

**Target Group for the Programs 2016-17**




<b>Prog Code</b>	<b>Programs</b>	<b>Target Group</b>
	<b>Programs in Human Resources Management &amp; Marketing</b>	
HRM 101	Program for Leadership Excellence for BMs	Branch Managers
HRM 102	Program for Emerging Leaders - Asst Branch Managers	Assistant. Branch Managers
HRM 103	RETIREMENT – A HAPPY JOURNEY	Officers superannuating from service
HRM 104	Program for Women Branch Mangers	Women Branch Managers
HRM 105	Program for emerging Women Business Leaders	Women ABMs and Women Officers
HRM 106	Digital Marketing	All officers other than BMs
	<b>Programs in Credit and SME Financing</b>	
CR 201	Credit Appraisal and Management for Branch Managers	Branch Managers
CR 202	Lending Strategies to Large and Mid Corporates for Credit Intensive Branch / Zonal Office / CRMs	Credit officers/CRMs of Credit Intensive branches and Zonal offices
CR 203	Credit Management Program for Executives	Officers In Charge of Large Corporate/Corporate branches & Credit Department in Charge of Zonal Offices (Scale IV & V)
CR 204	Asset quality Management and Recovery Strategies	BMs, ABMs and Officers looking after recovery, rehabilitation & monitoring in branches / Administrative offices
CR 205	Marketing Strategies to improve Retail Lending	Officers of Branches & Administrative Offices
CR 206	Capsule for Credit and Forex for Metro Zones	Branch Managers, Credit Desk Officers of Branches & Administrative Offices
CR 207	Credit Management Program for Zonal Office Desk Officers	Desk Officers of various credit desks of Zonal Offices
CR 208	Workshop for Authorized Officers	Authorised Officers
CR 209	Credit Appraisal and Management for Bankers (Commercial)	Branch Managers and Loan Officers of various Banks
CR 210	Lending Strategies and Risk Management in MSME Financing - Semi Commercial	Branch Managers and Loan Officers of various Banks
CR 211	Advanced Program on Lending Strategies and Risk Management in MSME Financing for creation of Talent Pool	Identified officers by CO
CR 212	Advanced Credit Management Program for creation of talent pool	Identified officers by CO
CR213	Refresher Program for Talent pool Officers In MSME Finance	Talent pool officers already undergone 3 weeks training
CR214	Refresher Program for Talent Pool Officers in Advanced Credit	Talent pool officers already undergone 3 weeks training
	<b>Rural Credit</b>	
RU 301	Emerging Agri Business Opportunities and Risk Management in Agriculture Lending in Rural / Semi-urban Branches	Branch Managers, Officers and RDOs of Rural and Semi Urban branches
RU 302	Financing Agricultural Projects	Rural Development Officers & Branch Managers of Agriculture Credit Intensive Branches.
RU 303	Mentoring new RDOs – Workshop for controlling office RDOs	Senior RDOs working in Zonal Offices who will be functioning as Mentors for newly recruited RDOs
RU 304	Financial Inclusion – Marching towards Inclusive Growth Banking	Branch Managers/Officers of rural branch & desk officers of Zonal Office
RU 305	Workshop for Lead District Managers and District Coordinators of Non-Lead Districts	Lead District Managers and District Co coordinators of select Non-Lead Districts
RU 306	Workshop on Financing of High Tech Agriculture	Branch Managers/Rural Development Officers of rural branch & desk officers of Zonal Office
RU 307	Supply Chain Finance in Agriculture	Branch Managers in Rural branches and Rural Development officers
RU 308	Financing of Agro and Food Processing Industries	Branch Managers in Rural branches and Rural Development officers
	<b>Risk Management</b>	
RM 401	Workshop on RAM Rating	Officers of Chennai (North), Chennai (South) & Kancheepuram Zones
RM 402	Program on Integrated Risk Management and BASEL III	Officers / Executives of the Bank with residual service of 5 years and above
RM 403	Forensic Audit for CMs and AGMs	Officers / Executive working in Credit, Vigilance and Inspection desks of Zonal Offices / Branches / ICs
RM 404	Anti Fraud Risk Management - Program for Branch Managers	Branches Managers / Desk Officers of Zonal Office Credit Departments and Inspectors of Branches

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	<b>International Banking</b>	

FX 501	Introductory Program to FX Business	To familiarize the officers about basics of foreign exchange transactions
FX 502	Advance program on Foreign Exchange Business for Authorized Branches	Officers who are working in FOREX Authorized Branches
FX 503	FEDA/ Workshop	Front line officers / second line in FOREX AD branches
FX 504	Program on FX Bourse & Treasury Management	Officers with knowledge of FX transactions
FX 505	Specialized Training Program on 'Foreign Exchange Business for Creation of New Talent Pool'	Officers identified by CO:HRM who are expected to handle Foreign exchange in Authorized Branches
FX 506	Refresher Program for Talent Pool Officers in Forex Business	Talent pool officers already undergone 3 weeks training
<b>General Banking</b>		
GB 601	Professional Excellence for Career growth	Officers who have residual service in the bank for more than 10 years – Scale wise (I, II & III)
GB 602	Introductory Program for Probationary Officers / Specialist Officers	Newly recruited Probationary Officers / Specialist Officers
GB 603	Introductory Program for Promotee Officers	Promotee Officers
GB 604	Professional Excellence for first time Branch Managers	Newly posted BMs, who assumed charge as Branch Manager for the first time
GB 605	Program for Raj Bhasa Adhikaris	Officers at the administrative offices in Chennai, HO and Chennai Zone and Very Large Branches
GB 606	Executive Development Program for CMs / AGMs	Recently promoted CMs / AGMs
GB 607	Program for Disciplinary Authorities	will be decided by CO:Vigilance
GB 608	Program for inquiring Authority / Presenting Officers	will be decided by CO:Vigilance
GB 609	Program for Vigilance Officers	will be decided by CO:Vigilance
GB 610	Program for Security Officers	will be decided by CO: Security
GB 611	Program for Officers of Currency Chests	Officers in charge / Officers working in the Currency Chests
GB 612	Refresher Program for Probationary Officers / RDOs	Probationary Officers / RDO's who have completed 1 year of service in the Bank
GB 613	Program for Inspectors of Branches	Officers working in Inspection Centres & Departments
GB 614	Enhancing professional efficiency of Officers at Administrative Offices	Desk Officers of the Administrative Offices
GB 615	Planning Strategies for Turnaround of Branches	Branch Managers of emerging profit centers
GB 616	Transforming Branches from Cost centre to Profit Centre	Branch Managers and ABMs of Branches
GB 617	Workshop for CSR Volunteers	CSR Volunteers
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<b>Information Technology</b>		
IT 701	Program for Help Desk Officers	Officers looking after the system in Administrative Offices and Very Large branches
IT 702	Program for Digital Applications	Officers presently handling bills, Non fund based business, payroll, pension, Govt transactions
IT 703	IT Management in CBS for Branch Champions	Branch Champions
IT 704	Enhancing operational efficiency of Service Branch Officers	Officers working in service Branch
IT 705	Introductory Program in CBS for Probationary Officers – New recruits	Direct recruit Officers, who have completed 1 year of Service in the Bank