Since 1994

1.2.1 Number of Add on/Certification/Value Added Program offered during the last five Years

Brochures/Notices and Syllabus of Certifications Offered by Institution

Brochures/Notices and Syllabus Index

Academic Year 2018-19

Sr. No.	Particulars
1	MS Excel Basic
2	Business English Communication
3	NISM IMERT Certificate in Security Market
4	Personal Banking and Personal Finance

MM's Institute of Management Education Research & Training, Pune

Ms Excel Basic Certification for MBA Students

- Enhance your skills in data analysis and visualization
- Demonstrate your expertise to employers

Microsoft Excel Certification

Content:

1. Introduction:
- Brief overview of MS Excel and its importance
2. Basic Concepts:
- Cells, rows, and columns
- Data types (numbers, text, dates)
3. Navigation & Selection:
- Moving around the worksheet
- Selecting cells, rows, and columns
4. Data Entry & Editing:
- Entering and editing data
- Basic formatting (font, alignment, number formatting)
5. Formulas & Functions:
- Basic arithmetic operations
- Using built-in functions (SUM, AVERAGE, COUNT)
6. Charts & Graphs:
- Creating basic charts and graphs
7. Tips & Best Practices:
- Keyboard shortcuts
- D

Microsoft® Excel

The details of Certifications

Course Outline

- - Course Outline:
- - Excel fundamentals
- - Data analysis and visualization
- - Pivot tables and dashboards
- - Macros and automation

Who should Attend

- - Professionals seeking to enhance their data analysis skills
- - Students looking to boost their employability
- - Anyone seeking to improve their Excel skills

Starting from 08-01-2019

Contact us

+91 797266 3041 www.mmimert.edu.in

MM's IMERT

Business English Communication Certificate

Accelerate your Skills and Knowledge

CONTENCTS

[What You'll Learn]

- Effective Business Communication
- Business English Vocabulary and Terminology
- Email Writing and Correspondence
- Presentation and Public Speaking Skills
- Meeting and Negotiation Techniques
- Report Writing and Business Proposals
- Cross-Cultural Communication and Etiquette

FROM 16-08-2018

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MM'S IMERT

NICSM CERTIFICATE

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Contents :

- Uderstanding Securities markets.
- Operationsl Aspects of Fin. transactions
- Personal Fiancial planning
- Product Analysis
- Compliance Aspects

Starting from 25-08-2018

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MM'S IMERT

PRIVATE BANKING AND PERSONAL BANKING CERTIFICATE

- Content.
- - Banking services offered (e.g. investment management, wealth planning, etc.)
- - Benefits of private and personal banking
- - Contact information (e.g. phone number, email, website)
- - Any additional features or sections you'd like to include

Starting From 27-09-2018

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- **https://mmimert.edu.in/**

Marathwada Mitra Mandal's
INSTITUTE OF MANAGEMENT EDUCATION RESEARCH AND TRAINING
(MM's IMERT), Pune
S. No. 18, Plot No. 5/3, CTS No. 205, Behind Vandevi Temple, Karvenagar, Pune – 411052
Since 1994

Date:- 05-01-2019

Notice for MBA-I Students

We are pleased to announce the commencement of **MS Excel Basic Certificate** starting from 08-01-2019. The details of the course are asfollows:

Date:- 08-01-2019

Time:- 10.30am to 12.30pm

Venue: IMERT Computer Lab

Attendance is mandatory for All students

Prof. Pranjal Jadhav
Prepared by

Dr. Jitendra Bhandari
Approved by

Marathwada Mitra Mandal's
INSTITUTE OF MANAGEMENT EDUCATION RESEARCH AND TRAINING
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Since 1994

Date:- 12-08-2018

Notice for MBA-I Students

We are pleased to announce the commencement of **Business English Communication Certificate** starting from 16-08-2018. The details of the course are as follows:

Date:- 16-08-2018

Time:- 10.30am to 12.30pm

Venue: IMERT Seminar Hall

Attendance is mandatory for All students

Prof. Pranjal Jadhav
Prepared by

Dr. Jitendra Bhandari
Approved by

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Since 1994

20-08-2018

Notice for MBA-II Finance Students

We are pleased to announce the commencement of **NISM IMERT Certificate in Security Market** starting from 25-08-2018. The detailsof the course are as follows:

