



IIM NAGPUR

भारतीय प्रबंध संस्थान नागपुर  
Indian Institute of Management Nagpur

Batch  
05

# Revolutionize Fintechs: A New Paradigm of Growth

Post Graduate Certificate Programme in

# Financial Technologies (FinTech)

IIM Nagpur



IIM NAGPUR

Marketing Partner

jaro education



# DIRECTOR'S MESSAGE



## **DR. BHIMARAYA METRI**

Director, Indian Institute of Management Nagpur

I take pleasure in welcoming you to IIM Nagpur (IIMN). IIMN was established in 2015 as the first of the third generation IIMs, by the Ministry of Education, Govt. of India. Its location in Nagpur, the Orange City, makes IIMN equidistant from the major metropolises – Delhi, Chennai, Kolkata, and Mumbai – in terms of travel time by air. Since its inception, IIMN has attracted talented faculty members with commendable experience in research and teaching. Faculty members at IIMN are engaged in management consultancy, research, training and industry collaboration for creating and disseminating cutting-edge knowledge. Its location at the very centre of industrial activity offers IIMN a natural advantage, enabling greater connections and partnerships with businesses across sectors in SEZ and MIDC-designated zones. IIMN's unwavering focus on pioneering exceptional industry partnerships to lead the way in providing real-world experiences prepares our programme participants for life – bringing 'corporate into classrooms' to hone relevantly skilled talent for the ever-evolving corporate world. One of the first premier institutions in the country to seamlessly make the shift from physical to online over the past year, IIMN is well-equipped to conduct Executive Education Programmes (EEPs) for executives from public and private sector undertakings. Keeping the New Education Policy (NEP) 2020, digitalization and lifelong learning in mind, IIMN has launched online certificate programmes for skilling-reskilling-upskilling the executives in highly specialised areas of management. We anticipate that these programmes would enable executives to fully realise the opportunities ahead in a digitally disruptive world. With its unique advantages, IIMN is an exciting place to learn, grow and be the 'champions of change'. We welcome you to join our IIMN community of faculty, staff, students and alumni who are shaping the future of work.



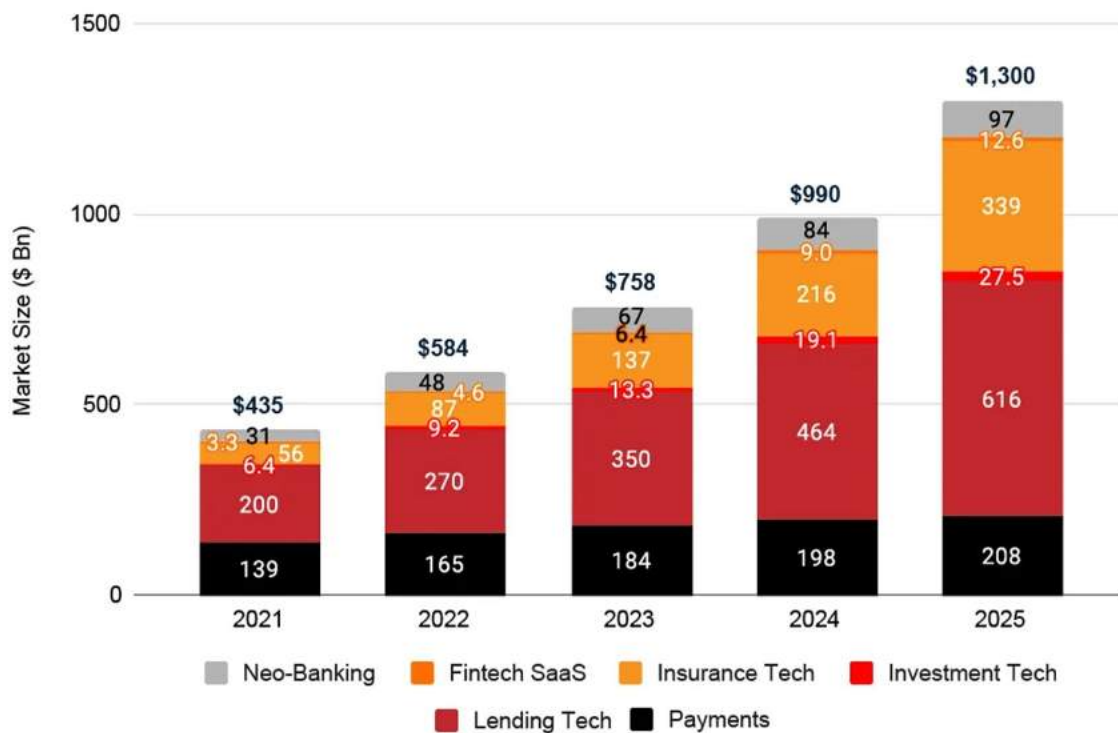


# FINANCIAL TECHNOLOGY REVENUES ARE PROJECTED TO GROW SIXFOLD FROM \$245 BILLION TO \$1.5 TRILLION BY 2030

\*Boston Consulting Group (BCG) and QED Investors.

