

-To create talent pool of Business Correspondents & Business Facilitators-

14 December 2009: NIS Sparta Asia's leading Training, Education and Learning solutions provider will soon be imparting the Indian Institute of Banking & Finance (IIBF) accredited training for a Certificate course for Business Correspondents (BC's) and Business Facilitators (BF's).

Introduced by IIBF, a body of banks and financial institutions and professionals in banking and finance industry in India, these courses will provide basic knowledge in banking operations and help the candidates in developing an overall understanding of the role and functions of banks. The course content will also include the basics of banking operations & procedure, role of Business Correspondents & Business Facilitators, Financial advising and counseling and various forms and documents used in banks.

"NIS Sparta is delighted to be an accredited partner of IIBF to offer Certificate courses aimed at Business Correspondents and Business Facilitators, in the BFSI domain. It will bolster growth of the micro finance segment, and support the drive for financial inclusion, specially amongst the people in the remote and rural areas. This initiative is one more example of NIS Sparta's commitment to the massive skill building requirements in the domains that will fuel India's growth," said, Mr. Muralidhar Rao, President & COO, NIS Sparta Ltd.

Candidates appearing for the course will be provided with comprehensive course material developed by IIBF and will undergo 5 day intensive Instructor Led Training by NIS Sparta. Upon completion of the training, the candidates will be evaluated by NIS Sparta internally followed by an external assessment by IIBF. Initially the course fee will need to be paid by the Bank or by the participant. On successful certification by IIBF and employment in the sector, 100% of the course fee will be reimbursed by NABARD in 256 districts and 75% in rest of the districts.

These courses would not only create career prospects for people in the BFSI sector, but will also create a ready talent pool for the banks and financial institutions to employ from.

The course will broadly cover the following topics:

- General Banking including Deposits
- Principles of Lending with special reference to Rural and Retail Lending
- Financial Inclusion and Role of Business Correspondents and Business Facilitators
- Skill sets that make BC/BF effective in relating with rural people
- Details of Banks' Deposits and Priority sector advances products/schemes

Post training these BC's & BF's will help the banks in identifying potential customers, advising village people about appropriate banking products and services and helping villagers in completing formalities that are needed to transact with banks.

Programme Highlights

1. The 5 day programme comprises training by NIS Sparta and certification by IIBF
2. 100% course fee reimbursable by NABARD in 256 districts and 75% in rest of the districts, on successful certification by IIBF and employment in the sector.
3. Will boost the growth of financial inclusion.

About NIS Sparta

NIS Sparta is Asia's leading training, education and learning solutions provider, and a Reliance ADA Group company. Established in 1991, the company partners with organizations in achieving their mission critical goals through enhanced effectiveness of their people and processes, using proven methodologies.

Besides a range of world-class bouquet training programmes, NIS Sparta offers customized solutions in the area of sales maximization, customer retention, personal effectiveness, leadership and management, for different role holders. NIS Sparta partners leading international training services providers, such as: Huthwaite International, UK; CrossKnowledge, France; Eagle's Flight, Canada; Inscape Publishing Partners International ApS and CCI Surveys International, US, to offer globally validated training solutions to customers.

In the professional education domain, through initiatives such as NIS Academy and NIS L.I.V.E, the company offers employability linked programmes at each stage of one's career – student, first time employment seeker or a working professional. NIS Academy has facilitated the growth and development of over 55,000 students and aspirants, till date.

About IIBF

Established in 1928 Indian Institute of Banking & Finance (IIBF), formerly known as The Indian Institute of Bankers (IIB), is a professional body of banks, financial institutions and their employees in India. With its membership of over 600 banks and financial institutions as institutional members and about 300000 of their employees as individual members, IIBF is the largest Institute of its kind in the world and is working with a Mission "to develop professionally qualified and competent bankers and finance professionals primarily through a process of education, training, examination, consultancy/counseling and continuing professional development programmes".

IIBF is a 'Distance Learning' Institute offering various educational services. The Institute is managed by a Governing Council comprising eminent persons from the banking and finance sector, academicians and professionals.