND RISK IN CHEQUE ANALYSIS WITH CONCEPT OF INR 500 & 1000

Hotel Avacado, Hetauda

DATE: 27th June, 2015

OBJECTIVE: With the issuance of notice from the Nepal Rastra Bank (NRB) lifting the ban on circulation of Indian currency notes of 500 and 1000 rupee, the banks now needs to be more cautious towards the inflow of the fake currency notes. This program has been designed in order to prevent unauthorized trading of such counterfeit notes.

FACILITATOR: Mr. Mukul Pradhan

BANK GUARANTEE

Hotel Manaki, Janakpur

DATE: 27th June, 2015

OBJECTIVE: To provide general knowledge on local and international trade and Bank Gurantee, its mechanism, documents, procedures and applicable local/international regulation

FACILITATOR: Mr. Mani Shrestha



RETAIL LENDING

Hotel Siddhartha, Nepalgunj.

DATE: 23rd May, 2015

OBJECTIVE: Understand Retail loan products, its analysis and types of risks under the Retail loans and mitigating tools.

FACILITATOR: Mr. B.N. Gharti



BANKING OPERATIONS (IN-HOUSE FOR GARIMA BIKAS BANK LTD.)

Butwal & Pokhara

DATE: 29th-30th May, 2015

DETAILS: Two batches of program were conducted for Garima Bikas Bank in Butwal & Pokhara on the same dates. The major objectives of the programs were to educate the participants regarding teller functions, mode of remittance, inherent risks in Operational Departments, compliance issues and different credit types and terms.

FACILITATOR: Mr. B.N. Gharti, Mr. Rajan Bikram Thapa and Mr. Pankaj Pant

AML/KYC

Hotel Suraj, Birgunj

DATE: 29th May, 2015

OBJECTIVE: Understand principles of money-laundering, the crimes and their relation with money laundering. Review the development of anti-money laundering drive in Nepal. How is the money laundering done? Know your customer means and its opportunity.

FACILITATOR: Mr. Hari Nepal.

FRAUD DETECTION AND RISK IN CHEQUE ANALYSIS WITH CONCEPT OF INR 500 & 1000

Hotel Panchali, Biratnagar

DATE: 13th June, 2015

OBJECTIVE: With the issuance of notice from the Nepal Rastra Bank (NRB) lifting the ban on circulation of Indian currency notes of 500 and 1000 rupee, the banks now needs to be more cautious towards the inflow of the fake currency notes. This program has been designed in order to prevent unauthorized trading of such counterfeit notes.

FACILITATOR: Mr. Mukul Pradhan



CREDIT RISK & RELATIONSHIP MANAGEMENT

Hotel Royal Century, Chitwan

DATE: 27th -28th June, 2015

OBJECTIVE: This program will help participants get an overall concept of a bank's working procedures. The participants will be able to Understanding the meaning and definition of credit, Structuring of the loans, Writing of credit proposal, Credit Administration & NPA Management

FACILITATOR: Mr. Bikas Khanal & Mr. Sumed Bhattarai

TELLER FUNCTIONS AND CASH MANAGEMENT

Siddhartha Cottage, Butwal

DATE: 20th June, 2015

OBJECTIVE: To make the participants aware about different aspects of cash management and enable them to conduct their day to day operations independently.

FACILITATOR: Mr. Ram Raja Upadhyay



SME LENDING

Hotel Royal Palm, Pokhara

DATE: 20th June, 2015

OBJECTIVE: Understanding Various Risks Affecting the Banks & Financial Institutions Understanding Advantages of SME Lending and Challenges in Growing and Managing SME Loans. Understanding Credit Risks Weightage and Capital Requirements as per BASEL - II Credit Limit below Rs 10 Million (Claims Regulatory Retail Portfolio)

FACILITATOR: Mr. B.N. Gharti



WINNING APPROACH TO DEBT RECOVERY

Hotel Rubus, Dhangadi

DATE: 20th June, 2015

OBJECTIVE: Learn how to tackle difficult customers, how to create a win-win situation during debt management and how to minimize risks during debt recovery.

FACILITATOR: Mr. Ramsaran Harisaran

LETTER OF CREDIT & BANK GUARANTEE (IN-HOUSE FOR SUNRISE BANK LTD.)

Hotel Ratna, Biratnagar

DATE: 13th June, 2015

OBJECTIVE: To provide general knowledge on local and international trade and Bank Guarantee, its mechanism, documents, procedures and applicable local/international regulation.

FACILITATOR: Mr. Mani Shrestha

NBI GLIMPSES



MANAGEMENT TEAM

Sanjib Subba
CEO

Purna Man Napit
Academic Director

Dhan Thapa
Head of Program

Sabin Nepal
Sr. Executive - Program

Sangita Gurung
Sr. Executive - Finance

Karuna Tuladhar
Executive - Program

NBI PUBLICATIONS



NBI Banking certificate course:

We are pleased to inform that NBI is introducing "Banking Certification Course", Level 1 for the first time in Nepal. In this context, the course books have been developed in co-ordination with Indian Institute of Banking and Finance (IIBF), Mumbai, India and the books are now in the process of printing. This course is targeted for the Banking Employees with experience of more than 1 year. This is a self study module course. The participants will have to study the course books and attend in the examination to be conducted by NBI from time to time. The successful candidates shall be awarded with Certificate. For further detail, please contact NBI.