



S P Jain
School of Global
Management

DUBAI • MUMBAI • SINGAPORE • SYDNEY



FINTECH FOR EMERGING LEADERS

ABOUT US

SP Jain School of Global Management is an Australian business school that provides modern, relevant and practical global business education. campuses in the dynamic business hubs of Dubai, Mumbai, Singapore and Sydney, SP Jain is renowned for offering multi-city undergraduate postgraduate programs. For its flagship Global program, the School has been ranked by reputed international publications such as Forbes, Times Higher Education–Wall Street Journal and The Economist. Globally intelligent and culturally agile, an SP Jain graduate is empowered with the and confidence to drive decisions and take on the global challenges of the 21st century.



OVERVIEW

ABOUT THE PROGRAM

Fintech sector is one of the fastest growing sectors in India and across the world and it is leading the list of unicorns in 2021. This program is designed to give practical insights into various Fintech business models, ecosystem players and future trends. We will be dissecting the banking value chain and understand the fabric of Fintech – various subdomains and role of enabling technologies. This is the techno-strategic program designed for mid to senior management executives in BFSI with strategy and execution role, technology implementation partners, startup founders, investors or anyone who is curious about FinTech ecosystem. It will mainly focus on real world case studies, group discussion and exploration to give hands-on understanding.

KEY CHALLENGES THIS PROGRAM WILL ADDRESS

- What to disrupt and How to disrupt (in Fintech)?
- Whom to partner with and when to partner vs create your own product/solution (for BFSI and Startups).
- Which approach to follow? (Product/Service vs Solution)
- Which Fintech business models are successful and why?
- Which technologies to use and when to use?
- How to get positive RoI on technology integration?
- How to address Fintech Startup scaling challenges?

LEARNING OUTCOME

- Understanding dynamic world of FinTech
- Unfolding the fabric of FinTech: Industry Domains & Emerging Technologies
- Dissecting various FinTech Battlefields and Business models
- Overview of new opportunities and challenges in FinTech

WHO SHOULD APPLY FOR THIS PROGRAM?

- Any Mid to Senior Management executive with strategy and execution role.
- Anyone curious about FinTech ecosystem
- Not compulsory to be from Finance background to take up this program

PROGRAM DURATION

- 20 Hours

PEDAGOGICAL APPROACH

- Pre & Post Activity Matrix containing Things to Read, Things to Watch & Things to Do.
- Live Examples and Case Studies

DETAILED PROGRAM ARCHITECTURE

MODULES	TOPICS	SUB TOPICS
MODULE 1	INTRODUCTION TO THE DYNAMIC WORLD OF FINTECH	Overview of Transformation in Banking and Financial Services: <ul style="list-style-type: none">o The ROI of Great Customer Experience, Channel silos, Organizational structure, The Branch versus Online versus Mobile debate, breaking bad inertia, Can the Branch Be Saved? Detailed looks at Segments, Products and Channels dynamic.o Always banking, never at a bank, the core function of the branch in the 21st century, Branch innovations built to engage. Living with Continuous Technology Improvement: Keeping it agile, smaller, and smarter FinTech vs Financial Innovation and why FinTech is not just a buzzword: <ul style="list-style-type: none">o Dematerialization and promise of Less-Cash Society.o Unbundling and Decouplingo Consumer Centric Banking: Building Digital Relationships, The era of customer engagement, engaging in the dialogue, Risk mitigation versus ROI, Engaging the overwhelmed prosumer.o Product vs Solution Approacho Reengineering Product Features, pricing, and product personalizationo Role of Digital Design Thinking

