



MASTER OF BUSINESS ADMINISTRATION

Report on Industry expert talk – Challenges of Banks & NBFCs Today to Gain Quality Clients and Business Volumes

Event Name	Challenges of Banks & NBFCs Today to Gain Quality Clients and Business Volumes
Event type	Industry expert talk
Date /duration	1 day (14.02.2026)
Resources Person	Lalitha Aditya Achanta ,CEO Ruloans Pavan kumar , Regional Manager IIFL
Name of the co-ordinators	Dr. D. Venkateswarlu
Target Audience	MBA students
Total no of students	205
About the event	A guest lecture on “ Challenges of Banks & NBFCs Today to Gain Quality Clients and Business Volumes ” was conducted for MBA students by Mr. Lalitha Aditya Achanta, Vice-President (RULOANS) . The session provided practical insights into banking and NBFC operations, focusing on customer acquisition and business growth, with an interactive approach linking theory to real-world practices.
Objective of the event	The objective was to provide industry exposure, help students understand challenges in acquiring quality clients, bridge the gap between theory and practice, and enhance knowledge of banking and financial services.
Outcome of the Event	Students gained practical understanding of financial sector operations, improved awareness of customer acquisition strategies, and developed insights into real-time industry challenges and career opportunities.
Feed back	The session was well received by students, who found it informative and engaging. The speaker’s real-life examples and interactive style were appreciated, and students expressed interest in more such sessions.

Photographs



K. Deepika

Dr K. Deepika
Head of the Department