Banking Products and Services

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Banking Products and Service	**4**	**3**	**1**	**0**	**Pass in Class XII**	**NIL**

Learning Objectives
The course aims to create awareness about the various Banking Products and Payment Services.

Learning Outcomes
After completion of the course, learners will be able to:
1. Assess different banking products.
2. Recognise the process of different banking payment services.
3. Discuss different digital banking products and services offered.
4. Discuss various products for priority sector lending.
5. Recognise various allied products and services offered by banks.

Course Contents:
Unit 1: Banking Products (11 hours)
Types of Bank Accounts, Types of deposits, National Pension System (NPS), Gold Monetisation Scheme, Locker Facility, Sovereign Gold Bonds, Types of Small Saving Schemes, Various Forms of Retail Loans - Education Loan, Personal Loan, Automobile Loan & Home Loan, Corporate Banking – overview.

Unit 2:
(A) Banking Payment Services (9 hours)
Real Time Gross Settlement (RTGS), National Electronic Funds Transfer (NEFT), Immediate Payment Service (IMPS), Unified Payments Interface (UPI), Enabled Payment, Society for Worldwide Inter-bank Financial Telecommunications (SWIFT), Prepaid Cards, Gift Cards, World Currency Cards, Debit Cards, Credit Cards.
(B) Digital Banking Products and Services (7 hours)
Digital Banking Products, Mobile Banking, Cards, Cash Deposit Machines- CDRs, Branchless Banking, Automated Teller Machines, Point of Sale (POS) Terminals, Internet Banking.

Unit 3: Lending to MSME & Agri Sector (Priority Sector) (11 hours)
Definition of MSME, Prerequisites for Availing Loan for MSME, Mudra Loan, Kisan Credit Cards (KCC), Loans for Allied Activities of Poultry, Dairy, Horticulture, Farm Credit, Loans to Weaker Section.
Unit 4: Third Party Products (TPD)/Bancassurance Business by Banks (7 hours)

Cross-Selling of Third-Party Products of Life Insurance Policies and General Insurance products, Mutual Funds, Systematic Investment Plan (SIP), Unit Linked Insurance Plan (ULIP).

Exercises:
The learners are required to:
1. Compare the return offered by different banking products in India
2. Evaluate the role of UPI in India.
3. Perform a comparative analysis of different digital banking products and services in India.
4. Enlist features of different products available for priority sector lending.
5. Analyse the growth of bancassurance market in India**.**

Suggested Readings

- Retail Banking and Wealth Management. (2023). Indian institute of banking and finance. (1st ed.). Macmillan Publishers India Limited.
- Gupta, D.P., & Gupta, R.K. (2018). Modern banking in India. India: Asian Books.
- Suneja, H.R. (2017). Practical and law of banking. Himalaya Publishing House.
- Choudhury, M., & Singh, R. (2019). Bancassurance business in India - an exploration. Notion Press.
- Rashidm M.A., & Ahmed, J.U. (2019). Financing micro and small enterprises in India: diagnosis and directions. India: Abhijeet Publications.

Additional Resources

- Toor, N.S. (2019). Handbook of banking information. (48th ed.). India: Skylark Publications.
- Garg, K. (2020). Bharat's handbook on MSMEs (Micro, Small & Medium Enterprises). India: Bharat Law House Pvt. Ltd.

Note: Suggested readings will be updated by the Department of Commerce and uploaded on the Department's website.