

# HINDU COLLEGE GUNTUR



DEPARTMENT OF COMMERCE

B.COM COMPUTERS

ADD ON COURSE ON CPBFI

23 – March-2022 to 04 May 2022



# PERMISSION LETTER



**HINDU COLLEGE, GUNTUR – 522 003**  
(Re-accredited by NAAC as Grade 'A' with CGPA 3.07)  
Main Road, Opp. Sri Venkateswara Vignan Mandir, Guntur

Ph:0863-2227649

Date: 18/03/2022

To  
The Principal  
Hindu College  
Guntur

Through IQAC Coordinator

Respected Sir,

The department of Commerce is willing to conduct an add on course for B.Com final year students on CPBFI (Certificate Programme on Banking, Finance and Insurance) with the understanding of Bajaj Finserv. We would like to conduct the course from March 23<sup>rd</sup> 2022. With daily 3 hours classes between 2:00 PM to 5:00 PM.

So we request you to give permission to conduct the course

*I. Santhilatha* 18/3/2022  
Yours Sincerely

I.Santhilatha

HOD, Department of Commerce

B.Com Computers

Hindu College, Guntur

*P. S. Prasad*  
18/3/22  
PRINCIPAL  
HINDU COLLEGE  
GUNTUR




# SYLLABUS FOR CPBFI COURSE

Chapter	Unit Name	Page No.	Session No.
		1	1 & 2
1	Need for Bank and Types of Banks	11	3
2	Types of Customers	19	4
3	Know Your Customer	27	5
4	Retail Banking and Liability Products	33	6 & 7
5	Retail Loans and Credit Appraisal		8
	Interim Assessment, Group presentation and Doubt Clearing		
6	Services Offered by Banks	39	9
7	Inclusive Banking	45	10
8	National Bank for Agriculture and Rural Development (NABARD)	53	11
9	Corporate Banking	57	12
10	Financial Report of a Bank	63	13
11	Overview of Financial Markets	69	14
12	Cash and Clearing Operations of a Bank	77	15
13	Compliance and Ethics in Banking	81	16
14	Technology in Banking	83	17
15	Qualities of a Banker	87	18
16	Marketing of Banking Products	91	19
	Integrated Session, Doubt Clearing and Final Assessments		20



## Index

Chapter	Unit Name	Page No.	Session No.
		1	1
1	History of Insurance, Concept of Risk and Uncertainty		
		11	2
2	Need and Classification of Insurance		
		19	3
3	Structure of Insurance Companies		
		29	4
4	Basic principles of Insurance		
		35	5
5	Life Insurance Products		
		49	6
6	Non-life Insurance Products - Retail		
		59	7
7	Insurance Distribution Channels		
	Group Presentation and Evaluation		8
8	Selling Insurance in 21 <sup>st</sup> Century	67	9
	Interim Assessments and Doubt Clearing		10
9	Underwriting	77	11
10	Insurance Contract	85	12
11	Insurance Claims	99	13
	Group Discussion and Evaluation		14
12	Non-life Insurance Products - Corporate	109	15
13	Rural Insurance and Agri Insurance	119	16
14	Customer Protection, Compliance and Insurance Ethics	127	17
15	Regulations in Insurance and Grievance Handling	132	18
16	Role of Technology in Insurance	138	19
	Integrated Session, Doubt Clearing and Final Assessments		20

 **INDEX**

Chapter No	Session Name	Page
1.	Communication Basics	01
2.	Art of Speaking	19
3.	Art of Writing	28
4.	Art of Discussing and Presenting	43
	Group Presentation	
	Interim Assessment and Doubt Clearing	
5.	Art of Persuasion and Influence	58
6.	Facing Rejection and Non-Conversion	63
7.	Art of Having a Sales Conversation	66
8.	Integrated Session with Banking and Insurance	70
9.	Art of Giving Feedback	73
10.	Customer Service Skills	76
11.	Power of Belief	78
12.	Interview Skills	85
	Mock Interviews	
	Planned and Extempore Speeches	
	Group Presentation and Final Assessment	