Date:- 25-08-2018

Time:- 10.30am to 05.30pm Venue:

IMERT Finance Classroom

Attendance is mandatory for All students

Prof. Praful Sarangdhar
Prepared by

Dr. Jitendra Bhandari
Approved by

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Signed by: Shubhangee Ramaswamy
Reason: Official Document
Location: Pune, India
Date: 03-Aug-2024 (06:50 PM)

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(MM's IMERT), Pune
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Since 1994

20-09-2018

Notice for MBA-II Banking Students

We are pleased to announce the commencement of **PRIVATE BANKING AND PERSONAL FINANCE Certificate** starting from 27-09-2018. The details of the course are as follows:

Date:- 27-09-2018

Time:- 10.30am to 05.30pm Venue:

IMERT Finance Classroom

Attendance is mandatory for All students

Prof. Vinod Mohite
Prepared by

Dr. Jitendra Bhandari
Approved by

MS Excel Basics Certificate

Course Overview: This course is designed to introduce participants to the fundamental skills in using Microsoft Excel for data entry, calculation, and basic analysis.

Course Objectives:

- Understand the Excel interface and navigation
- Create and manage worksheets and workbooks
- Enter and edit data
- Perform basic calculations and formulas
- Use basic functions and formatting tools

Course Outline:

Module 1: Introduction to Excel
- Overview of Excel and its applications
- Understanding the Excel interface
- Creating and saving workbooks

Module 2: Data Entry and Management
- Entering and editing data
- Understanding data types and formatting
- Basic data management techniques

Module 3: Basic Calculations and Formulas
- Understanding formulas and equations
- Using basic arithmetic operators
- Creating simple formulas and calculations

Module 4: Functions and Formatting
- Using basic functions (SUM, AVERAGE, COUNT)
- Understanding formatting options (number, date, time)
- Applying basic formatting techniques

Module 5: Basic Data Analysis
- Understanding basic data analysis concepts
- Using Excel tools for data analysis (filtering, sorting)
- Creating basic charts and tables

Course Title: Business English Communication Certificate

Course Overview:

This course is designed to improve participants' English communication skills in a business context, enabling them to effectively communicate in written and spoken English.

Course Objectives:

- Develop fluency and accuracy in business English communication
- Enhance writing skills for business purposes (emails, reports, proposals)
- Improve presentation and negotiation skills
- Build vocabulary and grammar for business contexts
- Understand and use appropriate business terminology and jargon

Course Outline:

Module 1: Business English Fundamentals

- Introduction to business English
- Grammar and vocabulary review
- Business communication styles

Module 2: Business Writing

- Writing effective emails and memos
- Report writing and proposal writing
- Business correspondence and formatting

Module 3: Presentations and Negotiations

- Preparing and delivering presentations
- Negotiation strategies and techniques
- Confident public speaking

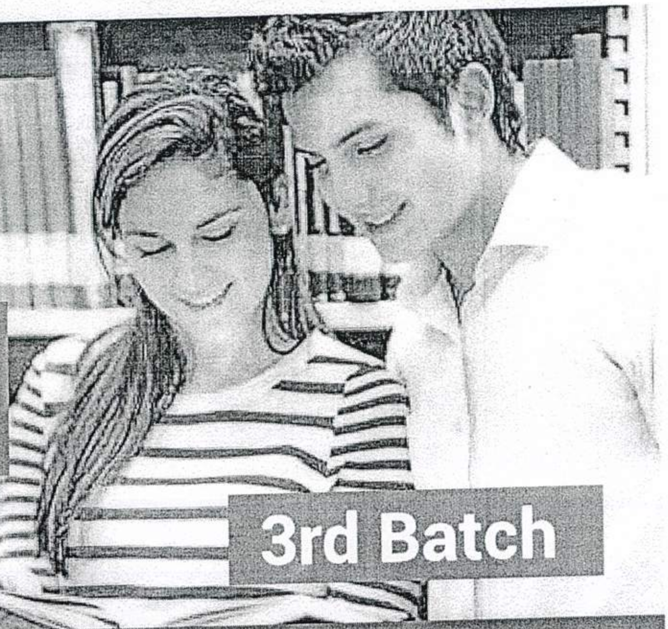
Module 4: Business Vocabulary and Terminology

- Industry-specific vocabulary
- Business idioms and expressions
- Using appropriate terminology in context