## India To Reach A Trillion-Dollar Fintech Market By 2025

The country's fintech market is estimated to grow at a CAGR of 31% during 2021-2025



Source: Inc42 Plus, Other Secondary Sources

Inc42 Plus





**\$1.3 TN**

ESTIMATED FINTECH MARKET OPPORTUNITY BY 2025

**INSURANCETECH**

FASTEST GROWING FINTECH SUBSECTOR IN TERMS OF MARKET OPPORTUNITY

\*INC42

New innovative advancements and technology radically change the dynamic FinTech sector. The Indian FinTech industry continues to attract markets on a global scale. A plethora of thriving FinTech organisations strive to make strides in this rising industry.





# PROGRAMME OVERVIEW



The global FinTech disruption continues to reshape the future industry. To transform boldly and open new avenues of career opportunities, stand out with the IIM Nagpur- Post Graduate Certificate Programme in Financial Technologies (FinTech). This programme empowers professionals to explore cutting-edge technologies driving transformation in banking and finance. Dive deep into essential tools and concepts such as Blockchain, Cryptocurrency, Machine Learning, Artificial Intelligence, and Big Data. Gain proficiency in leveraging these technologies to craft and oversee groundbreaking financial products and services.

Navigate the intricacies of organizational dynamics, uncover the pivotal drivers of Banking Transformation, and craft forward-thinking strategies for FinTech management. Elevate your expertise and position yourself at the forefront of the dynamic FinTech landscape.



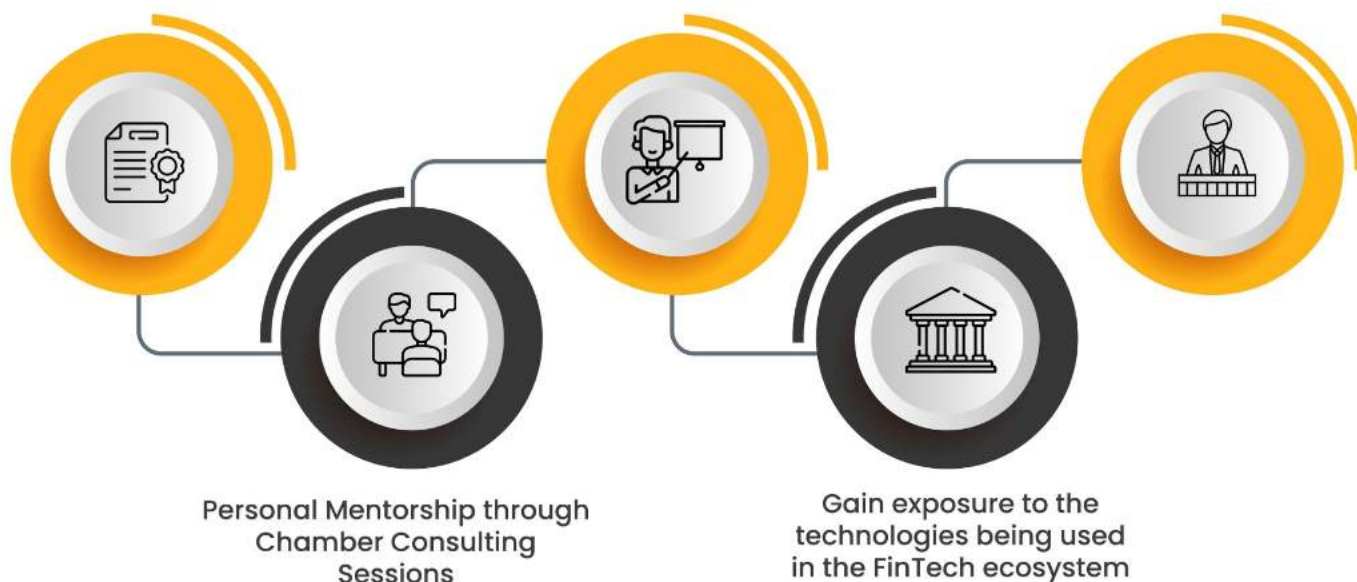
# PROGRAMME HIGHLIGHTS



PG Certificate & Alumni Status

Integrative project mentored by IIM Nagpur Faculty

Get exposure of various business problems from Industry experts



## LEARNING OUTCOMES

By the end of the programme, participants from the programme will be able to:



Be familiar with the technologies being used in Fintech such as Blockchain, Artificial Intelligence/Machine Learning, Bitcoin and Cryptocurrencies and apply them to solve the problem at hand.



