



Program Library

Award-winning Courses by: www.learnwithflip.com.
The Knowledge Benchmark in Banking & Financial Services

Finance & Basic Fundamentals		
Key Concepts in Finance	This course includes key topics used across banking & finance: Time value of money, Risk, Accounting basics and Understanding financial statements.	4 modules (8.5 hours)
Financial Markets - Raising Money; Equity, Bond & Currency markets.	This course starts with the capital structure of a firm; and debt and equity financial instruments.	5 modules (11 Hours)
	It then delves into the investment cycle and the entire trade lifecycle.	
	This is followed by an overview of equity, bond and currency markets.	
The Banking Business	A complete overview of the world of finance; what banks are, their key business units; the key regulations, payment systems, risk management and a core banking solution. A quick guide: great for beginners and banking support staff in HR, Audit, etc.	9 modules (22 hours)
Treasury & Capital Markets - Equity, Debt & Currency Markets		
Equity Markets – Trading and Operations	This course takes you through the entire trade life cycle in equity markets starting from issuance to trading, clearing and settlement, and asset servicing.	7 Modules (15 hours)
Bond Markets – Trading and Operations	This course takes you through the entire trade life cycle in bond markets starting from issuance to trading, clearing and settlement, and asset servicing.	7 Modules (15.5 hours)
Currency Markets – Trading and Operations	This course takes you through the entire trade life cycle in currency markets starting from pre-trade analysis, trading, and clearing and settlement of currency trades.	7 Modules (17 hours)
Introduction to Derivatives	This course is a teaser on derivatives. It lays the foundation for an understanding of the concept and types of derivatives.	1 Modules (2 hours)
Currency & Interest Rate Derivatives		
Swaps – Products & Trading strategies	This course covers all the currency and interest rate derivative products in detail. We specifically focus on how to structure and present different product strategies to clients.	5 Modules (8.5 hours)
Swaps – Pricing, Hedging & Ops	This course covers the mathematics and the practical aspects of pricing Swaps in the market place. We take you through spreadsheets that are typically used by banks to price derivatives.	5 Modules (9 hours)
Options – Product, pricing & Hedging	This course focuses on Option contracts. We cover product features, pricing, and risk management relating to options.	3 Modules (9.5 hours)
Currency Derivatives - Exchange Traded	This course focuses on Futures and Option contracts. We cover product features, pricing, and risk management.	6 Modules (11 hours)



Risk Management		
Credit & Operational Risk	This hands-on course tells you how a risk manager involved with credit & operational risk, measures and monitors credit & operational risk for his division.	10 Modules (17 hours)
FLIP-NCFM: Market Risk	This course teaches you in detail how to measure market risk for different portfolios, compute and monitor VaR for market risk and prepare a good research report	6 Modules (9.5 hours)
Corporate Banking		
Corporate Banking – Products & Services	This course covers all products relevant to a Relationship Manager: Debt Products, Liability Products, Trade products, Treasury Products;	9 Modules (18.5 hours)
Corporate Banking - Relationship Management	It also covers an overview of Project finance and delves into the Relationship Process - segmentation, prospecting, RAROC. Relationship Strategy - value of a deal, product penetration index.	3 Modules (8.5 hours)
Credit Analysis	Basic Credit Risk Model, rating and nomenclature; Financial analysis of profit and loss, balance sheet statements, financial ratios. Comprehensive exercise on financial ratios.	10 Modules (34 hours)
	Product structures - security, interest rate, repayment schedule. Credit note - comprehensive view on writing a credit note	
Trade Finance and Cash Management Services	This course covers all trade finance products. International trade, risks in trade, trade documents and Incoterms.	12 Modules (25 hours)
	Types of transactions - open account, documentary collections, Letter of Credit, LC clauses, discrepant documents, amendments, issuance and settlement, LC Case Study.	
	Bank Guarantees - Performance and Financial Guarantees	
	CMS and pricing of trade products.	
Branch Banking		
Retail Banking Operations with Finacle	Gives business overview and key concepts needed for the banking business. Detailed study of domestic & NR products & process; cash, clearing, trade desk and retail forex processes; including Finacle hands on simulations; fee based products; asset products.	50 Modules (154 hours)
Branch Banking, Alternate Channels & Payments	We cover the channels banks use, to enable customers to access their products and services. The emphasis is on branch banking, with coverage on cheques, ECS, NEFT and RTGS payments.	7 Modules (15 hours)
Deposits & Fee based Products & Processes	The deposit products of a bank; as well as products (both proprietary – such as payment cards – and third party, such as insurance) on which it makes fee income. We cover the product description and the main processes around each.	6 Modules (20 hours)
Retail Trade & Branch Forex	An introduction to trade and trade products – LCs, BGs, Trade Finance – Pre shipment and Post shipment credit etc.	7 Modules (15 hours)



