



Program Library

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

Course	Details	Learning Hours	Certification & Pricing (Excl of ST)
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; TPPs and loan products on a Current Account; using these, to open a CASA relationship. With interactive, real-life sales simulations.	45 hours	This course leads to a FLIP Branch Sales Officer certification <i>Training+Certification Combo : INR 6300</i>
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.	154 hours	Co-branded with Finacle from Infosys : INR 15,574
Key Concepts in Finance	This course includes key topics used across banking & finance: Time value of money, Risk, Accounting basics and Understanding financial statements.	8.5 hours	These 3 courses cover the recommended training for the Finance & Banking Fundamentals certification. Note: This program has both India and International versions. The International version, covers US & UK Banking . <i>Training + Certification Combo : INR 5900</i>
Financial Markets - Raising Money; Equity, Bond & Currency markets.	This course starts with the capital structure of a firm; and debt and equity financial instruments. It then delves into the investment cycle and the entire trade lifecycle. This is followed by an overview of equity, bond and currency markets.	11 hours	
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.	22 hours	
Finance and Economics Fundamentals	Covers Micro and Macro Economics, Financial – including stock – markets and banking basics.	19 hours	Training Only: INR 1500



<p>Excel for Professionals</p>	<p>This course covers -</p> <ul style="list-style-type: none"> • Excel Basic- Sort & filter, mathematical & logical functions, creating charts (bar, line, pie charts etc.) • Excel Advanced – Keyformatting 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. 	<p>20 hours</p>	<p>No Certification <i>Training Only : INR 2000</i></p>
<p>Mortgage Advisor</p>	<p>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.</p>	<p>38.5 hours</p>	<p>This course leads to a FLIP Mortgage Advisor certification. <i>Training + Certification Combo : INR 5500</i></p>
<p>Consumer Lending</p>	<p>This course covers key terms, the loan life cycle, and main loan products – credit cards, home loans, personal loans, auto loans, educational loans, LAS. Includes a detailed chapter & case study on collections.</p>	<p>33 hours</p>	<p>Covers training for the Consumer Lending certification <i>Training + Certification Combo : INR 5900</i></p>
<p>Branch Banking, Alternate Channels & Payments</p>	<p>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.</p>	<p>12.5 hours</p>	<p>These courses cover the recommended training for the 'Branch Relationship Manager' certification. <i>Training + Certification Combo : INR 5900</i></p>
<p>Deposits & Fee based Products & Processes</p>	<p>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.</p>	<p>15.5 hours</p>	
<p>Retail Trade & Branch Forex</p>	<p>An introduction to trade and trade products – LCs, BGs, Trade Finance – Preshipment and Post shipment credit etc. Branch FX – Transacting in forex, Counter rates, Remittances, Form A1, A2 etc.</p>	<p>16 hours</p>	
<p>Corporate Banking – Relationship Management & Products</p>	<p>This course covers all products relevant to a Relationship Manager: Debt Products, Liability Products, Trade products, Treasury Products; 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.</p>	<p>27 hours</p>	<p>These 2 courses cover the recommended training for the Corporate Banking – Products & Credit Analysis certification.</p>



sssCredit Analysis	Basic Credit Risk Model, rating and nomenclature; Financial analysis of profit and loss, balance sheet statements, financial ratios. Comprehensive exercise on financial ratios. Product structures - security, interest rate, repayment schedule. Credit note - comprehensive view on writing a credit note	34 hours	<i>Training+ Certification Combo : INR 7500</i>
Trade Finance and Cash Management Services	This course covers all trade finance products. International trade, risks in trade, trade documents and Incoterms. 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.	25 hours	This course covers the recommended training for the Trade Finance certification. <i>Training + Certification Combo : INR 6500</i>
Wealth Management Lifecycle	This course takes you through the wealth management life cycle – from financial planning to asset allocation and finally performance measurement.	9 hours	These 2 courses cover the recommended training for the Wealth Advisor certification.
Investment Products	This course covers the equity markets, bond markets and other popular wealth management products such as mutual funds and insurance, in detail.	28.5 hours	<i>Training + Certification Combo : INR 6000</i>
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.	15 hours	These 4 courses cover the recommended training for the Treasury and Capital Markets Certification. <i>Training + Certification Combo : INR 8400</i>
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.	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.	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.	2 hours	



<p>Private Equity, M&As and Structured Finance</p>	<p>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. 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.</p>	<p>32.5 hours</p>	<p>This course covers the recommended training for the Private Equity, M&As and Structured Finance Intermediate Level certification. <i>Training + Certification Combo : INR 7500</i></p>
<p>FLIP-NCFM: Issue Management</p>	<p>This course teaches you how the entire issuance process works in practice. It covers all financial instruments – Shares, ADRs, Bonds, CPs and FCCBs.</p>	<p>18 hours</p>	<p>This course is mandatory for NSE –FLIP’s certification in Issue Management. The PE +Issue Management certifications lead to an Investment Banking certificate. <i>Training Only: INR 3115</i></p>
<p>Credit & Operational Risk</p>	<p>This hands-on course tells you how a risk manager involved with credit & operational risk, measures and monitors credit & operational risk for his division.</p>	<p>17 hours</p>	<p>This course leads to FLIP’s Credit & Operational Risk Certification; it is one of the two certifications required for a Risk Management certification. <i>Training + Certification Combo : INR 7000</i></p>
<p>FLIP-NCFM: Market Risk</p>	<p>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</p>	<p>9.5 hours</p>	<p>This course is mandatory for NSE –FLIP’s certification in Market Risk; it is one of the two certifications required for a Risk Management certification. <i>Training Only: INR 3115</i></p>
<p>FLIP-NCFM: Equity Research</p>	<p>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.</p>	<p>25.5 hours</p>	<p>This course is mandatory for NSE –FLIP’s certification in Equity Research. It is one of the two certifications required for a Research Analyst certification. <i>Training Only: INR 3500</i></p>



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.	18.5 hours	This course leads to a FLIP Technical Analysis certification. It is one of the two certifications required for a Research Analyst certification. <i>Training + Certification Combo : INR 6500</i>
Currency Derivatives - Exchange Traded	This course focuses on Futures and Option contracts. We cover product features, pricing, and risk management.	10 hours	No certification. <i>Training Only: INR 3000</i>
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	25 hours	This training maps onto the NISM certification , which is mandatory for all involved in MF sales. <i>Training Only: INR 3000</i>
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.	8.5 hours	These 3 courses cover the recommended training for the Currency & Interest Rate Derivatives certification. <i>Training + Certification Combo : INR 9000</i>
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.	9 hours	
Options – Product, pricing & Hedging	This course focuses on Option contracts. We cover product features, pricing, and risk management relating to options.	9.5 hours	

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.