



NATIONAL BANKING INSTITUTE
"The Banking Academy of Nepal"

NEWSLETTER



APABI CONFERENCE 2016

"Best Practices in Banking & Financial Industry's Talent Development in Asia-Pacific"

Hotel Radisson, Kathmandu

DATE: 22nd & 23rd September 2016

OBJECTIVE: APABI conference is being organized for the first time in Nepal. The main purpose of the event is to bring the international banking academia together for sharing and exchanging information on the challenges and opportunities faced by the banking industry in their respective country. The event will have the participation of national as well as international top level executives from the Banking fraternity. The international delegates are from Singapore, Malaysia, Hong Kong, Pakistan, Bangladesh, Sri Lanka, Taiwan, Zambia, Thailand, Mongolia, Myanmar, The Philippines, India, Bhutan, Afghanistan, Egypt, Korea, Vietnam Middle East & Africa, amidst others.

FACILITATOR: Dr. Anil K. Khandelwal

DIRECTORS' REFRESHER COURSE

Park Village Resort, Kathmandu

Date: 12th & 13th August 2016

Gokarna Forest Resort, Kathmandu

Date: 19th & 20th September 2016

Objective: Role of the Board of Directors (BoD) is paramount in driving the Bank by maintaining high standard of corporate governance, safeguarding the interest of the depositors and meeting the expectations of the stakeholders. 1 day residential program on "Directors Refresher Course" was conducted for the Board of the Directors of the Banks and Financial Institutions beneficial to them to further understand their roles and responsibilities, rules and regulations, etc. and having revision/refreshment on the amendment/changes.

FACILITATOR: Mr. Shiv Nath Pandey & Mr. Bhaskar Mani Gnawali



NBI BOARD

Mr. Ajay Shrestha

Chairman

CEO, Bank of Kathmandu Lumbini Ltd.

Mr. A. K Ahluwalia

Director

CEO, Everest Bank Ltd.

Mr. Maheshwor Lal Shrestha

Director

Executive Director, NRB

Mr. Jyoti Chandra Ojha

Director

CEO, RMDC.

Mr. Upendra Poudyal

Director

CEO, NMB Bank Ltd.



The last fiscal year was indeed a year of test for NBI without the grant assistance of ADB. It was a big challenge for us to prove that the institution had taken off to a sustainable mode. Our team toiled hard day in and out to keep the business momentum going unabated. The hard work, perseverance and patience did pay off in getting the desired yield.

In this quarter, we had a big challenge of conducting an International conference of APABI (Asian Pacific Association of Banking Institutes). The arrangements were made in full swing liaising with vendors of various types, coordinating with national and international guests, planning the logistic arrangements, delving into nitty gritty and many more. Finally we delivered the flawless conduction of the mega event on 22nd and 23rd of September 2016. The event with the theme "Best Practices in Banking and Financial Industry's Talent Development in Asia-Pacific" received an overwhelming response with participation of international and national delegates. It was on the day of APABI conference that we launched our professional banking certification on "Risk Management".

Yet another challenge before the festive season of Dashain and Tihar was our 8th AGM. The AGM was also a success in terms of attendance of representatives of the share holder organizations.

The year ahead is yet more challenging in terms of achieving the budget. Setting ourselves in the right direction from the very initial stage is crucial to reach the budgetary goal. JANBI the first professional banking certification in Nepal has gained good momentum over the past few months and the realization of it's value is increasingly growing.

We have a series of action plans to diversify our products which we shall unveil in the coming days.

Till then, Happy Banking !

Sanjib Subba
CEO



BASIC CREDIT COURSE

NBI Hall, Kathmandu

DATE: 24th July to 5th August 2016

OBJECTIVE: It is necessary to appraise the credibility of the customer in order to mitigate the credit risk. Proper evaluation of the customer is performed, which measures the financial condition and the ability of the customer to repay back the loan in future. With this in mind NBI brings to you "Basic Credit Course". This 12 session's program aims to deliver the best course content with consultation with the industry experts.

