Dates
February 8-10, 2017

Venue
IBS Hyderabad, Dontanapalli,
Shankerpalli Road, R R District,
Hyderabad - 501 203, Telangana.

Registration
The registration for the programme could be done by sending an email/Letter, furnishing details such as name, designation, organization and contact details (email, mobile phone number) along with payment particulars. Payment can be made on line or by draft.

Fee Details

Single participant	Rs. 20,000/-
2 participants from the same Bank	Rs. 35,000/-
3 participants from the same Bank	Rs. 55,000/-
4 participants from the same Bank	Rs. 75,000/-
5 participants from the same Bank	Rs. 95,000/-
6 participants from the same Bank	Rs. 1,10,000/-
7 participants from the same Bank	Rs. 1,25,000/-

Registration fee includes...
Accommodation, Breakfast, Lunch, Tea/Coffee and Dinner. Study material and other academic inputs will be provided to all the participants.

Accommodation
On campus free accommodation is provided for all participants in the Guest House of the Institute.

For more details, please contact:
Program Director
Dr. Suresh Chandra Bihari
Professor in Banking & Finance
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Cell: +919010620500
www.ibshyderabad.org

The ICFAI Foundation for Higher Education (IFHE)
(Declared as a Deemed-to-be-University under Section 3 of the UGC Act, 1956)
Hyderabad
Accredited by NAAC with 'A' Grade

IBS
ICFAI BUSINESS SCHOOL

8th Management Development Program on

SME Banking

February 8-10, 2017

Center for Management Development (CMD)
ICFAI Business School (IBS), Hyderabad
Dontanapalli, Shankerpalli Road, Hyderabad - 501 203.
www.ibshyderabad.org

Introduction

The Small and Medium Enterprises' (SMEs) contribution to Indian GDP is expected to increase to 22 percent by 2020, from the present 17 per cent, according to an estimate. The small and medium enterprise sector is widely regarded as the engine of the Indian economy. Small and medium enterprises (SMEs) contribute significantly to industrial, economic, technological and regional development in all developed and developing economies. The SME sector is vital for the nation's economic progress and hence, needs to be carefully nurtured and supported. SMEs are the best vehicle for inclusive growth in the country, to create local demand and consumption. Besides supporting employment generation activities, they also act as feeder lines for the MNCs and large corporates of tomorrow, according to Reserve Bank of India.

All the Banks in India have adopted a Policy for lending to SME sector, in tune with Govt. of India guidelines. The program is aimed to fine-tune the skill set of Bankers dealing with SME Sector, the most vibrant and growing sector of the economy.

Target Group

The program is aimed at banking professionals, mainly from the Junior and Middle Management Cadre, especially the Branch Managers, dealing with SME Banking.

Pedagogy and Resource Persons

The program shall use a unique blend of activities/exercises, interactive discussions, presentations, lectures, and Case Studies. The program is delivered by selected highly qualified and experienced IBS faculty and as well as external experts in this field. The program envisage to be a trainee oriented one, with more emphasis on interactions, group discussions, case studies sharing of experience and interface with successful practising bankers, apart from the usual training methods.

The broad topics of MDP include:

- Evolution, Definition of SMEs, Characteristics, Role in Economic Development.
- SMEs: Policy, Regulatory and Legal Framework
- Institutional Framework & SME Financing
- Financing Options & Modes
- SME: Rehabilitation

Program Administration

The program is full time and is residential. Normally the session timings are between 09.45 hrs and 17.15 hrs, with breaks for lunch, tea/coffee. All the participants will be given independent rooms in our CMD Guest House with all required facilities.

About the MDP on SME Banking at IBS, Hyderabad

The 1st MDP on SME Banking was organized during October 23-25, 2013, the 2nd MDP was organized during April 23-25, 2014, the 3rd MDP was organized during August 25-27, 2014, the 4th MDP was organized during January 21-23, 2015, the 5th MDP was organized during April 20-22, 2015, and the 6th MDP organized during August 3-5, 2015. The six MDPs were well received, all the participants expressed great satisfaction with the rich contents of the program, with excellent delivery by highly experienced faculty of IBS Hyderabad and they were greatly impressed by the hospitality extended to them at the IBS campus.

