

IIM Raipur holds training programme for a private bank relationship managers

■ **Staff Reporter**

RAIPUR, Jan 20

IN ITS endeavour to make its contribution towards the promotion of excellence and capacity building of existing and future leaders, Indian Institute of Management (IIM) Raipur has recently organised a two-day long training programme for a private bank relationship managers who came from different states.

Eighty-three participants have attended the Management Development Programme across the states of Maharashtra, Uttar Pradesh, Kerala, Delhi, Madhya Pradesh, Rajasthan, Gujrat, Punjab,

Karnataka, Telangana. Sessions on Ice Breaking, Customer Delight and Bringing New Customers, Advanced Wealth Management, Art of Communication and Influencing Skills, Advanced Relationship Management, Conflict and Negotiation Skills, Understanding People's Behaviour–Multi-Perspective Approach and Advanced Stakeholder Management were delivered.

The programme was very interactive, and it enabled Relationship managers to exchange notes building a community that could learn from each other even in the future.

The Hitavada, 21st January, 2023, P.04 (Cityline)