Have knowledge about the vast FinTech ecosystem and recognize the variety of innovations happening around.



Be able to combine your knowledge of technology and the landscape and create new financial products solving existing problems.



# PEDAGOGY



## THIS PROGRAMME IS CURATED FOR:

### Mid to Senior-level Managers

Working in core roles in Finance and Tech who are eager to understand the role of FinTech in an evolving business environment

### FinTech Professionals

Equipped with Technical Skills and want to gain business acumen

### Consultants, Investment Bankers, and Venture Capitalists

Looking to invest in the sector

### Entrepreneurs

Willing to kick-start a startup or drive innovation in the FinTech industry

### Banking Professionals

Seeking insights on how FinTech is changing their business mode



# PROGRAMME CONTENT



## **Basics of Finance**

- Foundation of Financial Statements
- Financial Statement Analysis
- Basic concepts of Finance
- Free Cash Flows

## **Introduction to Financial Services & FinTech**

- Evolution of Financial Services
- Introduction to Financial System
- Financial Services Industry
- Technological intervention in Financial Services & Banking Industry
- Overview of FinTech Services
- FinTech Ecosystem

## **Blockchain and Cryptocurrencies**

- Blockchain - The Tech Part
- Evolution of Money
- Central Bank
- Cryptocurrency Introduction
- History of cryptocurrencies
- Different kinds of Cryptos, and ICOs
- Crypto currency or Crypto Asset

## **Basics of Analytics**

- Artificial Intelligence / Machine Learning
- Natural Language Processing
- Robotic Process Automation (RPA)
- Application Programming Interface (API)



# PROGRAMME CONTENT



## **Behavioral Finance**

- Consumer psychology towards money
- Prospect Theory, Mental Accounting
- Goal Based Investing

## **Strategy for Competitive Advantage**

- Strategic Decision Making
- Analysing Business Environment for Opportunities & Threats
- Leveraging Resources & Capabilities (VRIN framework)
- Organic & Inorganic Business strategies for Profitable Growth

## **Payment Systems**

- Global Payment Systems
- Payment Gateways, Bill Payments, Mobile Digital Wallets, Mobile POS
- New technologies in Payment system

## **WealthTech**

- Crypto Exchanges
- Investment, RoboAdvisors, Alternative investment platforms

## **InsurTech**

- Aggregators, Claim processors, Policy Management

## **Financial Inclusion, LendingTech and Neobanking**

- Financial Inclusion at BOP
- P2P lending
- Consumer Lending
- Business Lending
- IndiaStack, AA and OCEN

# PROGRAMME CONTENT



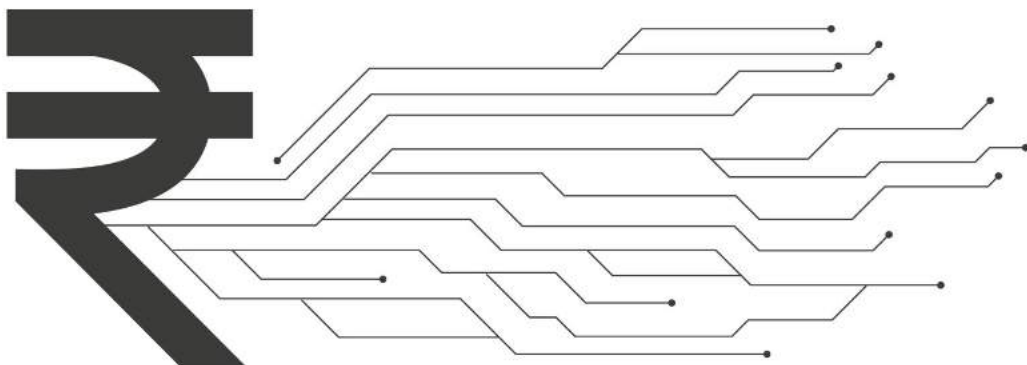
## Implementation Strategies for FinTech Providers

- FinTechs as Key Levers for Banking Transformation
- Top Use Cases for FinTech Implementation in Banks
- User Experience Design for FinTechs
- Service Design for FinTechs
- Challenges of Doing B2B Business for FinTechs
- Consumers Ask of FinTechs
- How should you sell your proposition?
- To whom should you sell your proposition?
- Navigating the organizational dynamics

## Integrative Project

- The participants are expected to work in groups towards identifying, studying & solving real life organizational issues in the FinTech context.
- All the participant groups would receive mentorship & guidance from IIMN faculty to help improve the quality of the project deliverables.
- In the project, the participants are expected to demonstrate a holistic understanding of the FinTech domain and showcase integrated learning of various concepts covered as part of various courses in the programme.