NiSM NATIONAL INSTITUTE OF SECURITIES MARKETS
An Educational Initiative by SEBI

IMERT PUNE

MARATHWADA MITRA MANDAL'S
INSTITUTE OF MANAGEMENT EDUCATION
RESEARCH AND TRAINING
(A premier B school since 1994)



NISM - IMERT CERTIFICATE IN SECURITIES MARKETS (NICSM)

3rd Batch

About the program

National Institute of Securities Markets (NISM), an institute promoted by SEBI and Marathwada Mitra Mandal's, Institute of Management Education Research and Training (IMERT), Pune - a premiere B school & one of the most sought after destinations for the aspiring corporate citizens; proudly announce collaborative job oriented certification program (NICSM) in allied disciplines of financial markets.

The aim of the current certificate program is to prepare graduate and undergraduate students for successful careers in the Securities Markets.

Significance of program on securities markets

As an effect of persistent growth in the secondary markets in India for last two decades or so, the employment opportunities also have increased significantly. The markets have also been growing in terms of number of listed companies, amount of capital raised, inflows of funds from foreign investors etc. This only indicates to the further sustained growth of the market and consequently more rewarding career opportunities to young graduates, undergraduates and corporate professionals.

Highlights and major benefits of the Certificate in Securities Markets Program:

- Mandated certifications offered by NISM – an autonomous body of SEBI, India
- Job oriented program offering various roles in securities markets
- Hands on practical exposure
- Contemporary syllabus
- Expert guidance

Eligibility

Graduates or those pursuing graduation are eligible to get admitted in the program.

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Assessment

Students have to undergo an internal / term evaluation for all subjects. Additionally, they will be mandatorily appearing for NISM certification examinations for the below mentioned modules. On successful completion of the same a student shall be awarded following certificates:

- NISM-Series V-A: Mutual Fund Distributors Certification Examination
- NISM-Series-VII: Securities Operations and Risk Management Certification Examination
- NISM-Series-XV: Research Analyst Certification Examination

Duration of program

Maximum duration: Four months
Total 104 hours - 92 hours of teaching and internal college exams, 6 hours of simulation training at NISM's Vashi / Patalganga facility and 6 hours of NISM Certifications exam.
Sessions will be conducted on Saturdays (10.30 am to 5.30 pm).

Course Structure

The course on securities markets covers following three subjects

1. Mutual Fund Distributors MFD Certification
2. Securities Operations and Risk Management Certification
3. Research Analyst Certification

Pedagogy

The course will be conducted by well-qualified and experienced faculty members and renowned corporate experts. Students will be passing through a rigorous process of classroom teaching, assignments, case studies and trading simulation.

Certification

A student will be declared successful and awarded NICSM joint certification by National Institute of Securities Markets (NISM) and Institute of Management Education Research and Training (IMERT) based on the following criteria

- Securing at least 50% marks in Internal / Term examination undertaken on the dates communicated by the institute.
- Meeting attendance requirement as decided by IMERT
- Submission of assignments of satisfactory quality

Venue for the program

Marathwada Mitra Mandal's
Institute of Management Education
Research and Training (IMERT),
302/A, Deccan Gymkhana, Pune - 411004

Course coordinators for the program

Prof. Sachin Kshirsagar
Office No. : 020-65005839
Mobile: 8446644462
Email: sachinkshirsagar@imertpune.in
Website: www.imertpune.in

Ms. Megha Gupta
Board No. 022-66735100-02
Direct No. 022-66735172
Email: megha.gupta@nism.ac.in
Website: www.nism.ac.in

Fee for the program

Rs. 16,000/- plus GST of Rs. 2,070/-.
Fee includes tuition fees, examination fee, NISM certification examination fee and GST.
Payment schedule (Total amount including GST)

- 1st installment before start of the program Rs. 7 ,893/- is to be paid to NISM through online mode.
- 2nd installment before completion of one month Rs. 10,177/- is to be paid in DD by the student favouring Marathwada Mitra Mandal.

Commencement of the program

Program is proposed to commence on 25th August 2018 to be conducted over four months.