	Branch FX – Transacting in forex, Counter rates, Remittances, Form A1,A2 etc.	
The Branch Sales Officer Program	Covers CASA products in detail; as well as Corporate Salary Accounts; different types of account holders; how to sell to each;	19 Modules (45 Hours)
	TPPs and loan products on a Current Account; using these, to open a CASA relationship.	
	With interactive, real-life sales simulations.	
Retail Lending		
Consumer Lending	This course covers key terms, the loan life cycle, and main loan products – credit cards, home loans, personal loans, auto loans, educational loans, LAS.	14 Modules (43 hours)
	Includes a detailed chapter & case study on collections.	
Mortgages	This detailed course covers the product variants and processes from origination to collections, including a detailed study of the appraisal process, specific to India. Sample programs for business borrowers make the course unique. It is excellent for a sales professional.	14 Modules (38.5 hours)
Investment Banking		
FLIP-NCFM: Issue Management	This course teaches you how the entire issuance process works in practice. It covers all financial instruments – Shares, ADRs, Bonds, CPs and FCCBs.	7 Modules (18 hours)
Private Equity, M&As and Structured Finance	This course takes you through the life cycle in Private Equity – how contribution is made into the fund; how to evaluate investment opportunities; how the investment is made monitored, and finally exited.	8 Modules (32.5 hours)
	M&As covers types of transactions, an overview of the M&A process and key regulations.	
	Structured finance gives an overview of project finance, debt syndication, securitization and distressed debt.	
Wealth Management		
Wealth Management Lifecycle	This course takes you through the wealth management life cycle – from financial planning to asset allocation and finally performance measurement.	4 Modules (9 hours)
Investment Products	This course covers the equity markets, bond markets and other popular wealth management products such as mutual funds and insurance, in detail.	12 Modules (28.5 hours)
Fund Management	This course covers mutual funds, financial markets, financial planning, asset allocation, fund administration and industry outlook & trends. It maps to the NISM (earlier AMFI) certification for MF distributors	8 Modules (25 hours)



Equity Research		
FLIP-NCFM: Equity Research	This course covers the entire process of Equity Research. It includes both qualitative (Economy, Industry and Company) and quantitative analysis (Financial Statements, Ratio analysis and Valuation). It also shows you how to write a good research report in practice.	8 Modules (25.5 hours)
Technical Analysis	This course covers preparation, analysis and interpretation of technical charts, using live examples . It helps you recommend buy/sell decisions using charts and other technical indicators.	8 Modules (18.5 hours)
Excel & PowerPoint Basics		
Excel and PowerPoint for Professionals	Excel Basic - Sort & filter, mathematical & logical functions, creating charts (bar, line, pie charts etc.)	5 Modules (34 Hours)
	Excel Advanced – Key formatting functions, Goal seek, V-lookup & H-lookup and Pivot table.	
	Excel Finance - Calculation of simple interest, compound interest, PV, NPV, IRR, Loan repayment schedules and loan amortization, using scenarios relevant to a bank.	
	PowerPoint: Creating good presentations, Presenting Data, Working with Templates and Charts	

All programs are blended with Practice Tests, Online faculty sessions and E.mail Query Support.

All FLIP programs have received a minimum rating of 4.1/5.

FLIP (www.learnwithflip.com), a senior IIM alumni initiative, is setting a **Knowledge Benchmark** across banking & finance.

A young company, it has crossed 25,000 learners across students, working professionals, banks, FIs, IT companies & Educational Institutions.

FLIP *makes e.learning work*: with global award winning courseware and managing the entire learning experience. Its role based, *rigorous certifications* are used by jobseekers, to enhance their career prospects; and employers, who 'prefer/give weightage' to a FLIP certified candidate.