

HINDU COLLEGE GUNTUR



DEPARTMENT OF COMMERCE

ADD ON COURSE ON CPBFI

2019-2020



HINDU COLLEGE- GUNTUR		
DEPARTMENT OF COMMERCE		
LIST OF STUDENTS FOR CPBFI 2019-20		
S.NO	NAME OF THE STUDENT	SIGNATURE
1	O.VAMSI	O. Vamsi
2	P.VIJAYA LAKSHMI	P. vijaya Lakshmi
3	N.YESU MALLIKA	N. Yesu Mallika
4	S.DIVYA JYOTHI	S. Divya Jyothi
5	A.MOUNIKA	A. Mounika
6	N.SHRAVANI NAIDU	N. Shravani Naidu
7	J.CHANDRA VAMSI	J. Chandra vamsi
8	SK.NAGOOB BABU	SK. Nagoob Babu
9	Y.PRASHANTH RAJ	Y. Prashanth Raj
10	B.KOTESWARA RAO	B. Koteswara Rao
11	SK.ABUBAKAR SIDDIQ	SK. Abubakar Siddiq
12	K.VENKATESH	K. Venkatesh
13	CH.RAGHURAM	Ch Raghuram
14	N.KARTHIK (T)	N. KARTHIK
15	K.Y.ESWAR KUMAR (T)	K.Y. ESWAR KUMAR
16	V.PRUDHVI RAJ	V. PRUDHVI Raj
17	A.ASHOK	A. Ashok
18	M.DHARMENDER REDDY	M. Dharmendera Reddy
19	CH.TIRUPATHI RAO	Ch. Tirupathi Rao
20	P.CHANDRA SEKHAR	P. Chandra Sekhar
21	K.PHANI RAJU	K. Phani Raju
22	K.EDUKONDALU (T)	K. EDUKONDALU
23	M.HARI KRISHNA REDDY	M. Hari Krishna Reddy
24	SK.IMRAN (T)	SK. IMRAN
25	K.NAGA BHARGAV	K. NAGA BHARGAV
26	K.MANO HAR	K. Manohar
27	J.RAVICHANDRA KANTH	J. Ravichandran
28	P.FIROZ KHAN (T)	P. FIROZ KHAN
29	V.DURGA RAO	V. Durga Rao
30	P.PURNA CHANDRA RAO (T)	P. Purnachandrarao (T)
31	K.NAGAMANI	K. Nagamani
32	V.VENKATA LAKSHMI	V. Venkata Lakshmi
33	SK.SHARMILA	SK. SHARMILA
34	P.SASIDHAR REDDY	P. Sasidhar Reddy
35	CH.PRIYANKA	Ch. Priyanka

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



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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 st Century	67	9
	Interim Assessments and Doubt Clearing		10
9	Underwriting	77	11
10	Insurance Contract	85	12
11	Insurance Claims	99	13
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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
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	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
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11.	Power of Belief	78
12.	Interview Skills	85
	Mock Interviews	
	Planned and Extempore Speeches	
	Group Presentation and Final Assessment	

ASSESSMENT PROCEDURE

Bajaj Finserv V assessed the students based on the online exam. Assessment procedure for students is following criteria.

CPBFI



Certificate Programme in Banking, Finance and Insurance

Eligibility Criteria for Certificate

Attendance		Score in Assessment	Result
Equal to or Above	Below	Above	
0	65%	#	FAIL
65%	70%	50%	PASS
70%	75%	45%	PASS
75%	-	40%	PASS

#Students with less than 65% attendance shall not be eligible for certificate, regardless of test scores. Students with less than 20% attendance in any subject shall be considered as dropouts, regardless of overall attendance.

Students can get status of their attendance from their student coordinator.

CPBFI is a CSR initiative of Bajaj Finserv Limited, Bajaj Finance Limited, Bajaj Allianz Life Insurance Company Limited and Bajaj Allianz General Insurance Company Limited.

