



# Apprenticeship Embedded Post Graduate Program (AEPGP)

*Master Programme in Banking, Financial Services & Insurance*

## Background

The Ministry of Finance has been charged with overseeing the Skill mandate and has established the National Skill Development Corporation (NSDC) for the purpose of driving skill development initiatives. NSDC has been working with leading organizations and associations from several sectors on setting up Sector Skill Councils to address the need for skill development.

The Indian economy has quite evidently been on a relatively high growth trajectory. It has experienced an average growth rate of over 9% annually for the last three years. There is no question that this surge has favorably impacted the Banking, Financial Services and Insurance (BFSI) sector.

BFSI companies are now able to expand by introducing new products, leveraging technology, deploying innovative strategies and ramping up distribution networks. Greater levels of consumer awareness about various investment options have enlarged the potential of this sector for catering to the various strata of society. Deregulation has induced the banking sector in particular to explore new business avenues. A strong regulatory and compliance framework in creating an investment friendly environment is showing positive signs for the sector too (Source: Dun and Bradstreet).

India needs to add 7.85 million jobs every year until 2030 to sustain economic growth and social inclusion, according to the Economic Survey 2023-24. Many leaders in the industry agree that skill development is an issue that needs attention as we seek to grow as an industry and forge ahead as critical part of the Indian economy. We are confident that with the support of the industry and other service providers, we can collaborate successfully for this nation-building endeavor and create significant progress in the area of skill development.

By partnering with the leaders of this industry, industry association bodies and various service providers, the skill council is looking forward to working hard to take our industry and therefore, our nation forward.

## About BFSI Sector Skill Council Of India

The BFSI Sector Skill Council of India is set up to bring leading organizations of the BFSI industry together to create strategies and operational plans that will create standardized skill requirements for the various job roles in the industry. The skill council will also accredit well-equipped service providers who will partner to disseminate the training. The skill council is seen by its stakeholders and partners as a nation-building activity with far reaching implications for social development and empowerment through financial inclusion. Great care is being taken to appropriately address the needs of the various industry verticals as well as the geographical regions of the country.

NSDC has always been in close contact with the BFSI Sector Skill Council as we partner to address skill development needs in a large, highly segmented industry which is characterized by accelerated growth. The progress of the BFSI industry has significant impact on the progress of our nation and the issue of skill development is one that the industry holds as being of great importance.

The BFSI Sector Skill Council of India has been set up with the aim of enhancing skill development across the BFSI sector leading to greater efficiency, productivity and sustained growth.

- It addresses the shortages in skill development, known as 'skill gaps'; targets skill development strategies accordingly and thereby help in enhancement of skill level of employees.
- The approach to this is by defining the standards for skill development for the various job roles of the industry using a competency-based framework.

## Deliverables to Achieve Key Objective

1. To create a Labor Market Information System (LMIS)
2. Clearly define roles for each segment of the sector
3. Identify competencies required for each role defined
4. Map learning objectives to the competencies and define learning modules
5. Train the trainers, provide certification and accreditation for training service providers

## Role of BFSI SSC

1. Design Qualification as per the Job Roles in BFSI Sector
2. Skill development of the youth
3. Post skilling assessment
4. Certification
5. Assistance for Apprenticeship
6. Train the Trainer Program

# Government Partnerships

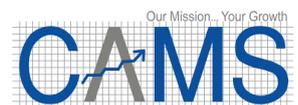


Uttar Pradesh Skill Development Mission



HIGHER EDUCATION DEPARTMENT

# Industry Partnerships



Partial List

# Introducing 2 Years Apprenticeship Embedded Post Graduate Program (AEPGP)

These learning objectives ensure that graduates are prepared to succeed in advanced roles within the BFSI sector, with a holistic understanding of both operational and leadership requirements. The program is designed to cultivate versatile professionals who can adapt to rapid technological advances and navigate complex regulatory environments in the global financial landscape.

## Program Highlights:

- Master Core Banking and Financial Concepts
- Analyze and Apply Financial Market Insights
- Understand and Manage Insurance Products and Services
- Build Advanced Risk Management Skills
- Drive Digital Transformation in BFSI
- Develop Strategic Management and Leadership Capabilities
- Provide Comprehensive Wealth Management and Financial Advisory Services
- Navigate Regulatory and Compliance Landscapes
- Enhance Customer Relationship Management and Experience
- Apply Financial Modeling and Analytics for Decision-Making
- Develop Ethical and Sustainable BFSI Practices
- Demonstrate Practical and Applied Knowledge through Real-World Projects

## Learning Outcomes:

**Upon completion of this program, graduates will:**

- Be proficient in banking, finance, and insurance processes in both physical and digital environments.
- Demonstrate advanced skills in risk assessment, regulatory compliance, and financial analysis.
- Possess leadership and strategic management abilities specific to the BFSI industry.
- Be equipped to drive digital transformation initiatives and adopt new technologies in BFSI.
- Be prepared for roles in banking, insurance, fintech, wealth management, and consulting.

## Who Should Attend:

- Any graduate (10+2+3) or equivalent aspiring to build a career in the BFSI Industry can join the course

## Course Objectives:

- Duration: 2 yrs (1 yr teaching + 1 year apprenticeship)
- Credits: 60 credits total (20 credits per trimester)
- Format: Combination of lectures, case studies, projects, industry interactions, workshop, field visit and apprenticeships
- Assessment: Exams, projects, case studies, presentations, skill assessment

# Master Programme in Banking, Financial Services & Insurance

Curriculum Overview						
Year 1 Trimester 1: Foundations of BFSI and Core Management Skills						
Sr No.	Course Title	Teaching Hours	Continuous Assessment Marks	Semester End Examination Marks	Total Marks	Credits
1.1	MIS Data Analyst - Financial Services	100	0	100	100	4
1.2	Core Banking and Financial Systems	60	40	60	100	4
1.3	Financial Markets and Instruments	60	40	60	100	4
1.4	Insurance Management	60	40	60	100	4
1.5	Accounting and Financial Analysis	60	40	60	100	4
1.6	Effective business communication (verbal and written)	60	40	60	100	4
Total		400	200	400	600	24
Year 1 Trimester 2: Advanced BFSI Operations and Risk Management						
2.1	Credit Processing Officer (Skill Course)	100	0	100	100	6
2.2	Digital Banking and Fintech	60	40	60	100	4
2.3	Risk Management in Banking and Insurance	60	40	60	100	4
2.4	Wealth Management and Financial Advisory	60	40	60	100	4
2.5	Financial Regulations and Compliance	60	40	60	100	4
2.6	Strategic Management and Leadership in BFSI	60	40	60	100	4
Total		400	200	400	600	26
Year 1 Trimester 3: Advanced BFSI Operations and Risk Management						
3.1	Mutual Fund Distributor (Skill subject)	100	0	100	100	6
3.2	Emerging Trends in BFSI	60	40	60	100	4
3.3	Advanced Financial Modelling and Analytics	60	40	60	100	4
3.4	Customer Experience and Relationship Management in BFSI	60	40	60	100	4
3.5	Ethics, Corporate Governance, and Sustainability	60	40	60	100	4
3.6	Legal Aspects of BFSI	60	40	60	100	4
Total		400	200	400	600	26
Year 2						
Apprenticeship					1800	40
Grand Total					3000	116

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States

50+

Districts

60+

Colleges

3500+

Students

40+

Universities



# BFSI Sector Skill Council of India

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