FACILITATOR: Mr. Sumed Bhattarai & Team



COMPREHENSIVE BANKING COURSE

NBI Hall, Kathmandu

DATE: 27th July to 12th August 2016

OBJECTIVE: To equip participants with sound knowledge on banking operations with working procedures and understand banking terms, work in multiple areas and be customer centric. The courses have taken in to consideration international best practices as well as local requirements. NBI captures the required skill set needed at the core of human capital development of the BFI's.

FACILITATOR: Pool of Experts



BANKING FRAUDULENT ACTIVITIES

NBI Hall, Kathmandu

DATE: 30th July 2016

OBJECTIVE: The staff of the fraud prone area (department) will be aware of the possible fraud. They will have orientation on existing legal framework on banking fraud in Nepal.

FACILITATOR: Mr. Shyam Krishna Dahal & Mr. Govinda Thapa



SUPERVISORY SKILLS

Alfa House, Kathmandu

DATE: 13th August 2016

OBJECTIVE: Building effective supervisory skills that can help you and your organization succeed even in challenging economic times. NBI offers this training to help you develop and refine the skills you need to manage people more effectively—and be ready for unexpected change.

FACILITATOR: Mr. Kapil Sharma



LOAN AGAINST SHARE/MARGIN TYPE LENDING**NBI Hall, Kathmandu****DATE:** 8th to 11th August 2016**OBJECTIVE:** To impart knowledge in margin lending procedures, NRB regulations, Risk to participants about margin lending and mitigating tools.**FACILITATOR:** Mr. Ganesh Awasthi**JOURNEY TO EXCELLENCE IN CORPO-RATE LENDING****NBI Hall, Kathmandu****DATE:** 13th to 15th August 2016**OBJECTIVE:** The Participants would be able to garner newer techniques in identify credit risk that they deal with in their day to day situation through real life case studies drawn both from local and adjoining markets This program aims to deliver the best course content referred by the industry experts.**FACILITATOR:** Mr. Sujit Mundul**TREASURY OPERATIONS****NBI Hall, Kathmandu****DATE:** 15th to 18th August 2016**OBJECTIVE:** This one day intensive training module blended with strong theoretical foundation and real market feeling will enable treasury officials, not only to understand the treasury product ad their respective operation (front, mid and back office), but also to equip them with the desired skills to understand the need of their clients and accordingly offer them the right product.**FACILITATOR:** Mr. Piyush Aryal

“Any central bank should only be in charge of liquidity. Solvency is a matter for the Treasury.”

- George Soros

INCOTERMS 2010**NBI Hall, Kathmandu****DATE:** 20th August 2016**OBJECTIVE:** The main purpose of this training is to understand the standard commercial terms used in business. Responsibilities and risk of exporters and importers and bank based types of delivery terms.**FACILITATOR:** Mr. Mani Shrestha**CREDIT APPRAISAL COURSE****NBI Hall, Kathmandu****DATE:** 2nd to 7th October 2016**OBJECTIVE:** Credit Appraisal is the process that bank assesses the credit worthiness of the borrower. This session will help participants create a solid base for a better future in credit department and it also helps to understand Credit Appraisal comprehensively.**FACILITATOR:** Mr. Parshuram K. Chhetri



CASH OPERATIONS & NEGOTIABLE INSTRUMENTS

NBI Hall, Kathmandu

DATE: 22nd to 31st August 2016

OBJECTIVE: The program is intended to equip the participants with sound knowledge so as to enable them to conduct day to day operations independently. The main aim of this training is to spread awareness about the theoretical as well as practical aspect of cash Management.

FACILITATOR: Mr. Pankaj Pant



UNLEASHING THE POWER OF EXCEL

NBI Hall, Kathmandu

DATE: 24th to 31st August 2016

OBJECTIVE: The objective of this course is to introduce participants to Excel & its capabilities. Managing workbook & worksheet working with charts and using many more advance functions.

FACILITATOR: Mr. Deep Singh Rawat



CARDS & E-BANKING MANAGEMENT

NBI Hall, Kathmandu

DATE: 25th August 2016

OBJECTIVE: To impart knowledge on operating mechanism of cards services and mitigate risk related to cards.

FACILITATOR: Mr. Suresh Raj Maharjan



DIRECT LENDING & STATUTORY REGULATIONS

NBI Hall, Kathmandu

DATE: 27th August 2016

OBJECTIVE: With the help of this training one can ensure compliance with deprived sector regulations when taking and evaluating credit requests. Also, knowing the business properly, sector and segment of business and select the best type of customer credit for the request.