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NISM IMERT Certificate in Securities Markets (NICSM)

1. **About IMERT**
The Institute of Management Education Research and Training (IMERT) is a flagship institute of Marathwada Mitra Mandal. Marathwada Mitra Mandal group is in the forefront in the field of education. It was established in 1967 by Hon. Shankarraoji Chavan, ex-home minister Government of India. With 18 Institutes under its aegis, it offers quality education in streams as Management, Engineering, Architecture, Pharmacy, Interior Design and Law.
IMERT is a leading name in the field of Management Education. Established in 1994 and affiliated to Savitribai Phule Pune University and approved by AICTE, New Delhi.

2. **About National Institute of Securities Markets (NISM)**
National Institute of Securities Market is a Securities and Exchange Board of India (SEBI) promoted educational, training and research institute focussed on education, research, training, certification and capacity building in securities markets. NISM runs variety of educational and training programs in the securities market domain across the country.

3. **Need for collaboration with NISM**
Indian securities market is growing market and offers attractive career options for students from commerce, economics and management streams. However, it has been observed that a large part of student community is not adequately exposed to availability of rewarding and respectable career opportunities in securities markets.

4. **Objective of NISM IMERT Certificate in Securities Markets (NICSM)**
NISM IMERT Certificate in Securities Markets (NICSM) is a program launched as a joint association between IMERT and NISM for students aspiring for a career in securities markets. The aim of this program is to equip students with contemporary skills and knowledge required to capitalize forthcoming opportunities in securities markets.

5. **Opportunities in Financial Markets**
Indian Securities Market Is one of the leading markets in the emerging world. Over the past few years, the financial markets have become increasingly global. The Indian market has gained from foreign inflows through the investment of Foreign Institutional Investors including insurance companies, depository institutions, pension funds, investment companies, and endowment funds following the implementation of reforms in the securities industry in the past decades.

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6. Role of IMERT and NISM

IMERT Role

1. Classroom Teaching to students -Three NISM modules
2. Study material to be provided for subjects mentioned as received from NISM (soft copy)
3. Marketing of the course through website, mailers, college visits etc.
4. Follow up of Website queries (After 1st counselling by NISM)
5. Internal / Term Evaluation of the students
6. Joint certification on completion of the course (To be given to students who complete the course on passing at least two of NISM certification examinations)
7. Administrative work - Teaching, assessment of students, communication with students, distribution of study material to students, publishing course schedule, issuance of identity cards, providing mark lists among other regular academic activities and administrative work
8. Counselling, guiding the students before admission and after admission
9. Providing infrastructure for conducting entire program and as stated in point number 15 below
10. Assisting students in bulk enrolment for NISM's Certification examinations

NISM Role

1. Providing soft copy study material and conducting exam for the below three modules
   a. NISM-Series-VII: Securities Operations and Risk Management Certification Examination
   b. NISM-Series X-A: Investment Adviser (Level 1) Certification Examination
   c. NISM-Series-XV: Research Analyst Certification Examination
2. Introductory two hours session on careers in capital market at IMERT Campus.
3. Faculty Assistance if required by the teaching faculty.
4. Marketing of the course – Publicity on NISM website, sending mailers etc.
5. Counselling the students who have queried on the Website. (1st time)
6. Joint Course Completion certificate on completion of the course (To be given to students who complete the course on passing at least two of NISM certification examinations)
7. Support to educational institute in Bulk Enrolment for all 3 NISM Certification examinations
8. NISM may provide outline of syllabus for all subjects
9. NISM will provide 6 hrs simulation exercises to the enrolled students at its campus in Mumbai.

7. Intake per Batch

30 Students, extendable to maximum 60 students.

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9. Course Structure

This is a two months weekend course specialized in securities markets covering following subjects:

1. Investment Adviser (Level 1) Certification
2. Investment Adviser (Level 2) Certification

Students have to undergo an internal / term evaluation for all subjects. Additionally, they will be appearing for NISM certification examinations for the following modules and on successfully passing will get the following certificates:

a) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination
b) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination

NISM certification examinations are to be taken within 15 days of completion of classroom teaching.

10. Pedagogy

The course is to be conducted by well-qualified and experienced faculty and the students will be passing through a rigorous process of class teaching, assignments, case studies and evaluation.

