



PRESENTS
SME BANKING – A GROWTH POTENTIAL



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| Background | The main objective of this program is to help mid-level bank officers to build up an in-depth understanding of SME Banking fundamentals, its business complexities and growth potentials. |
| Level (Low/Mid/Senior/High) | Mid (Relationship Officers / Branch Managers of Senior Officer Level). |
| Duration | 4 sessions of 1.5 hrs each |
| Program Takeaways | Enhancing province-wise business sectors visibility for business expansion. Building confidence to deal with business complexities and customers' demand. |
| Content | ⇒ Province-wise Potential Business Growth Areas - Opportunities and Challenges. ⇒ Approach Path to Identify Potential Customers and Deal with their Complex Demands. ⇒ Approach Path to Identify Potential Customers. ⇒ Dealing with Customers' Complex Demands. |
| Program delivery | Lecture, Discussion / Interaction with issue based examples based on the practical experiences. Participants will be encouraged to raise issue based problems individually they face in their working process and will try to resolve amicably through one to one or group discussion. |
| Date & Time | 20th February, 2021 9:30am to 4:45pm) |
| Venue | NBI Hall, Kathmandu, Nepal |
| Fee (Nrs.) | 5,500+VAT |
| Facilitator | Mr. Gyaneshwar Acharya 32 years of banking experience in business banking (Corporate / Infra), SME / Mid-Corporate / Micro-finance, Credit and Marketing areas of Nabil Bank Limited in senior management position. |

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