<p>MODULE 2</p>	<p>FABRIC OF FINTECH: INTRODUCTION TO EMERGING & EXPONENTIAL TECHNOLOGIES</p>	<ul style="list-style-type: none"> • API Economy and Open Banking • Blockchain & Beyond • AutoML and Explainable AI • Digital Design Thinking in FinTech
<p>MODULE 3</p>	<p>REINCARNATION OF PAYMENTS AND LENDING UNDER FINTECH</p>	<p>Overview of PayTech:</p> <ul style="list-style-type: none"> o Elements of Ideal payment system, Core players, Persona-Pricing-Payment, o UPI 2.0 and the world of possibilities o New digital payment modes/methods o Cross-border & B2B payments o Journey from Payment to Lending <p>Overview of CreditTech:</p> <ul style="list-style-type: none"> o Lead Generation Lifecycle: new tools, techniques & case studies o Digital Customer Onboarding o Use of alternate data in customer profiling and segmentation o P2P Lending models o Assessing 'Ability to Pay' and 'Intent to Pay' through dynamic risk management o Overview of DeFi (Decentralized Finance) ecosystem

<p>MODULE 4</p>	<p>TRENDS IN INSURETECH & WEALTHTECH</p>	<p>InsureTech:</p> <ul style="list-style-type: none"> o Transformation of Insurance Lifecycle o Role of RPA and Automation o Unbundling and Decoupling o Various B2B & B2B2c models o Insurance as a service <p>WealthTech:</p> <ul style="list-style-type: none"> o Innovation in various wealth products o Introduction to the Robo-advisory o World of HFT and Algo Trading o Role of alternative investment avenues like P2P lending and Crypto Assets
<p>MODULE 5</p>	<p>ECOSYSTEM PLAY IN FINTECH</p>	<ul style="list-style-type: none"> • World of NeoBanks and Challenger Banks • Role of Sahamati (Account Aggregator Ecosystem) • Overview of India Stack and Possibilities • Consortium led innovation and various projects • Personal Data Protection Bill and Data Privacy/Security Considerations • Role of Open Credit Enablement Network (OCEN)

PROGRAM FACILITATOR

VIKRAM PANDYA

Director - Fintech

SP Jain School of Global Management

Vikram is Director FinTech at SP Jain School of Global Management where he has designed Asia's first interactive classroom led FinTech program featuring Blockchain, API Banking, AI/ML and IoT labs. He has authored several white papers and articles on FinTech domain. He has an extensive experience in banking, financial services, Fintech, consultancy and training domain. He is founder and Director of Association for Emerging Technologies (not for profit ecosystem initiative). He is also associated as a mentor with various FinTech startups and Fintech focused funds across the globe. He is Fintech ambassador for Maharashtra Govt.'s Uday Fintech platform. He is also heading research arm of Fintech VC Fund Varanium. He has been a successful banker for more than a decade where he has made key contributions in Financial & Investor Strategy, Business Intelligence, Balance-sheet Management and Business Development & Technology Solutions. He has been a visiting faculty at various prestigious global institutes. He has authored several white papers and articles on Fintech with extensive experience in Banking & Financial Services, Automation, Fintech, Consultancy and Training.

CA, Institute of Chartered Accountants of India (ICAI), CFA, Finance, Equity, Chartered Financial Analyst (USA), CISA, Information Systems Audit and Control Association, Certified course on Valuation, Institute of Chartered Accountant of India (ICAI), M. Com and B. Com



TESTIMONIALS

“Thoroughly informative program with a wide coverage of the sub-domains not only in the financial sector, but also from the complimenting technology. This made the program very comprehensive. The faculty Mr. Vikram was outstanding not only in the delivery and presentation but also in the content with hands on experience.”

Mr. Vinayak Joshi

Unity Infotech

CTO

“A great learning experience. Mr. Pandya is excellent in explaining the latest technologies that are shaping up the banking and financial sector and where the fintech is heading to, by giving lot of real world examples and use cases.”

Mr. Vijayakumar NR

SBI Life Insurance Company Limited

Associate Vice President IT

“Excellent, Fully Satisfied with the course content and faculty. Faculty is very knowledgeable and imparts the knowledge in a very lucid way. Worth the time and money.”

Mr. Sanjeev dibragede

Numaligarh Refinery Limited

General Manager(IIS)

CONTACT US

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