Note: This is an indicative list of course topics and is subject to change and may be updated or revised based as per IIM Nagpur's discretion.





# PROGRAMME DETAILS



## Duration

- A total 150 hours of the programme spread over 12 months

## Delivery

- Direct to Device (D2D) mode

## Class Schedule

- Application Closure Date: 31st July 2024
- Commencement Date: 11th August 2024
- Session Timings:
  - 2 sessions on Sunday from 02:00 PM to 05:15 PM
  - Session 1: 02:00 PM - 03:30 PM
  - Session 2: 03:45 PM - 05:15 PM
- Chamber Consulting Sessions: Respective programme faculty will be dedicating 1 hour per week with participants.

## Campus Immersion

- 3 days campus visit (at the end of the programme for project presentations and Valediction): September 2025.

## Eligibility Criteria

- Educational Qualification: Diploma (10+2+3)/Graduate / Post Graduate from Universities recognized by the Association of Indian Universities with a minimum of 50% marks in either Diploma or graduation or post-graduation (or its equivalent).
- Years of experience: Minimum three years of work experience.
- Specific domain/industry: IT or IT Services/BFSI.

# FEE STRUCTURE



<b>Application Fee</b>	<b>INR 2,000/-</b>
<b>Total Fee</b> (without campus module and application fee)	<b>INR 2,30,000/-</b>
<b>Campus Module</b>	<b>INR 20,000/-</b>

## INSTALMENT PATTERN

<b>Instalment I</b>	<b>INR 85,000/-</b>	<b>5 days from the date of offer letter 5th August 2024</b>
<b>Instalment II</b>	<b>INR 80,000/-</b>	<b>5th November 2024</b>
<b>Instalment III</b>	<b>INR 85,000/-</b>	<b>5th February 2025</b>

## Easy EMI Options Available



\* All the amounts mentioned above are exclusive of GST except the application fee which is inclusive of 18% GST.

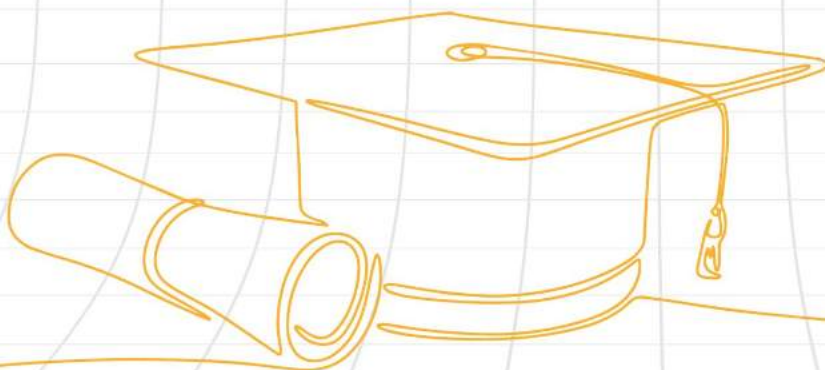


# CERTIFICATE



## “Post Graduate Certificate Programme in Financial Technology – IIM Nagpur”

for those who successfully complete the programme and fulfil all the requirements prescribed.



# PROGRAMME DIRECTORS



## **PROF. PRASHANT GUPTA**

Professor in Finance and Accounting Area at IIM Nagpur

Prof. Prashant Gupta is a Professor at Indian Institute of Management (IIM) Nagpur, has earlier served with Indian Institute of Management (IIM) Trichy. He has shouldered many administrative responsibilities such as Dean, School of Management, Dean Student Affairs, Chairman Admissions, Program Director/Chair of PG Programs etc. at different institutions served earlier. His more than 25 years of experience is a blend of industry and academics. Prof. Prashant has conducted various training programs for more than 40 companies, including board level programs, for more than 5000 middle, senior and top-level executives of almost all big PSUs like ONGC, IOC, Oil India, HPCL, NTPC, GAIL, NLC, Coal India L&T, TVS Credit, etc. Dr. Gupta has also organized international training programs and trained more than 1000 Foreign Government /Private Sector Executives of around 55 countries, sponsored by Ministry of External Affairs, Government of India. Many International and National research publications of repute are to his credit. He has presented many papers in refereed International and National conferences in India at various IIMs, IITs, ISB and abroad at more than 10 countries. Prof. Gupta is on the Advisory Board of three companies and Economic Council of India (ECI). He is also a trained faculty member by Ivy Business School, Canada and International Finance Corporation (World Bank Group Company), USA on Corporate Governance. He sits on various academic bodies of Universities and Institutes and has also served as a board member at Accounting Standard Board (ASB) of India. Currently He is a member of Accounting Standard Board, ICAI for 2018-19. He is a member of committee on 'Sustainable Finance' at Bureau of Indian Standards (BIS) and also part of the 'World Working Group' of ISO for developing new standard on Sustainable Finance - ISO-TC322.