NISM will approve the faculty for the program based on the profile of the faculty member. Profiles of the faculty members for the program are required to be sent to NISM, NISM's approval will be based on

i. Faculty member/s passing relevant NISM certification examination
ii. Faculty member's experience in teaching the subject / industry experience

11. Examination

Students will be appearing for NISM certification examinations for the following modules and on successfully passing will get the following certificates:

a) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination
b) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination

In case candidates are not successful in meeting the above mentioned criteria, they can re-appear the NISM certificate exams by paying re-examination fees for the respective subject. For re-examination of NISM certifications, students need pay the re-examination fees separately. Fees for re-examination of NISM certification will be communicated at the time of re-examination.

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Curriculum (Investment Adviser Level 2)

I. Understanding Securities Markets and Performance

1. Know the working of equity markets
2. Understand key equity market indicators
3. Know the risk and return from equity investing
4. Learn about the various tools and options in equity investing – direct, IPOs, Mutual funds and PMS
5. Know the working of debt markets
6. Understand debt market analytics and indicators
7. Understand risk and return in debt investing
8. Learn about the various debt products – saving schemes, bonds, deposits and debt mutual funds.
9. Understand derivative markets, products and strategies
10. Understand how derivatives can be used to hedge
11. Know the interpretation of derivative indicators
12. Understand the structure of Foreign Exchange Market; difference between spot and forward exchange rates; settlement periods; effect of interest rates
13. Know calculation of forward exchange rates using: premiums and discounts; interest rate parity

II. Knowing Operational Aspects of financial transactions

1. Know Investor types and the acquisition process
2. Learn about PAN, KYC and other processes
3. Know about the processes of Dematerialisation and Rematerialisation
4. Learn about the PoA and other agreements
5. Understand the processes involved for account opening of NR investors
6. Consolidating, reorganising and folio-keeping
7. Understand the process flow in Special situations: minor turns major, NRI to RI and RI to NRI
8. Know the Operational aspects related to joint accounts, lien, nomination, transmission
9. Learn about the documentation required for financial advice

III. Personal Financial Planning

1. Learn about the computation and interpretation of personal finance ratios
2. Understand cash flow analysis and determine surplus
3. Understand Budgetary mechanism for households
4. Understand contingency planning

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5. Understand about the estimation of financial goals

IV. Comprehensive Financial Planning

1. Understanding Leverage and debt counselling
2. Understand Interpretation of liquidity, investment and long-term needs
3. Learn about Prioritising and Financing the financial goals
4. Learn about Risk profiling and processes in financial planning
5. Know about evaluating insurance needs for life and general insurance
6. Know about evaluating choices in retirement planning
7. Understand about the preparation and interpretation of comprehensive financial planning solutions for the household

V. Product analysis and selection

1. Understanding risk, return and portfolio construction principles
2. Learn about Return targets, risk profile and optimisation
3. Understand the impact of market cycles on asset allocation and product selection
4. Know about evaluation and selection of equity funds, debt funds and other funds
5. Learn about portfolio performance and evaluate the investment alternatives
6. Understand the evaluation of mutual fund portfolios for revisions and rebalancing
7. Understand and Interpret the impact of elements of macroeconomic policies on asset allocation
8. Understand behavioural biases in decision making and portfolio management

VI. Regulatory and Compliance Aspects

1. Understand Disclosure requirements
2. Understand compliances related to transactions
3. Learn about document costing, taxation and procedures
4. Understand Regulation relating to insurance, pension and investment products
5. Understand Investor queries, grievance redressal, and service elements

VII. Case studies in Comprehensive Financial Advice

1. Understand practical aspects of providing financial advice through case studies

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C. Understand the ways of measuring risk