FACILITATOR: Mr. Pralhad Giri



UCPDC 600

NBI Hall, Kathmandu

DATE: 2nd to 6th September 2016

OBJECTIVE: Detailed understanding on all the articles of UCPDC 600. It helps in providing technical guidance to clients regarding Documentary Credit. Structuring letter of credit to protect importer's / exporter's interest.

FACILITATOR: Mr. Mani Shrestha

FOREIGN EXCHANGE MANAGEMENT IN NEPAL

Alfa House, Kathmandu

DATE: 2nd & 3rd September 2016

OBJECTIVE: To impart in-depth knowledge of Foreign Exchange Management to candidates who wish to specialize in this field & acquiring requisite skills and competence to manage Foreign Exchange & Risk matters effectively and efficiently.

FACILITATOR: Mr. Bhishma Raj Dhungana & Mr. Bam Bahadur Mishra



PROGRAM ON VERIFICATION OF CURRENCY & ID

NBI Hall, Kathmandu

DATE: 7th to 9th September 2016

OBJECTIVE: The session will address the knowledge about currencies those are being circulated here and also idea to examine the passports.

FACILITATOR: Mr. Mukul Pradhan



IT RISK MANAGEMENT WITH NRB PERSPECTIVE

NBI Hall, Kathmandu

DATE: 17th September 2016

OBJECTIVE: To help identify & control the risk related to phishing, spam emails, safeguard organizations data and information and complying with NRB requirements.

FACILITATOR: Mr. Ajit Regmi & Mr. Subash Chandra Khanal



AML/CFT - KYC

NBI Hall, Kathmandu

DATE: 19th September 2016

OBJECTIVE: Theoretical, Legal and Practical aspects such as understanding how a BFI can take business and AML/CFT together with compliance, how a BFI can best implement the newly amended but rigorous laws with limited resources, understanding how AML/CFT policies and procedures are developed for the institution, and so on.

FACILITATOR: Mr. Hari Nepal



BRANCH OPERATIONS

NBI Hall, Kathmandu

DATE: 3rd to 6th October 2016

OBJECTIVE: The program aims to equip participants with sound knowledge on Branch Operations. The participants will gain knowledge and skills that are very essential in their field of work.

FACILITATOR: Mr. Kapil Sharma





CREDIT APPRAISAL COURSE

(In-House for Laxmi Bank Ltd.)

NBI Hall, Kathmandu

DATE: 31st July to 3rd August 2016

OBJECTIVE: This training will help the participants understand Credit Appraisal comprehensively. It is useful while appraising the creditability of the customers in order to mitigate the credit risks.

FACILITATOR: Mr. Parshuram K. Chhetri



CREDIT CARDS

(In-House for Machhapuchchhre Bank Ltd.)

NBI Hall, Kathmandu

DATE: 1st to 3rd August 2016

OBJECTIVE: This training will give participants a better understanding about how credit cards work & also how the use of credit cards can have an impact on their overall credit.

FACILITATOR: Mr. Suresh Raj Maharjan



BANKING OPERATIONS EXCELLENCE

(In-House for Janata Bank Nepal Ltd.)

NBI Hall, Kathmandu

Date: 11th & 12th August 2016

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.

FACILITATOR: Mr. Pankaj Pant & Mr. Upendra Malakar



RELATIONSHIP MAKING THEM WORK

(In-House for Bank of Kathmandu Lumbini Ltd.)

Batch 1: 13th August 2016

Batch 2: 10th September 2016

Batch 3: 17th September 2016



NBI Hall, Kathmandu

OBJECTIVE: To offer opportunity to explore who they are and realize their true potential to transform themselves- their manner, etiquettes or behaviour in consistence to company's Policy and their job demands.

FACILITATOR: Mr. Bikal Prasad Sherchan & Ms. Usha Malla Singh



CREDIT ASSESSMENT & RISK**(In-House for Sipradi Trading Pvt. Ltd.)****NBI Hall, Kathmandu****DATE:** 21st August 2016

OBJECTIVE: Credit risk arises when dealing with customers, vendors, and other counterparties. This training will help participants use a structured and systematic approach to evaluate the credit standing of a company and assess the relative attractiveness of the risk-return profile of the investing / lending proposition.