# PROGRAMME DIRECTORS



## **PROF. SATISH KUMAR**

Professor in Finance and Accounting Area at IIM Nagpur

Dr. Satish Kumar is a Professor in the Finance and Accounting Area at Indian Institute of Management Nagpur (IIMN), India. He has over 18 years of teaching and research experience at management institutes of repute in India and abroad. Dr. Kumar has obtained his doctorate

from the Indian Institute of Technology (IIT) Roorkee in 2012. He also qualified for Junior Research Fellowship (JRF) in 2007. His teaching and research interests include Corporate Finance/Financial Management, Supply chain Finance, Small Business Finance, Corporate Governance, Consumer Economics, Systematic Literature review, and Bibliometric analysis.

He has over 200 research publications in his credit with work appearing in journals such as FT 50, A\*, A category of ABDC journal ranking, and high impact factor journals. His research has appeared top tier journals such as Contemporary Accounting Research (FT 50), Review of Accounting Studies (FT50), International Journal of Research in Marketing (A\*), Journal of Service Research (A\*), British Journal of Management (A), Journal of Corporate Finance (A\*), International Journal of Information Management (A\*), Corporate Governance- An International Review (A) International Marketing Review (A), European Financial Management (A), Management International Review (A), Journal of Business Research (A), Financial Review(A), Journal of Small Business Management (A), Small Business Economics (A), International Journal of Advertising (A), European Journal of Finance (A), International Journal of Accounting Information System (A), Public Management Review (A), Small Group Research (A), Journal of Consumer Affairs (A), International Journal of Bank Management (A) and International Journal of Managerial Finance (A) amongst others.

Professor Kumar is the winner of the prestigious Basant Kumar Birla Distinguished Research Scholar Awards for Social Science and Management 2023 in the Government Institute Category with a cash prize of 3 Lakhs INR. He also won the prestigious 'Careers360 2nd Faculty Research Award 2023 for the Most Outstanding Researcher in the country in Economics, Econometrics, and Finance. The award carries a citation and a Cash prize of 50,000 INR.

Besides the above, AIMS International awarded Professor Kumar "**AIMS International Outstanding Management and Research Award**" on March 1, 2024.



# IIM NAGPUR AT A GLANCE



Established in 2015, the Indian Institute of Management Nagpur (IIMN) aspires to be a leading management institution that shapes management systems, policy and governance through high-quality education, research and industry engagement. Propelled by the pursuit of engaged scholarship, the Institute aims to create value-driven leaders and global managers with strong conceptual foundations and analytical approaches, which helps them excel in diverse spheres – be it management, business, policymaking, and public administration, to name a few.

IIM Nagpur aims to address the needs of a modern India; connecting aspirations and realities to attain benchmarks that are respected internationally. Our motto, सत्यं च स्वाध्यायप्रवचने च, that is, an inspiring journey towards truth through individual reflection and collective discourse, propels our quest to bridge the gap between abstract knowledge and practice.

IIM Nagpur seeks to distinguish itself as an institution that promotes constant industry engagement of a 'problem-solving' nature. Executive Education, therefore, is an important thrust area for the Institute. With an array of programmes designed by a faculty body with a stellar record of research, teaching and industry engagement, the Executive Education programme at IIM Nagpur equips managers and executives with the capabilities to perform effectively in their current roles and take up greater challenges through various stages of their careers.





