

SME CERTIFICATION

FOR BRANCH MANAGERS

DATE: Friday, September 29, 2017
FEE: PKR 8,500/- per participant
VENUE: NRSP, Bahawalpur
TIMINGS: 9:00 am to 5:00 pm

5%
DISCOUNT
on 3-5 nominations

10%
DISCOUNT
on 6+ nominations

LAST DATE OF REGISTRATION
September 27, 2017

COURSE FACILITATOR
Mr. Nazir Ahmad Malik

COURSE OVERVIEW

Small & Medium Enterprises (SME) serve as an engine of growth for industrial and economic development. SME sector in Pakistan has a large potential which needs to be tapped for an accelerated industrial growth, employment generation and increasing exports. For the purpose, SMEs' access to finance from formal sector needs to be enhanced. Cognizant of the situation, SBP has provided an enabling regulatory environment for SME financing. This course will enable the participants to increase their focus on SME financing by aligning their marketing/financing strategy in line with regulatory requirements.

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The Institute
of Bankers
Pakistan



LEARNING OBJECTIVES

This one-day program will enable participants to understand dynamics of SME banking/business and the revised regulatory framework for SME Financing. The program will enhance understanding of the participants about SBP PRs for SME Financing, thereby facilitating them in complying with the regulatory framework and consequently preventing penalties imposed by the Regulator. It will facilitate in identifying right customers to promote SME financing.

COURSE CONTENT

- Overview of SME Sector and its Contribution to GDP
- Issues and Challenges in SME Financing
- Regulatory Framework / Prudential Regulations (PRs) for SME Financing
- Way Forward for Promoting SMEs' Access to Finance
- Analyzing the Cash Flows of SMEs
- Credit Scoring
- Identification and Marketing Techniques to acquire SME Credit Relationship
- Strategies to Promote SME Financing and SME Development

WHO SHOULD ATTEND?

Branch Managers handling SME portfolio in banks

CERTIFICATE

A certificate of qualification will be awarded by IBP to those participants who qualify the post assessment test; non-qualifying participants will be awarded with participation certificate only.

METHODOLOGY

Following methods will be used to convey the content:

- Open Discussions
- Case Studies
- Brainstorming
- Presentations/ Mini-lecture

FACILITATOR

Mr. Nazir Ahmad Malik

Mr. Nazir is a senior, vastly experienced banker and trainer, having hands-on experience of over three and a half decades in the areas of banking operations, advances and customer relationship management. During his long banking career, he has worked in various roles including RGM - Credit, Area Manager/ Chief Manager, RAGM, Branch Manager etc. At present he is associated with Habib Bank Ltd. as DGM-II / RGM Credit, Bahawalpur Region. He is AIBP and DAIBP from the Institute of Bankers Pakistan. He holds Masters Degree in Business Administration from IBA Karachi.

CONTACT DETAILS:

Ms. Saima Rafiq T (042) 99210479 E saima.rafiq@ibp.org.pk
Mr. Irfan Ahmed T (042)-99210471 E Irfan.ahmed@ibp.org.pk

NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN".
Please send nominations/requests for participation at least two days before the training date.