

The background of the entire slide is a photograph of a man with a beard and glasses, wearing a dark suit, white shirt, and dark tie. He is smiling and looking towards the left. Another person's profile is partially visible on the far left edge.

# **ONBOARD NEW EMPLOYEES, SEAMLESSLY**

**NEW EMPLOYEE ONBOARDING  
TRAINING PROGRAM**

A simple, structured training program to onboard new employees.

# Streamline Onboarding, Maximize Impact.

In today's competitive banking landscape, attracting top talent is only half the battle. Successfully integrating new hires and accelerating their time to productivity is crucial for organizational success. Manipal Academy of BFSI's comprehensive new employee onboarding program helps you seamlessly onboard new talent, ensuring they quickly adapt to their roles, align with your strategic objectives, and contribute effectively from day one.

Our structured program goes beyond traditional onboarding, providing a holistic experience that encompasses role-specific training, in-depth policy and procedure education, cultural immersion, and personalized development opportunities.

With India's banking workforce growing at 10-12% annually, a robust onboarding training program is not just about brief introductions to new employees but is also a strategic tool to enhance employee engagement, and business performance.



# Program Overview:

## A Detailed, Experiential Curriculum



Know your organization - vision, mission and organization structure



Regulatory environment and banking laws



Behavioral competencies and skills



Relationship management



Types of customers and accounts



Retail liability and asset products



Basics of lending and asset products for businesses



Banking operations and remittances



Sales techniques and handling customer calls



Third party products and cross sell opportunities



Effective business communication, understanding data and MIS

# Program Customization



Subjects to be included/omitted basis the coverage expected

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Each of the subjects and topics covered under the subjects would be customized to the bank's products, services, processes and internal policies

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The entire process of detailed curriculum development will be co-created with the business and SME SPOC from the bank and Manipal



Depth to which each subject to be covered – basis the job role and expectations

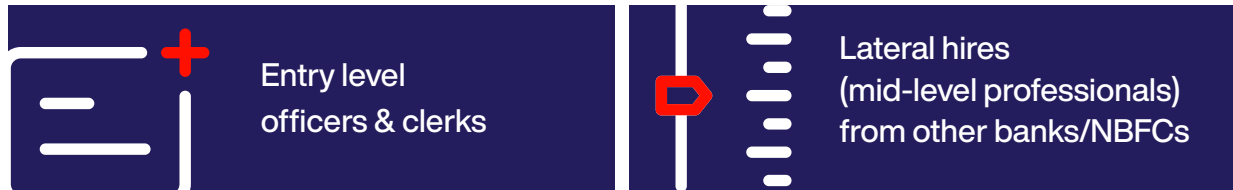
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Program duration is flexible and can be customized based on the bank's requirements



# Student-Program Fit: Who Is This Program For?



## Outcome & Results: What To Expect?

- In-depth knowledge of retail solutions & core banking processes
- Compliance know-how & risk awareness
- Effective client management
- Proficiency in digital & technological skills
- Sales & business development capabilities
- Standard training across multiple branches & teams



# Who We Are

Established in 2008, Manipal Academy of BFSI, a UNext Learning entity and part of the Manipal Education and Medical Group (MEMG), is a premier institution that provides industry-relevant education and training for both freshers and experienced professionals in traditional operations, sales, and new-generation roles within the banking, financial services, and insurance sectors.

With a focus on innovation and learner-centricity, Manipal Academy of BFSI offers a wide range of programs designed to equip individuals with the skills and knowledge to thrive in the BFSI industry. Today, the academy of BFSI annually trains over 15,000 BFSI industry professionals for its industry partners.

With our expertise and deep understanding of market needs, our goal is to create the leaders of tomorrow and build a top-notch workforce for the BFSI industry.



# Our Impact Over The Years



**17+**  
**Years of Legacy**



**1 in 5 Bankers in India  
are Our Alum**



**2,00,000+**  
**Professionals Trained**



**1,00,000+ First-Time  
Professionals Trained**



**50+**  
**Client Partnerships**



**4000+**  
**Case Studies**



**220+**  
**Experienced Faculty**

**To nurture next-gen BFSI  
professionals, drop us an  
email today at:**



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