FACILITATOR: Mr. Hemanth Raj Angdambey**LEADERSHIP, MOTIVATION & CUSTOMER SERVICE****(In-House for Citizen Investment Trust)****NBI Hall, Kathmandu****DATE:** 1st to 3rd September 2016

OBJECTIVE: This dynamic training transfers core skills for engaging and motivating employees turning negative situations into positive outcomes. It helps in maximizing one's potential as a leader, motivator & a service provider.

FACILITATOR: Mr. Bikal Prasad Sherchan & Ms. Usha Malla Singh**LEADING TO WIN****(In-House for Sipradi Trading Pvt. Ltd.)****NBI Hall, Kathmandu****DATE:** 12th September 2016

OBJECTIVE: This workshop is focused on understanding the various roles of a leader, gain insight into one's individual management and leadership style.

FACILITATOR: Mr. Prakash Rohera**NEGOTIATION SKILLS****(In-House for Ncell Pvt. Ltd.)****NBI Hall, Kathmandu****DATE:** 13th September 2016

OBJECTIVE: Approach a negotiation strategically, with the ability to analyze who the other parties are, what they need, and how they relate to each other.

FACILITATOR: Mr. Prakash Rohera



CONFLICT MANAGEMENT

(In-House for Ncell Pvt. Ltd.)

NBI Hall, Kathmandu

DATE: 14th September 2016

OBJECTIVE: This course focuses on the critical skills associated with handling difficult people and situations, highlighting the kinds of negotiation and influence processes that yield optimal outcomes, keeping relationships intact.

FACILITATOR: Mr. Prakash Rohera



CONNECT TO CONQUER

(In-House for Bank of Kathmandu Lum-bini Ltd.)

Hotel Radisson, Kathmandu.

DATE: 15th September 2016

OBJECTIVE:

- Re-energize self by focusing on developing personal attributes and skills with the aim to achieve personal and professional goals.

- Enhance team performance by establishing an environment of trust and mutual support, where every Team.

- Member displays the Power of Working together as ONE TEAM ONE ENERGY.

- Inculcate the team values required for enhanced results, essential for creating the team and making it work.

FACILITATOR: Mr. Prakash Rohera



CUSTOMER RELATIONSHIP MANAGEMENT

(In-House for Global IME Bank Ltd.)

NBI Hall, Kathmandu.

DATE: 24th September 2016

OBJECTIVE: To groom the staff in dealing with customer's demand and other difficult situations, to equip the team to think in a customer centric way and provide the service beyond their expectation and finally retaining existing customers and attracting new ones.

FACILITATOR: Ms. Euden Koirala

“Get closer then ever to your customers. So close that you tell them what they need well before they realize it themselves.”

- Steve Jobs

FRAUD BEHAVIOR & SIGNATURE VERIFICATION

Hotel Dreamland, Dharan

DATE: 30th July 2016

OBJECTIVE: To understand the scenario of fraud activities that has been faced by BFI in Nepal and to mitigate them. This program will highly appreciate the team spirit among CSD, Operation and Cash to minimize fraud as well as Verification of signature.

FACILITATOR: Mr. Mukul Pradhan



AML/CFT - KYC

BATCH 1: 6th August 2016

Hikola Heritage, Birtamod

FACILITATOR: Mr. Hari Nepal

BATCH 2: 20th August 2016

Hotel Snowland, Pokhara

FACILITATOR: Mr. Hari Nepal

Batch 3: 27th August 2016

Hotel Siddhartha Cottage, Butwal

FACILITATOR: Mr. Hari Nepal

Batch 4: 3rd September 2016

Hotel Vishuwa, Birgunj

FACILITATOR: Mr. Jagadish Kumar

Batch 5: 10th September 2016

Hotel Avocado, Hetauda

FACILITATOR: Mr. Shyam Krishna Dahal

Batch 6: 19th September 2016

Hotel Royal Century, Narayanghat

FACILITATOR: Mr. Shyam Krishna Dahal

Batch 7: 24th September 2016

(In-House for Triveni Bikas Bank Ltd.)

