



Bajaj Finserv

Housing Finance

Type

Certificate Program

Mode

Campus

Duration

18 Days

Total fees

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Bajaj Finserv

Bajaj and Digiversity have partnered with the vision of empowering young graduates through a focused skill development and training programme. Designed for graduates, aims to build essential knowledge, professional skills, and industry exposure required to excel in today's competitive environment. Through structured learning, practical insights, and expert guidance, participants will gain a deeper understanding of workplace expectations and career opportunities. The programme focuses on enhancing confidence, improving capabilities, and preparing learners for future professional challenges. This collaboration represents a meaningful step towards creating skilled, future-ready individuals equipped with the right knowledge and mindset for career growth.

Housing Finance

Highlights

- ◆ BFSI foundation and housing finance domain orientation for entry-level career readiness.
- ◆ Comprehensive understanding of housing finance products, processes, systems, and sales lifecycle.
- ◆ College-to-corporate transition support through Base Camp learning methodology.
- ◆ Assessment-driven learning approach to evaluate participant readiness and effectiveness.

Learning outcomes

- ◆ Understanding of BFSI industry fundamentals and housing finance ecosystem.
- ◆ Knowledge of housing finance products, processes, systems, and customer journey.
- ◆ Ability to understand and execute housing finance sales processes and customer interactions.
- ◆ Improved communication, negotiation, and presentation abilities.
- ◆ Enhanced problem-solving, adaptability, and professional workplace skills.

Eligibility Criteria

Educational Qualification: A graduate

Age Criteria: Suitable for candidates between 21-28

Curriculum Overview

Orientation & Pre-Test Preparation (4 subjects)

- ◆ 4 days of Orientation Session
- ◆ 3 hours of learning engagement per day
- ◆ 5th Day: Pre-Test
- ◆ BFSI Outline

Foundation Building Program (6 subjects)

- ◆ 7 hours daily
- ◆ College to Campus Transition
- ◆ BFSI Fundamentals
- ◆ Product
- ◆ Process & System Understanding
- ◆ Sales Process Introduction

Housing Finance Domain Training (4 subjects)

- ◆ 7 hours daily
- ◆ Housing Finance Product Knowledge
- ◆ Process & System Training
- ◆ Sales Process Understanding

Practical Exposure & Experiential Learning (3 subjects)

- ◆ 7 hours daily (4–5 activities)
- ◆ Experiential Activities
- ◆ Simulation and Real-Time Scenarios