VI. Measuring Investment Returns

A. Understand the concept of return

B. Understand the various return concepts

C. Understand the concept of compounding

D. Know the computation of Real rate of return vs. nominal return

E. Know the computation of Tax adjusted return

F. Understand the concept of Risk-adjusted Returns

VII. Concept of Financial Planning

A. Understand what constitutes financial planning

B. Know the need for financial advisory services

C. Understand the scope of financial advisory services

D. Understand the business model for the delivery of financial advice to client

E. Understand assets, liabilities and net worth

F. Understand the preparation of budget

G. Know the financial planning delivery process

VIII. Asset Allocation and Investment Strategies

A. Know the various Asset classes

B. Learn about Portfolio construction

C. Understand the concept of Practical asset allocation and Rebalancing Strategies

D. Know the need for portfolio monitoring and re-balancing

IX. Insurance Planning

A. Understand the need for insurance in personal finance

B. List the requirements for a risk to be insurable

C. Understand the role of insurance in personal finance.

D. Know the various steps involved in Insurance Planning

E. Know the types of Insurance Products

F. Understand about the Life Insurance Products

G. Understand about the Non-Life Insurance Products

H. Understand the life insurance needs analysis (Human life approach, Needs approach)

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X. Retirement Planning

A. Understand the retirement planning process

B. Understand and estimate retirement corpus

C. Determine the retirement corpus

D. Learn about the various retirement products and their features

XI. Tax and Estate Planning

A. Understand Income tax principles

B. Understand Tax aspects of Investment products

C. Learn about the Wealth Tax Act and its implication for clients

D. Know about Estate Planning

XII. Regulatory Environment and Ethical Issues

A. Understand the provisions of the SEBI (Investment Advisers) Regulations, 2013

B. Understand the overall framework of the regulatory system

C. Learn about the roles of regulators: MoF, MCA, SEBI, RBI, IRDA, PFRDA

D Understand the role of Self regulatory organizations

E. Understand the provisions of PMLA, 2002

F. Know the codes of conduct by SEBI, AMFI, etc

G. Know the ethical issues in providing financial advice

H. Understand investor complaint redressal mechanism

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NISM IMERT Certificate in Securities Markets (NICSM)

1. **About IMERT**

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IMERT is a leading name in the field of Management Education. Established in 1994 and affiliated to Savitribai Phule Pune University and approved by AICTE, New Delhi.

2. **About National Institute of Securities Markets (NISM)**

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3. **Need for collaboration with NISM**

Indian securities market is growing market and offers attractive career options for students from commerce, economics and management streams. However, it has been observed that a large part of student community is not adequately exposed to availability of rewarding and respectable career opportunities in securities markets.

4. **Objective of NISM IMERT Certificate in Securities Markets (NICSM)**

NISM IMERT Certificate in Securities Markets (NICSM) is a program launched as a joint association between IMERT and NISM for students aspiring for a career in securities markets. The aim of this program is to equip students with contemporary skills and knowledge required to capitalize forthcoming opportunities in securities markets.

5. **Opportunities in Financial Markets**

Indian Securities Market is one of the leading markets in the emerging world. Over the past few years, the financial markets have become increasingly global. The Indian market has gained from foreign inflows through the investment of Foreign Institutional Investors including insurance companies, depository institutions, pension funds, investment companies, and endowment funds following the implementation of reforms in the securities industry in the past decades.

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6. Role of IMERT and NISM

IMERT Role

1. Classroom Teaching to students -Three NISM modules
2. Study material to be provided for subjects mentioned as received from NISM (soft copy)
3. Marketing of the course through website, mailers, college visits etc.
4. Follow up of Website queries (After 1st counselling by NISM)
5. Internal / Term Evaluation of the students
6. Joint certification on completion of the course (To be given to students who complete the course on passing at least two of NISM certification examinations)
7. Administrative work - Teaching, assessment of students, communication with students, distribution of study material to students, publishing course schedule, issuance of identity cards, providing mark lists among other regular academic activities and administrative work
8. Counselling, guiding the students before admission and after admission
9. Providing infrastructure for conducting entire program and as stated in point number 15 below
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2. Introductory two hours session on careers in capital market at IMERT Campus.
3. Faculty Assistance if required by the teaching faculty.
4. Marketing of the course – Publicity on NISM website, sending mailers etc.
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7. Support to educational institute in Bulk Enrolment for all 3 NISM Certification examinations
8. NISM may provide outline of syllabus for all subjects
9. NISM will provide 6 hrs simulation exercises to the enrolled students at its campus in Mumbai.

7. Intake per Batch

30 Students, extendable to maximum 60 students.

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M. M's Institute of
Management Education
Research & Training, Pune

IMERT PUNE

Signed by: Shubhangee Ramaswamy
Reason: Official Document
Location: Pune, India
Date: 03-Aug-2024 (06:50 PM)

9. Course Structure

This is a two months weekend course specialized in securities markets covering following subjects:

1. Investment Adviser (Level 1) Certification
2. Investment Adviser (Level 2) Certification

Students have to undergo an internal / term evaluation for all subjects. Additionally, they will be appearing for NISM certification examinations for the following modules and on successfully passing will get the following certificates:

a) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination
b) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination

NISM certification examinations are to be taken within 15 days of completion of classroom teaching.