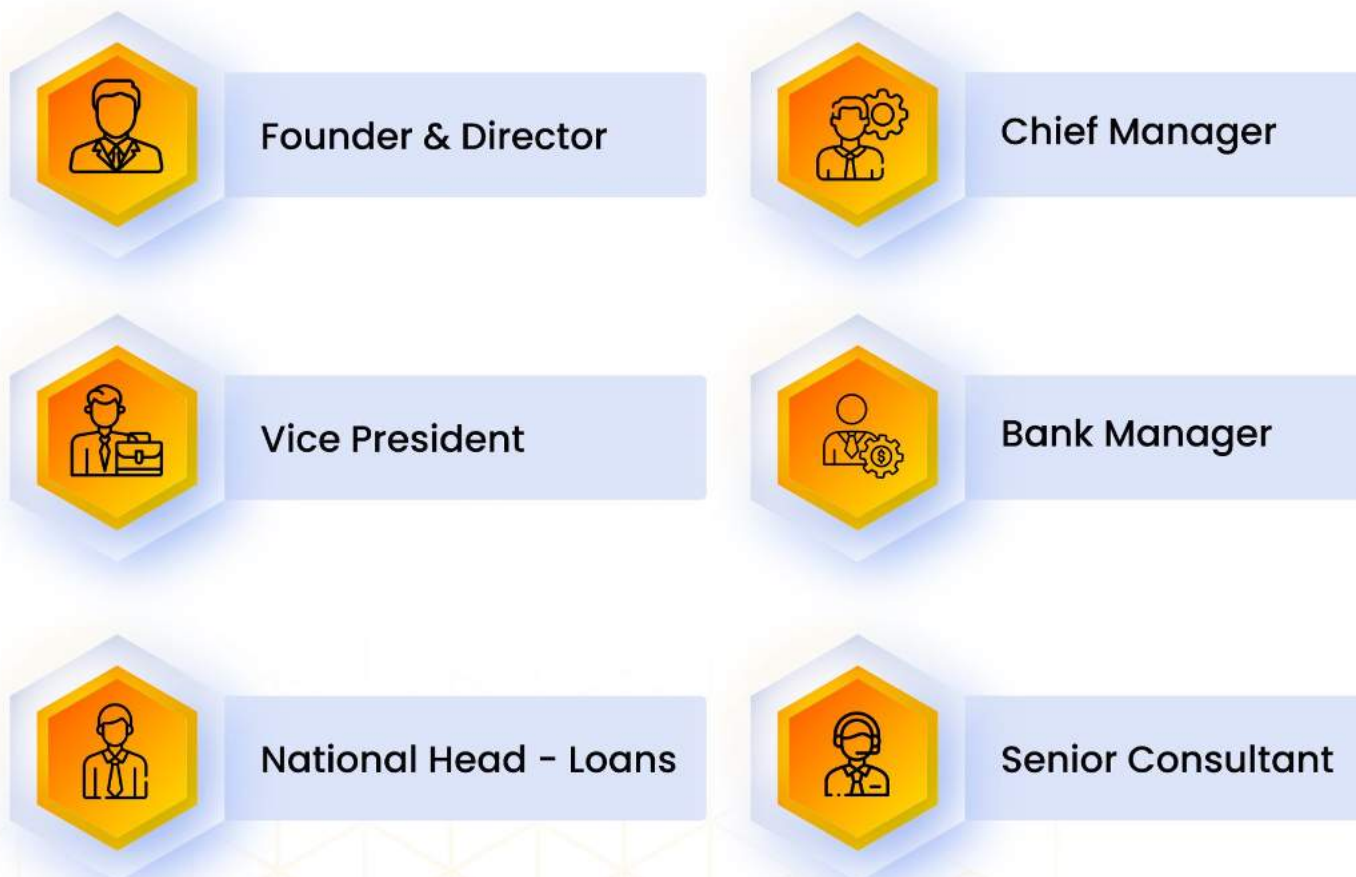
# RECENT BATCH ANALYSIS



## Top Companies Where Our Alumni are Working at:



## Top Profiles of Our Alumni:



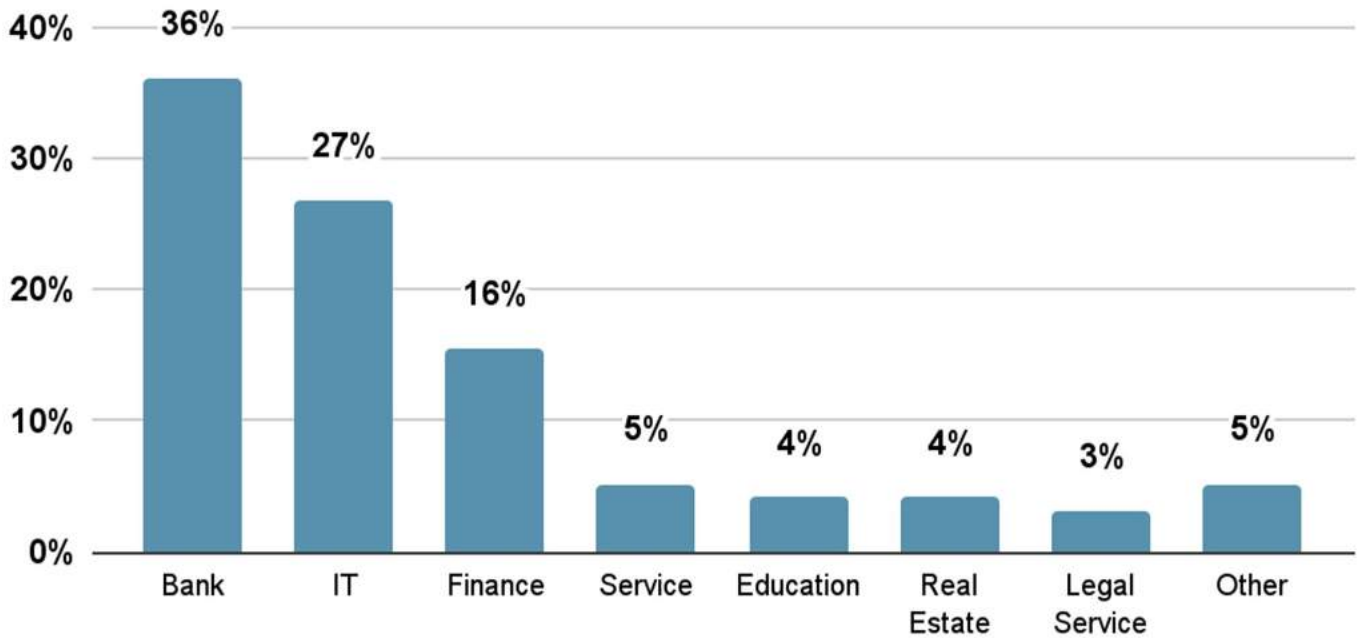
**Note:-**

- Past performance records do not guarantee any future opportunities.
- All company names are trademarks or registered trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them.
- The list is partial.