Student's Attendance Register 2019-2020

CLASS: _____

19 - 2020 నాణి January నెల విద్యార్థుల పాజరుపట్టిక

SEMESTER :

Sl. No.	Student Name	1	2	3	4	5	6	7	8	9	10	11	12	13
1	O. Vasavi		X	X	X			X			X	X		
2	P. Vijaya Lakshmi		X	X	X			X			X			
3	N. Yesu Mallika		X	X	X			X			X			
4	S. Divya Jagathi		X	X	X			X			X			
5	A. Meenika		X	X	X			X			X			
6	N. Shrawani Naidu		X	X	X			X			X			
7	J. Chandan Vamsi		X	X	X			X			X			
8	S.K. Naganna Babu		X	X	X			X			X			
9	Y. Prashanth Raj		X	X	X			X			X			
10	B. Kateswara Rao		X	X	X			X			X			
11	Sk. Atubakam Siddiq		X	X	X			X			X			
12	K. Venkatesh		X	X	X			X			X			
13	Ch. Raghunam		X	X	X			X			X			
14	N. Karthik (T)		X	X	X			X			X			
15	K. Y. Eswara Kumar (T)		X	X	X			X			X			
16	V. Praveen Raj		X	X	X			X			X			
17	A. Ashok		X	X	X			X			X			
18	M. Dharmendran Reddy		X	X	X			X			X			
19	Ch. Tirupathi Rao		X	X	X			X			X			
20	P. Chandana Sekhan		X	X	X			X			X			
21	K. Phani Raju		X	X	X			X			X			
22	K. Edukondalu (T)		X	X	X			X			X			
23	M. Hani Krishna Reddy		X	X	X			X			X			
24	Sk. Tirum (T)		X	X	X			X			X			
25	K. Naga Bhargav		X	X	X			X			X			
26	K. Maheshan		X	X	X			X			X			
27	J. Ravichandran Karthi		X	X	X			X			X			
28	P. Feroz Khan (T)		X	X	X			X			X			
29	V. Durga Rao		X	X	X			X			X			
30	P. Purna Chandana Rao (T)		X	X	X			X			X			
31	K. Nagamari		X	X	X			X			X			
32	V. Venkata Lakshmi		X	X	X			X			X			
33	Sk. Shamika		X	X	X			X			X			
34	P. Saridhar Reddy		X	X	X			X			X			

14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	ಪ್ರಾಜ್ಞೆ ದಿನಗಳು Pres. days	UNIT - I	UNIT - II	ದಿವ್ಯಾಂಗ Remarks
X	X		X	X		X						X	X	X							
X	X		X	X		X						X	X	X							
X	X		X	X		X						X	X	X							
X	X		a	a		X						a	a	a							
X	X		X	X		a						S	X	X	X						
a	a		a	X		a						U	a	a	X						
a	a		X	a		a						N	a	a	a						
a	a		X	a		a						a	a	a	a						
X	X		U	X	X	a						A	a	X	X						
a	a		N	X	X	S	X					V	a	X	X						
a	a		X	X	X	X							a	a	X						
X	X		X	X	a	X							a	a	a						
X	X		X	X	X	a							a	a	a						
X	X		a	a	X								a	a	X						
a	a		a	a	B	a							a	a	a						
a	a		X	X	U	X							X	X	X						
a	X		X	X	N	X							a	a	a	X					
a	a		X	X	R	X							X	X	X						
a	a		a	X	H	X							a	X	X						
a	a		X	X	X	X							X	X	X						
X	X		X	X	X	X							X	X	X						
X	X		a	a	X	X							a	a	X						
X	X		a	X	X	X							X	a	X	a					
a	a		a	a	a	a							a	a	a	a					
a	a		X	a	a	a							a	a	a	a					
a	a		a	a	a	a							a	a	a	a					
a	X		a	a	X	X							a	a	X	X					
X	X		M	X	X	X							X	X	X	X					
a	a		a	a	a	a							a	a	a	a					
a	a		A	a	a	a							a	a	a	a					
X	X		V	a	X	X							X	X	X	X					
X	X		X	a	X	X							X	X	X	X					
X	X		X	X	X	X							X	a	X	a					
a	a		a	a	a	a							a	a	a	a					

[illegible]

CLASS :

19. ఆంధ్ర ప్రదేశ్ నాణ్యత నియంత్రణ మరియు పరిరక్షణ శాఖ నెల విద్యార్థుల పోజురుపట్టిక

SEMESTER :

[illegible]



Certificate of Completion

This is to certify that

Vijayalakshmi Pagidi

has participated and successfully completed
Certificate Programme in Banking, Finance and Insurance (November 2019)

conducted by Hindu College, Guntur
in collaboration with Bajaj Finserv Limited

CPBFI

Ch. D. Srinivas
For
Hindu College, Guntur

Satish
For
Bajaj Finserv Limited



Training Partner