10. Pedagogy

The course is to be conducted by well-qualified and experienced faculty and the students will be passing through a rigorous process of class teaching, assignments, case studies and evaluation.

NISM will approve the faculty for the program based on the profile of the faculty member. Profiles of the faculty members for the program are required to be sent to NISM. NISM's approval will be based on

i. Faculty member/s passing relevant NISM certification examination
ii. Faculty member's experience in teaching the subject / industry experience

11. Examination

Students will be appearing for NISM certification examinations for the following modules and on successfully passing will get the following certificates:

a) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination
b) NISM-Series-X-A: Investment Adviser (Level 1) Certification Examination

In case candidates are not successful in meeting the above mentioned criteria, they can re-appear the NISM certificate exams by paying re-examination fees for the respective subject. For re-examination of NISM certifications, students need pay the re-examination fees separately. Fees for re-examination of NISM certification will be communicated at the time of re-examination.

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Mobin Shaikh

CFA (pursuing), Ch.E (pursuing), CFP^{CM}, NCMP-level 5, NCIAC, NCDC, NCIAP, NCDP, LIII, CPFA, AMFI

✆ : 9890657222 **✉: mobintnt@gmail.com**

Professional Objective:

Objective is to utilize every bit of Knowledge, Attitude, Skills and Habits which I amassed during all these years of Profession that facilitated not only in gaining Expertise but also molding me as a Professional in the realm of:

- Insurance, Investment, Retirement Planning, Taxation, Capital Market and all other elements of Financial Planning
- Training, Learning and Team Management
- Business Development and Client Relationship Management

All these led in Developing and Enhancing my Personal Traits as an individual with

- Good Communication and Presentation skills
- Good Analytical and Problem solving skills
- Good Influencing skills
- Innately Inquisitive, self-motivated, focused, self-directed, intelligent, very energetic.

I have become expert in handling any training program and all my training programs have been acclaimed for their liveliness, practical and interactive methodologies. Over these 11 years of career in Training, Learning and Development Industry, I am fortunate and had been blessed to be associated with Industry power houses like TATA AIA Life Insurance Company, Kotak Mahindra Old Mutual Life Insurance Ltd, ING Vysya (Now-Exide) Life Insurance Company and I have trained more than 3500 candidates in Insurance, Retirement, Finance, Investment, Financial planning and has the ability to simplify complex concepts in innovative ways. Currently I am associated with, Centre for Financial Learning (ICFL) – ICICI Direct, as a Consultant Trainer, through my own company, "Primo Consultants and Research Services", set up in January-2018.

Being a student all my life and with a commitment of continuing to be so for the rest of life, has already helped me in successfully accomplishing internationally and nationally recognized certifications like CFP^{CM}, NCMP (level 5), NCIAC, NCIAP, NCDP, Licentiate (LIII), CPFA and AMFI, which is facilitating me in gaining upper hand in the field of Finance. With an aim to strengthen it further, I am looking forward to pursue CFA from year 2019 and targeting to complete it by year 2021. I also am looking forward to pursue Ch.E and targeting to complete it by this year end (December-2018).

Professional Qualification

- **Will pursue level I of Chartered Financial Analyst (CFA) Certification from CFA Institute USA, level I Exam date: June-2019.**
- **Also, looking forward to complete Chartered Economist (Ch.E) Certification from American Academy of Financial Management (AAFM), Registration – October-2018, Target Exam date: December-2018.**
- CFP^{CM} **(Certified Financial Planner) from FPSB through Regular Pathway Mode and cleared following Modules :**
    1. *Retirement Planning & Employee Benefits*
    2. *Risk Analysis and Insurance Planning*
    3. *Tax Planning and Estate Planning*
    4. *Investment Planning*
    5. *Advanced Financial Planning.*
- **NCMP-Level 5 (Total 12 NCFM Certifications) offered by NSE Academy.**
    - *Certification in Investment Analysis and Portfolio Management*
    - *Certification in Wealth Management*
    - *Certification in Derivatives - Advanced*
    - *Certification in Options Trading - Advanced*
    - *Certification in Derivatives Market - Dealers*
    - *Certification in Equity Derivatives*
    - *Certification in Options Trading strategies*
    - *Certification in Fundamental Analysis*
    - *Certification in Technical Analysis*
    - *Certification in FIMMDA*-NSE-Debt Market*
    - *Certification in Macroeconomics for Financial Markets*
    - *Certification in Project Finance*
- **Had also been awarded following PROFICIENCY CERTIFICATE from NSE:**
    - *NSE Academy's Certified Investment Analyst Champion (NCIAC)*
    - *NSE Academy's Certified Derivatives Champion (NCDC)*
    - *NSE Academy's Certified Investment Analyst Pro (NCIAP)*
    - *NSE Academy's Certified Derivatives Pro (NCDP)*