**HINDU COLLEGE - GUNTUR, DEPARTMENT OF COMMERCE**

**CPBFI RESULT**

<b>SNO</b>	<b>NAME OF THE STUDENT</b>	<b>Login ID</b>	<b>Attendance %</b>	<b>Percent POST</b>	<b>RESULT 2</b>
1	Allu.Vinithareddy	BFS310656	89.29	32	FAIL
2	Annepu Divya	BFS310657	92.86	41	PASS
3	Arudra Venkatesh	BFS310658	25		FAIL
4	Avvaru Ushasri	BFS310659	96.43	73	PASS
5	Banavath Ganesh	BFS310660	71.43	42	FAIL
6	Banavathu Seva Naik	BFS310661			FAIL
7	Banavathu.Krishnaveni.Bai	BFS310662	85.71	32	FAIL
8	Botla Naga Jyothi	BFS310663	89.29	54	PASS
9	Ch. Venkata Katyayani	BFS310664	67.86	24	FAIL
10	Chanda Rambabu	BFS310665	92.86	47	PASS
11	Cherukuri Elisha Babu	BFS312363	60.71	43	FAIL
12	Chilakalasrinivasareddy	BFS310666	71.43	37	FAIL
13	Chinababu Kamunuri	BFS310667	75	55	PASS
14	Dasari Ramana Murthy	BFS310668	71.43	9	FAIL
15	Deepak Bethapudi	BFS310669	71.43	56	PASS
16	Galam Chandra Durga Rao	BFS310670	71.43	53	PASS
17	Indla.Kavya	BFS310671	96.43	47	PASS
18	J.Pavan Kumar	BFS310672			FAIL

19	Kaki Mudhula	BFS310673	100	70	PASS
20	Kaligiri.Nagamalleswari	BFS310674	100	62	PASS
21	Kancharagunta Tejaswini	BFS310675	82.14	60	PASS
22	Kancharla Bharat Ashok Kumar	BFS312364	57.14	64	FAIL
23	Konda Vijayaramireddy	BFS312365	14.29		FAIL
24	Kondru Raviteja	BFS310676	3.57		FAIL
25	Kuraganti Hepsiba	BFS310677	100	49	PASS
26	Kurapati Yesu Mariyamma	BFS310678	78.57	39	FAIL
27	Male. Ramya	BFS310679	75	46	PASS
28	Maseed Yaseen	BFS310680	96.43	70	PASS
29	Mirapalli Sriveni	BFS312367	10.71		FAIL
30	Morla Chandan	BFS310681	50		FAIL
31	Mounika Kelam	BFS310682	96.43	71	PASS
32	Podili Sree Charitha	BFS310683	92.86	34	FAIL
33	Pulimela David Raj	BFS312366	46.43		FAIL
34	Pullamsetty Bhargavi	BFS310684	78.57	42	PASS
35	Rajolu Rasi	BFS310685	100	32	FAIL
36	Retla Balaji	BFS310686	7.14		FAIL
37	Returi. Salman Raju	BFS310687	71.43	57	PASS
38	Rokkam Neeladri	BFS310688	92.86	60	PASS
39	Sanketha. Vamsi Keishna	BFS310689	25		FAIL
40	Sapare Ravi Kumar	BFS310690	14.29		FAIL
41	Sathineni Koteswararao	BFS310691	14.29		FAIL
42	Sathvik Tenali	BFS310692	25		FAIL
43	Shaik Abbas	BFS310693	96.43	67	PASS
44	Shaik Lalbi	BFS310694	32.14		FAIL
45	Shaik Nazila	BFS310695	64.29	53	FAIL
46	Surala Appalaraju	BFS310696	78.57	63	PASS
47	Tammiseti Raghuram	BFS310697	60.71	25	FAIL
48	Tirumalapudi.Sowmya Sri Akhila	BFS310698	96.43	65	PASS
49	Udatha Mabu Subhani	BFS310699	75	36	FAIL
50	Vanamala Galireddy	BFS310700	89.29	20	FAIL



# INAGURATION OF CERETIFICATE COURSE CLASSES



**CLASSES**

# LAST DAY OF COURSE



GPS Map Camera



**Guntur, Andhra Pradesh, India**

AC College Bus Stop, AC College Rd, Kanna Vari

Thota, Guntur, Andhra Pradesh 522001, India

Lat 16.29416°

Long 80.442909°

07/05/22 05:30 PM