

About CPBFI

CPBFI is a customised training programme conducted by Bajaj Finserv for graduates, especially the first-generation graduates, across India. CPBFI aims to make these graduates employable for the Banking, Financial Services and Insurance (BFSI) sector. As per industry estimates, less than 50% of the graduates passing out of the colleges are ready for corporate roles. This poses challenges for graduates aspiring for a successful career and for industry looking for skilled employees. CPBFI aims to solve this dual challenge.

CPBFI is a 100-hour training programme designed by Bajaj Finserv in collaboration with industry experts, educational institutes and a leading mental health institute. CPBFI equips participants with the right attitude, skills and industry knowledge, thereby going beyond a typical skill development programme. Successful participants can apply for different roles in banks, finance companies and insurance companies. CPBFI prepares participants for the challenging customer-facing roles in sales, service and operations which offer maximum career opportunities and excellent growth prospects.

CPBFI is conducted by a pool of trainers with extensive industry and training experience. The courses are delivered using an experiential-learning approach based on adult-learning principles. Students are able to participate in the discussions, role plays and other group activities where they can sharpen their own skills and knowledge. CPBFI is short, practical and affordable which makes it accessible to every student. This unique combination of content and pedagogy makes CPBFI one of the best extra-curricular programmes that a college can offer its students.



The data, from the assessments by external recruiters and outcome of the 2 CPBFI Job Fairs, suggests that the CPBFI students are twice as likely to get a role in a corporate, compared to their peers. Bajaj Finserv is continuously working to take this number even higher. The Bajaj Finserv team is currently working towards setting up a placement division that can support the CPBFI participants' access to top recruiters through job fairs, walk-in drives and campus placements.

By partnering with Bajaj Finserv, colleges can not only enhance the career opportunities of the students, but also attract top companies to recruit from the college. An industry partnership can benefit the college by improving its NIRF and NAAC rating and its rank in the Best College Rankings by the different agencies. CPBFI is exclusively available to students and alumni of Bajaj Finserv's partner colleges.

How to become a Bajaj Finserv CPBFI partner

- 1 Meeting between college officials and Bajaj Finserv representative
- 2 College decides to partner-with Bajaj Finserv
- 3 Inform Bajaj Finserv, submit required college data electronically
- 4 Bajaj Finserv HO team meets college officials – physically or virtually
- 5 Bajaj Finserv decides to partner with the college
- 6 Bajaj Finserv and College agree on partnership terms and draft an MoU
- 7 College mobilises the first CPBFI Batch
- 8 Bajaj Finserv and College enter into partnership by signing the MoU
- 9 All CPBFI participants appear for online Pre-CPBFI Quiz and/or Interview
- 10 Launch of CPBFI at the college at a formal launch ceremony

CPBFI Courses and Structure

ATTITUDE

Course 1: Managing Self - SwaRoop

SwaRoop orientation
My Self
Self-belief – staying assertive
Mind-body connections and Self-talk
What are emotions
Regulating emotions
What is belief
ABC Principle of REBT
Rational and irrational beliefs
Decision making
Daily challenges

SKILLS

Course 2: Communication and Workplace Skills

What is communication
Goals and barriers in communication
Modes of communication
Listening skills and empathy
Non-verbal expression skills
Summarisation skills
Effective communication
Use of language in communication
Spoken communication
Telephonic communication
Written communication
Giving and receiving feedback
Saying and taking NO
Persuasion and influencing skills
Working in teams
Group discussion skills
Goals and targets at workplace
Representing self
Job interview techniques
Job interview demonstration

KNOWLEDGE

Course 3: Overview of Retail Banking

Introduction to Banking
Introduction to Branch Banking
Customers and Their Needs
Overview of Banking Products
Liability Products
Asset Products
Third Party and Fee-based Products
Business Development
Transaction Processing
Customer Service
Compliance and Ethics
Future of Banking
Inclusive Banking
Introduction to NBFCs
Overview of Corporate Banking
Banking and Me

KNOWLEDGE

Course 4: Overview of Insurance

Need for Insurance
Evolution of Insurance
Overview of an Insurance Company
Overview of Retail Insurance Products
Overview of the Companion Products
Overview of Insurance Distribution Channels
Selling Insurance
Insurance Operations
Customer Service
Ethics and Compliance in Insurance
Future of Insurance
Inclusive Insurance
Profitability Drivers for Insurance

**Mock interviews by
corporate recruiters**

Classroom Only



96 hrs over 30 days

Online Only



96 hrs over 46 days