unext | manipal Academy of BFSI

Short-Term Accelerated Program for **Trade and Forex**

A 5 - Day Capsule Program Encompassing Knowledge, Customer Relationship, and Management Skills For Trade And Forex Relationship and Solution Managers.

Overview

Trade and foreign exchange play a crucial role in the country's economic landscape. India's trade and foreign exchange sectors are experiencing significant growth. India's trade finance market is projected to grow from USD 1.77 Billion in 2024 to USD 3.61 Billion by 2033, with a CAGR of 8.26%. The foreign exchange market is projected to grow from USD 30.7 Billion in 2024 to USD 68.8 Billion, with a CAGR of 9%, driven by factors like rising remittances and foreign portfolio investments. There has been a 75% year-on-year increase in hedging of imports.

India's trade and forex business is evolving rapidly, supported by strong banking infrastructure, digitization, and policy reforms. The criticality and complexity of the function necessitates that Relationship Managers (RMs) possess advanced knowledge to effectively serve clients with 100% compliance.

Traditional banking education often lacks the practical, industry-specific focus required for trade and forex roles. Manipal Academy Of BFSI's training program addresses this gap by offering role-specific training tailored to the needs of banks.

It ensures that recruits and existing employees are 'first-day, first-hour productive,' not only reducing the onboarding time and costs for banks but also aligning talent with the evolving demands of trade and forex function, and enhancing the knowledge and service skills of employees.

Customizing The Program

Following the extensive discussion between the partnering bank and MABFSI, it was concluded that the roles - Trade and Forex Sales Managers and Relationship Managers - required customized and distinct skill set considering the gravity and complexity of the function. It was further agreed upon that a comprehensive customized program was the need of the hour to cater to the cohort with a set of focused professional requirements and skill set enhancement.

In response, the academy proposed a curated program for trade and forex. We also assisted the bank in profiling participants for the role. Based on discussion and need, the academy recommended a 5-day program duration, which is significantly lower than the flagship programs. The bank provided details on various internal products, roles and actionable items, enabling the academy to develop a 5-day curriculum covering all key aspects of the role.

The partnering bank and MABFSI mutually agreed that given these trends, RMs must be equipped to:

Navigate complex trade finance instruments like LCs and BGs

Advise clients on foreign exchange, risk management, and hedging strategies

Understand regulatory frameworks and compliance requirements in international trade

Learner profile

Manipal Academy of BFSI offers comprehensive training programs tailored for banking professionals, focusing on:

Existing Employees of the Bank

Professional Course and MBAs

Education - Graduation / Post Graduation (Engineering, Commerce, Science and Humanities)

ROLE OF MANIPAL ACADEMY OF BFSI IN

Solutioning A High Impact Program

Manipal Academy of BFSI offered comprehensive training programs tailored for banking professionals, focusing on:

- Practical exposures
- Customized programs
- Curriculum design
- Expert faculty

Training Methodology

The training methodology was developed based on the KASH (Knowledge, Attitude, Skill and Habit) principles, i.e. establishing strong banking fundamentals for the candidates and creating a mindset of relationship management based on domain expertise.

Further, the whole program was designed based on a two-way approach, ensuring an adequate level of knowledge as well as emerging trends in trade finance and forex with a huge focus on compliance and relationship management.

After meticulous planning stemming from discussions between our content team and bank's product and process team, the course for the program was developed, reviewed and approved. Following the program structure and course finalization, the pilot batch, comprised of approximately 71 learners, was invited. Considering the steeper learning curve based on the fact of accelerated condensed 5-Day program, the methodology adopted was very precise based on role play, use cases, case studies and examples.

Program Coverage

1. Overview of India's foreign trade and highlights of FTP (2023-28)
2. Global and domestic supply chain finance
3. Foreign Exchange Management Act 1999
4. Understanding of balance of payment
5. Role of regulatory authorities, self-regulated organizations and international organizations
6. International trade procedures
7. Letter of Credit, SBLC and Bank Guarantee
8. International trade documents
9. Handling trade credits, ECBs and FDI
10. Introduction to foreign exchange
11. Foreign exchange regulations
12. Exchange rate determinations
13. Foreign exchange market
14. Forward exchange deals, merchant rates and its execution
15. Derivatives and risk management
16. International payment and collection system

The Outcome

The first batch of 71 learners were invited for the program and they successfully completed their certification based on post-training assessment in 5 days. Their subsequent progress, learning, and performance were closely monitored and guided. The training program was highly effective as the new talent consistently and continuously met the requirements of their departments.

Based on the success of the program and considering the expected outcome, the bank in partnership with the academy further imparted training on additional 3 cohorts comprising 60-70 learners through the program.

Based on the success of this program, 3 other major banks also agreed to nominate their employees to participate in the training. The bank has now approximately 300 trained employees performing on the expected line, considering their productivity and criticality of the function and subject matter.

The curated and customized approach to address the specific needs of the partnering bank exemplified the ability to deliver high-quality, high-impact, outcome-oriented training program aligned with the organization's vision and business goals.

About Manipal Academy of BFSI

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 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:

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