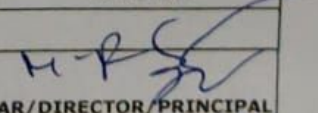


AGRICULTURAL COOP. STAFF TRAINING INSTITUTE, MADHAVARAM, CHENNAI - 51			
TRAINING PROGRAMME ON "NON - FUND BASED BUSINESS AND BUSINESS DIVERSIFICATION" for PACCS			
PERIOD: FROM 17.08.2026 TO 20.08.2026			
TIME TABLE (CLASS ROOM NO -1)			
DAY	TIME	TOPIC	FACULTY (TVL / TMT)
17.08.2026 MONDAY	09.30 A.M. - 10.00 A.M.	REGISTRATION	COORDINATOR
	10.00 A.M. - 10.30 A.M.	INAUGURATION	DIRECTOR
	10.30 A.M. - 11.15 A.M.	ICEBREAKING AND ENTRY TEST	COORDINATOR
	11.15 A.M. - 11.30 A.M.	TEA BREAK	
	11.30 A.M. - 12.45 P.M.	The way forward ideas for bankers to boost business after the crisis- encourage growth and ways to remain profitable platform for lending and funding	M NAGARAJAN FACULTY, ACSTI
	12.45 P.M. - 01.45 P.M.	LUNCH BREAK	
	01.45 P.M. - 03.00 P.M.	Concept of Cross Selling - Core differences between fund-based and non-fund-based credit facilities. Risk profiles & balance sheet impact.	M PRAKASH CHIEF MANAGER / FACULTY
	03.00 P.M. - 03.15 P.M.	BREAK	
	03.15 PM. - 04.30 P.M.	Non-Fund Business Opportunities - Agent of Banks, Selling D.D, Selling Insurance/Mutual funds, Credit facilitation.	M SELVAKUMAR CHIEF MANAGER/ACSTI FACULTY
18.08.2026 TUESDAY	09.30 A.M. - 10.00 A.M.	RECAP	COORDINATOR
	10.00 A.M. - 11.15 A.M.	Marketing/ Digital marketing of Bank Products	J.ARULLALAN GUEST FACULTY, ACSTI
	11.15 A.M. - 11.30 A.M.	TEA BREAK	
	11.30 A.M. - 12.45 P.M.	Non Fund Business income in PACCS (e- vaddagai Common service center, fertiliser sale , SDL,etc..)	J.ARULLALAN GUEST FACULTY, ACSTI
	12.45 P.M. - 01.45 P.M.	LUNCH BREAK	
	01.45 P.M. - 03.00 P.M.	Non Agri loans(TAHDCO , TAMCO,THADCO, Women enterprenuer,Working Women,...)	M NAGARAJAN FACULTY, ACSTI
	03.00 P.M. - 03.15 P.M.	BREAK	
	03.15 PM. - 04.30 P.M.	Documentation and Limitation period	M NAGARAJAN FACULTY, ACSTI
19.08.2026 WEDNESDAY		FIELD VISIT	
20.08.2026 THURSDAY	09.30 A.M. - 10.00 A.M.	RECAP	COORDINATOR
	10.00 A.M. - 11.15 A.M.	Field visit success stories and reports - Action Planning for Introduction of various Non-Fund and Fee Based Products	M NAGARAJAN FACULTY, ACSTI
	11.15 A.M. - 11.30 A.M.	TEA BREAK	
	11.30 A.M. - 12.45 P.M.	NPA Management - ARC, EP/SARFAESI ACT	R PACKIARAJ MANAGER /FACULTY
	12.45 P.M. - 01.45 P.M.	LUNCH BREAK	
	01.45 P.M. - 03.00 P.M.	LIBRARY	
	03.00 P.M. - 03.15 P.M.	BREAK	
	03.15 PM. - 04.00 P.M.	EXIT TEST COURSE EVALUATION	COORDINATOR
	04.00 P.M - 04.30 P.M.	VALEDICTION	PRINCIPAL
COORDINATOR : M NAGARAJAN			
			
JOINT REGISTRAR/DIRECTOR/PRINCIPAL ACSTI			