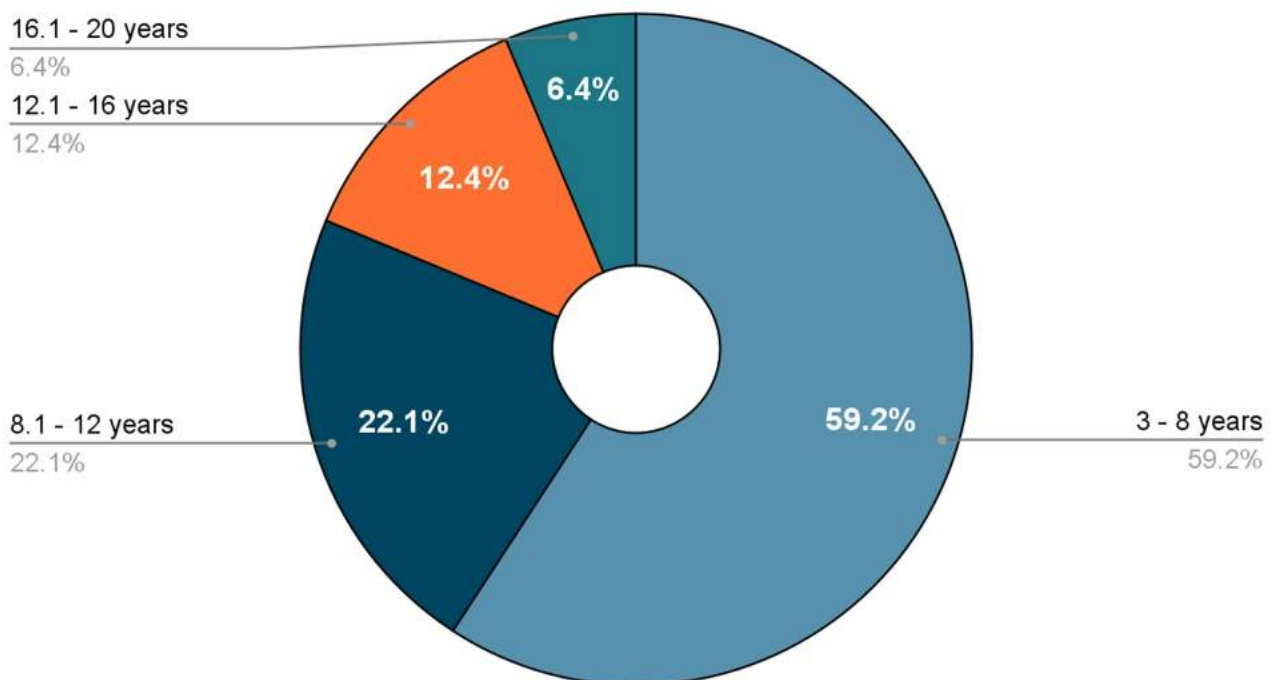
# RECENT BATCH ANALYSIS



## Work Experience



## Industry Wise Bifurcation



# HEAR FROM OUR ALUMNI



“

**Mr. Saurabh Bhople**  
Relationship Manager, CitiBank

“The programme had an exhaustive syllabus, unlike any standard online course. It helped me understand a lot of technology being utilized in the Financial sector. While the professors were excellent in explaining every concept, they also had a thorough knowledge of the corporate environment and the corporate implications of various technologies covered in the course.”



“

**Mr. Anoop Thalachal**  
Vice President and Regional Head, Federal Bank

“The word ‘excellent’ won’t suffice, as the faculty is updated on every topic related to FinTech, interacting with us positively and maintaining an engaging environment in every session. They go the extra mile to ensure all cohorts of the programme understand and learn each concept in detail.”



“

**Ms. Mehak Hundal**  
Business Strategist, BlockDeliver

“The programme has exceeded my expectations from Day 1. I had chosen this programme over alternative options as it engages you in the world of FinTech for a year-long duration. Since I have to switch from the Government sector to the corporate world, this course has helped me develop the network and support system I was eagerly looking forward to. The faculty has been very supportive, be it in providing concept clarity or resolving doubts and queries. The classes are organized in a highly interactive format, with both the faculty as well as my peers contributing to each session.”





# HEAR FROM OUR ALUMNI



“

**Mr. Souren Sen**  
Manager, Kotak Mahindra Bank Ltd.



“Being from the Banking Industry, this course opens a window to explore the world of FinTech in various ways; however, taking a decision might need some light and guidance, which the curriculum and the IIM faculty may help to tap. I highly recommend the IIM Nagpur FinTech course to those who can adapt quickly to change, as this sector is poised to drive the global economy in the current and upcoming decade. My experience with Jaro was excellent, from onboarding to continuous engagement with students, including add-on services like resume and LinkedIn profile building. The standard of IIM Nagpur speaks for itself as a visionary institute for the future economic model of the nation and the world. ”

“

**Mr. Prakash R**  
Director, Paysharp Pvt Ltd.