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- **LICENTIATE, Level 1, Diploma from Insurance Institute of India and stood FIRST across India and was awarded cash prize from III.**
- **CPFA Certification from NISM.**
- **AMFI Certification.**

Graduation: B.Sc. (Chemistry) from Pune University

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* The **Certified Financial Planner** (CFP[CM]) designation is a professional Certification Mark for financial planners conferred by the Certified Financial Planner Board of Standards (CFP Board) in the United States, and by 25 other organizations affiliated with Financial Planning Standards Board (FPSB), the international owner of the CFP mark outside of the United States, which is FPSB-India in India

***FIMMDA: Fixed Income Money Market and Derivatives Association of India.**

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Name: **Heramb Vadalkar**

Profile Snapshot

1. Certified Financial Planner and Charterred Financial Analyst with over four years of experience in Financial Planning, Product Development, Investment Recommendations, Equity Analysis, Writing articles and Training & Development

2. Presently associated with ICICI Securities Ltd., Mumbai (corporate office) as a Senior Product Manager

3. Developed competency in Investment Products, Macros and Investment Strategies by running tailor made programs directly affecting brokerage generated and influenced Investment pattern of Investors.

4. Experience in developing, managing and driving products along with marketing activities

5. In- depth knowledge of financial and economic concepts, investment prospects, equity research, technical's, derivative strategies, wealth management activities, avenues for savings and their potential benefits and risks

6. Adept in conceptualizing & executing strategies to drive business growth. Achieve desired target as well as monitor competitor activities to retain market share

7. Possess excellent Oratory skills and **have represented ICICIdirect** on various platforms including investment workshops, anchoring of events, etc

Current Work Profile

ICICI Securities Ltd. Corporate Office (Mumbai)- Senior Product Manager

Key Result Areas and Accomplishments

Activities related to Customer Base:

- Focus areas are to influence investment pattern, help clients achieve their goals and increase customer activation through various client outreach programs and communications.

- Over 2, 50,000 customers have been trained through various programs that have helped raise awareness of comprehensive financial planning, capital markets, and Investment products have generated an incremental Revenue for I-direct and 52% of customer activation
- Driven over 500 investment education workshops in 50 cities in 2014-2015 covering investing approach
- Initiated free advisory service to clients attending the programmes and spearheaded the drive to connect regularly with customers through advisory
- Development of various programmes like Professional trader and investor, Techno –Derivatives, Market Master, etc
- Creating repository of over 300 hrs in e-learning mode ready to be utilized by customer
- Investment week a mass outreach program for customers

IT Projects:

- Virtual Stock development to replicate live Stock and Derivative markets
- Development of Investment Labs
- Development of LMS system for internal and external usage

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· Currently working on Virtual trading in Fixed Income, Currency and Mutual Funds

Training:

· Conducted over 50+ workshops on wealth management, equity trading, derivatives, fundamentals and technical's for prestigious institutions like Symbiosis, IIM's, Xavier and other colleges pan India

· Conducted over 15+ expert programmes for investors on advanced topics in the spear of equity and derivatives

· Conducted corporate training in equity and derivatives in institutes like L&T , etc

Other Activities:

· Increased Brand Awareness of ICICIdirect and Financial literacy through Stock Mind, India's largest stock market competition that had an outreach to over 2 lakh students in three years. Over 1 Lakh students participated in 2014-2015.

· Professional development by formulating various training for courses like CFP, CFA, CWM,

· Review and proofreading of Money Manager- A monthly e-magazine on money management

· Development of Certification on "Equity Trading and Investments" designed in association with National Institute of Securities Market (NISM)

· Developed Equity Research Module for Internal and External usage which includes various modeling techniques and usage of market software like Bloomberg, Capitaline, etc