



Probationary Officers on completion of Training programme

Participant's Voice:

On-boarding Programme for Newly recruited Probationary Officers

- *"It was a great learning time in center. Apart from academic session we have activities too. All the activities organised by the center were full of learning, fun and had a deep impact."*
- *"Foundation Training Programme (FTP) 1 was a wonderful experience. we learned a lot about the various banking aspects. We are looking forward to giving our best to this organisation"*
- *"It was an experience for lifetime. Everything was much organised and very well delivered. More than we have expected."*

Who We Are:

About Us

SBFI 'CHETANA' is specialised in catering to the needs of the **new recruits** in the Bank and facilitates onboarding. In past 11 years, we have professionally handled the training process of thousands of new recruits, Probationary officers and Special Management Executives and also newly promoted officers in their onboarding and follow up training programmes.

What makes our programmes truly unique is the fact that they can be easily customized depending on the client's prerequisite. We adapt these programmes to address the peculiar training challenges of Public Sector Banks.

Contact Us

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State Bank Foundation Institute "CHETANA"

"नीव"
Foundation Programme
for Newly Recruited
Officers



Driving Force

The driving force behind the success of programmes, is the dedicated team of our richly experienced faculty members.

The faculty members have been carved out from the pool of Senior Management Grade officials of the bank having exposure in all facets of Banking including Branch Operations, Retail Credit, Corporate Finance, Foreign Exchange, Treasury, Human Resources, Risk and Compliance.

Special Programmes on Retail as well as Corporate Credit along with Foreign Trade and Foreign Exchange Risk Management can be customized as per the requirements of the Institutions.

Content:

- Overview of Banking Operations
- Types of Customer
- Cash Department Procedures, Note Refund Rules, Clean Note Policy etc.
- KYC/AML/FATCA/CIBIL
- Government Business and Products
- P- Segment & SME Liability Products and their operational aspects
- Various MIS Reports & its importance
- Overview of Retail Credit
- Preventive Vigilance
- Fraud Prevention
- Financial Inclusion
- Legal Framework & Compliance
- Branch Security Aspects
- Pre-Sanction & Post sanction Credit Process: Retail
- Housing Loan, Auto Loan, Education Loan, Personal & Other Retail Loan
- NRI Deposit Products & Remittances
- Customer Centricity & Marketing Concepts
- Selling & Presentation Skills
- IRAC Norms & NPA Management
- Information Security & IT Act
- New Trends in Banking Technology
- Various Payment Apps & Digital Products



ISO 9001:2015 certified Training Institute

State Bank Foundation Institute (SBFI) “CHETANA”, an **ISO 9001:2015 certified** Apex Training Institutes (ATIs) of State Bank of India (SBI) essentially designed to onboard the Young Turks; the freshly recruited Probationary Officers (POs) and Trainee Officers (TOs), into the exiting world of Banking along with employees recruited laterally and Contractual employees.