“I have enrolled on the IIM Nagpur Fintech programme as I feel this sector holds great potential and is growing exponentially. The curriculum helped me learn new skills and tools, which further encouraged me to thrive in my career. While I had a great experience learning from industry mavens and the IIM faculty, I had good interactive sessions with peers from diversified sectors. I'd recommend this programme and Jaro Education to aspiring learners who want to upskill and grow in their career.”





## ABOUT JARO EDUCATION

**3,50,000+**  
Career Transformed

**120+**  
Programs from  
Diverse Domains

**30+**  
World's Leading  
Academic Partners

**23+**  
Learning Centres across  
India, USA & Singapore

**18+**  
Top NIRF Ranked Indian  
Institutes & Universities

**10+**  
Top QS Ranked Global  
Institutes & Universities



e-India Awards

The Best ICT Enabled  
Higher Education  
Institute Award



Educational  
Excellence Awards

Most Innovation &  
Successful online MBA  
Program in India



MODI Awards

Outstanding  
Contribution in Online  
Education



ABP Education  
Awards

Best Digital Learning  
Innovation Award



World HRD  
Congress

National Best  
Employer Accolade



World HRD  
Congress

Edtech Leadership  
Awards

OUTLOOK BUSINESS



Outlook Business Icon  
Awards 2023

India's Most Trusted  
Online Higher Education Company



The Business  
Awards 2024

Leading Edtech Company  
of the Year

Jaro Education is an online higher education company that specialises in executive education, serving as a liaison between the world's leading universities and institutes to create online and technology-driven programmes. The company provides a quality bucket of online executive education programmes catering to domains such as Doctorate & Ph.D., Analytics & Data Science, Management, Finance, etc., from renowned national and international institutions to meet the needs of working professionals. Our goal is to foster the growth of entrepreneurs and professionals at all levels, from entry-level to C-Suite, through world-class executive education programmes.

### JARO EDUCATION'S PRESENCE

Ahmedabad | Bangalore | Chennai | Delhi/NCR | Lucknow | Chandigarh  
Hyderabad | Jaipur | Kolkata | Mumbai | Nagpur | Pune



# CONNECT

*With Us*

Executive Education Office, IIM Nagpur

**Dr. Sapan Kumar Singh**

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Our Admission Representative

**Ms. Priya Rathod**

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