Feedback of Participant

I will never forget those wonderful 68 hours I spent inside campus of ICFAI Business School Hyderabad.. Mind blowing campus...Mind boggling atmosphere... Unforgettable hospitality by the students....Praise worthy lectures by dynamic faculty... members as well as by guest faculties...
Dr. Suresh Bihari was a dream professor. His talk was a combination of current, relevant, and well-researched information delivered in an entertaining and non-judgemental manner. We loved his approachable style and great sense of humor. An absorbing and visually dynamic presentation of contemporary banking issues were discussed by really experienced guys.. Thank You Dr. Bihari for you gave such a wonderful experience. IBS is blessed with such a nice banker cum professor.

-Mr. S.D.Kar, Odisha Gramya Bank

About IBS Hyderabad

ICFAI Business School (IBS), Hyderabad is a constituent of ICFAI Foundation for Higher Education (IFHE), declared as a Deemed-to-be-University, under section 3 of the UGC Act, 1956. IBS is consistently ranked among the top business schools in India, year after year, by leading ranking agencies.
IBS is accredited by SAQS (South Asian Quality Standards) till 2018, rated A** by CRISIL, Eb2 IN by ICRA and as an "Excellent" Business School by EdUniversal. IBS Case Research Center has a repository of 6000+ cases covering management and allied areas. Few IIMs and leading business schools of India and abroad are used by the Cases developed by the IBS.
Our faculty, apart from teaching regular courses, undertake consultancy & research and deliver MDPs to professionals/executives. IBS regularly conducts International Conferences in all areas of management. IBS offers Ph.D degree program which is known for academic rigor and high quality. IBS Hyderabad has state of art infrastructure with lush green campus spread across 92 acres with a builit-up area of over 15 lakhs sq.ft. IBS offers BBA, MBA and Ph.D programs.

Certificate for Participants

The Center for Management Development, IBS, Hyderabad, IFHE will award Certificate of participation to the participants, on completion of the MDP.

Details for Fund Transfer through NET/Online Banking

HDFC Current A/c No: 05212020001733
Bank & Branch: HDFC Bank, Banjara Hills, Hyderabad
Name: The ICFAI Foundation for Higher Education
Swift Code: HDFCINBBXXX
RTGS/NEFT Code: HDFC0000521

Note: While making online transaction kindly mention <yourname 8SMEFEE> ex. Suresh 8SMEFEE (or) Draft to be made in the name of 'The ICFAI Foundation for Higher Education' payable at Hyderabad.

Center for Management Development (CMD)

The Center for Management Development (CMD) at IBS, Hyderabad, is aimed at delivering quality services to industry and academia in terms of training and consulting. Our CMD activities include Management Development Programs, Faculty Development Programs, Executive MBA and Consultancy in core management areas. The MDPs/FDPs are offered as open programs or in-company/institute-specific. Open programs are for participants from any organization. In-company/institute-specific programs are tailor-made as per the requirement of specific companies/institutes.

Our Programs are conducted as residential or non-residential; at the IBS campus or at a chosen location by the client. We have a strong team of faculty members with skills in many contemporary areas of management.

The Program Director

Dr. Suresh Chandra Bihari is a doctorate and is pursuing D.Litt in Management. Dr Bihari has 36 years' experience in industry and academics which includes 18 years' teaching experience.

He has organised 22 Management Development programs and has trained about 500 bankers from all over the country. He has written 26 books and 6 customised books for MBA students in various areas of management including a book on SME banking.

He has 100 publications to his credit in various international and national journals of repute. He received Micro (2011) and Macro (2009-10) research awards from Indian Institute of Banking and Finance and has received research award from IFHE deemed University for working on the effectiveness of Pradhan Mantri Jan-Dhan Yojana in the state of Telangana.. Since 2012, he is the consulting editor of IUP Journal of Bank Management. For the academic year 2013-14, he received the BEST TEACHER AWARD of IBS, Hyderabad.