Hotel Siddhartha Cottage, Butwal

FACILITATOR: Mr. Hari Nepal

OBJECTIVE: Theoretical, Legal and Practical aspects such as understanding how a BFI can take business and AML/CFT together with compliance, how a BFI can best implement the newly amended but rigorous laws with limited resources, understanding how AML/CFT policies and procedures are developed for the institution, and so on.

BASICS OF SIGNATURE, CURRENCY & ID VERIFICATION

Hotel Panchali, Biratnagar

DATE: 27th August 2016

OBJECTIVE: The core objective of the training is to provide guidance regarding the frauds related to Signature currency & ID Verification.

FACILITATOR: Mr. Mukul Pradhan



“Attacking the profit of offences such as drug trafficking, money laundering and people smuggling is attacking both the motivation and ability to commit further serious crime”

- Chris Ellison

COUNTERFEIT NOTES & SIGNATURE VERIFICATION

Batch 1: 6th August 2016

Hotel Vishuwa, Birgunj

FACILITATOR: Mr. Mukul Pradhan

Batch 2: 6th August 2016

Hotel Manaki, Janakpur

FACILITATOR: Mr. Piyush Man Shakya

Batch 3: 27th August 2016

Hotel Snowland, Pokhara

FACILITATOR: Mr. Piyush Man Shakya

OBJECTIVE: This program leads the knowledge of signature verification with preventive measures to embossed, traced, simulated, scanned etc. forgery as well as identification of counterfeit currency and the applicable methods with related frauds.



CUSTOMER RELATIONSHIP MANAGEMENT

Hotel Royal Century, Narayanghat

DATE: 27th August 2016

OBJECTIVE: To prepare the staff in dealing with customers demand and other difficult situations, to equip the team to think in a customer centric way and provide the service beyond their expectation and finally retaining existing customers and attracting new ones.

FACILITATOR: Ms. Euden Koirala

COMPLETE TELLER SOLUTIONS

Hotel Panchali, Biratnagar

DATE: 3rd September 2016

OBJECTIVE: The workshop will focus on developing 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.

FACILITATOR: Mr. Pankaj Pant



CREDIT APPRAISAL & RECOVERY

Hotel Panchali, Biratnagar

DATE: 9th & 10th September 2016

OBJECTIVE: To provide insight on credit appraisal process and learn the right tools to be credit analyst expert.

FACILITATOR: Mr. Shreejesh Ghimire

BASIC CONCEPT OF CREDIT MANAGEMENT & INTERPRETATION OF FINANCIAL STATEMENT OF BORROWERS

Hotel Avocado, Hetauda

DATE: 9th & 10th September 2016

OBJECTIVE: This program provides the participant with basic foundation of knowledge and skills that help them to reach sound, reliable judgment of company creditworthiness. It shall focus on practical introduction to financial statement from the perspective of the credit analysts. Discussion on each component of financials statement will help the delegates to assess key qualitative and quantitative factors in determining limit requirement and repayment capacity borrower.

FACILITATOR: Mr. Ganesh Awasthi

In financial services, if you want to be the best in the industry, you first have to be the best in risk management and credit quality. It's the foundation for every other measure of success. There's almost no room for error.

- John G. Stumpf



nbi

GLIMPSES





Presents

janbi

(Professional Banking Certification Course)

for the first time in Nepal

**SO HURRY UP
& ENROLL!!!**

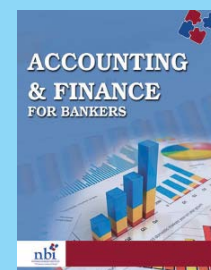
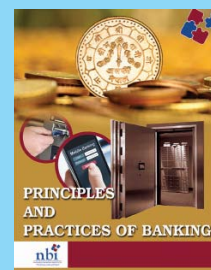
MANAGEMENT TEAM

Sanjib Subba
CEO

Dhan Thapa
Head of Program

Harendra Jung Thapa
Manager Academics

NBI PUBLICATIONS



6th Floor Central Plaza, Narayanchour, Naxal, Kathmandu, Nepal.
Tel: +977 1 4415903/05, 4436001, Fax: +977 1 4441351
E-mail: info@nbi.com.np, W: www.nbi.com.np