

Greetings from Banking, Financial Services and Insurance Sector Skill Council of India!

Banking, Financial Services and Insurance Sector Skill Council of India (BFSISSC) has been established under the aegis of **Ministry of Skill Development and Entrepreneurship (MSDE)**, by the National Skill Development Corporation of India (NSDC), Bombay Stock exchange and National Stock exchange.

The vision of the BFSISSC is

To ensure the development of industry-relevant skills for educated youth  
To make them industry ready for gainful employment.

As one of the valuable stakeholders in the skilling ecosystem, we invite the Educational Institutions to associate with BFSI SSC to carry forward skill development of their students across the UG and PG streams, in line with the New Education Policy, thus enabling creation of a pool of skill enabled, educated youth ready for entering the work environment.

#### **Benefits of Associating with BFSI SSC:**

- a) **Orientation:** BFSI SSC organizes free virtual orientation program on “Existing and Future Job Opportunities in the BFSI Sector” for students and job seekers to explain the occupations and opportunities available along with skills required for such opportunities.
- b) **Assessment and Certification:** The Labor Market intelligence helps BFSI SSC to advise the providers of education and training in designing skill focused programs, add specific skill focused subjects to their existing UG and PG programs. This is followed by assessment and certification (certification only for pass candidates). The assessments of individual trainees/ students determine their readiness to perform the required activities at work.
- c) **Placement Support:** One of the mission statements of the BFSISSC of India is to enable skilled and educated youth of the country in getting gainfully employed in the financial industry. Post skill certification, the SSC brings job opportunities / Apprenticeship opportunities, to those who register for jobs with the SSC, on a best effort basis. Assessment and certification by BFSISSC enable the employers to use it as a proxy to fast-track job applications.
- d) **Top Recruiters:** The top recruiters of BFSI SSC have national and international recognition for successful market penetration within their respective sectors in BFSI Industry.

- Pvt Banks: HDFC Bank / ICICI Bank / Axis Bank etc.
- Small Finance Banks: AU SFB /Equitas SFB / Jana SFB / Ujjivan / Suryodaya SFB etc.
- Payment Banks: Paytm / Fino Payment / Airtel Payment / India Post Payments Bank etc.
- NBFCs: L&T Finance/ Tata Capital / Shriram / Fullerton etc.
- Micro Finance Cos: Ashirvad / Arohan / Muthoot / Belstar/ Annapurna etc.
- Life Insurance: HDFC Life / ICICI Pru Life / SBI Life / Tata Life etc.
- Non-Life Insurance: HDFC Ergo / ICICI Lombard / SBI General / Chola MS / Star Health etc.
- Insurance Broking Co: Policy Bazaar / Turtle Mint / Velocity Ins / Policy Boss etc.

**Programs and certifications offered by Banking, Financial Services and Insurance Sector Skill Council of India**

## I. Basics of Banking, Insurance, and Investment

1. Structure of Banking Sector in India
2. Products and Services of banks
3. KYC norms and guidelines by RBI
4. Technologies and platforms used by banks
5. Structure of Insurance sector in India
6. Products and Services of insurance
7. KYC and documentation norms and guidelines by IRDA
8. Contracts and legalities
9. Advisory of Insurance Sales – Online
10. Branding - Self
11. Sourcing of Customers - Online
12. Communication Skills
13. Structure of investment sector in India
14. Products and Services of investment

**\*\*Virtual training by industry expert trainers ( 12 sessions of 2 hours each = 24 hrs)**

## II. Mutual Fund Industry - 24hrs

NISM Series V A - Training which entails understanding the following topics

- Chapter 1: Investment Landscape
- Chapter 2: Concept and Role of a Mutual Fund
- Chapter 3: Legal Structure of Mutual Funds in India
- Chapter 4: Legal and Regulatory Framework
- Chapter 5: Scheme Related Information
- Chapter 6: Fund Distribution and Channel Management Practices
- Chapter 7: Net Asset Value, Total Expense Ratio and Pricing of Units
- Chapter 8: Taxation
- Chapter 9: Investor Services
- Chapter 10: Risk, Return and Performance of Funds
- Chapter 11: Mutual Fund Scheme Performance
- Chapter 12: Mutual Fund Scheme Selection.

This will be followed by free NISM Examination/ Certificate and sponsored ARN Number, post clearing of the NISM exam (The training is worth Rs.10,000/- for the preparation of NISM - Series VA Exam - Mutual Fund Distributor which is being given as a value add - part of the course).

## III. QP embedded curriculum and assessments

Under the **New education Policy**, every student needs to be skill ready by undertaking relevant skill certificates during their undergraduate years. BFSISSC as a Skill council is the body which creates NSQF aligned skill oriented Qualification Packs for the financial industry, which are then adopted by Education Institutions for their Vocational training mandate under UGC and AICTE. Following are the Qualification Packs -

1. Credit Processing Officer
2. Microfinance Executive
3. Mutual Fund Agent

4. Insurance Agent
5. Business Correspondent and Business Facilitator
6. Debt Recovery
7. Accounts Executive

The student can choose to give assessment / exam for one of the above QP and get skill certificate on passing the same.

**Post clearing of BBII, NISM, QP exams ,The student will be given a final course on english communication and interpersonal skills for a duration of 40 hrs.**

**The cost of the whole course (88 hrs of training, NISM exam and ARN no) is Rs. 3000 + GST .**

For any query, please contact <**Sachin Shukla**> on < **8286360276**> or email us at < [sachin.shukla@bfsissc.com](mailto:sachin.shukla@bfsissc.com)>

Sachin Shukla