



**University of Calcutta- Calcutta Stock Exchange
Centre of Excellence in Financial Markets
(CUCSE-CEFM)**

Admission to PGDPMS: Inaugural Session 2018-2019

Applications are invited to the inaugural One-Year (Evening) Post Graduate Diploma In Investment Portfolio Management Services (PGDPMS) [Session: 2018-2019] from eligible Bachelors (with Honours/General) in Arts / Science / Commerce / Business Administration (10+2+3) or in Engineering and Technology/Medical Science/Law/Professional Course (10+2+4) or its equivalent from any University/Institution recognized by the University of Calcutta in prescribed form (to be downloaded from University website: www.caluniv.ac.in), along with an application fee of Rs. 500/- payable through electronic fund transfer or direct deposit to any SBI Branch in "C.U. A/C CALCUTTA STOCK EXCHANGE CUSTOMERS PROTECTION FUND, Account No. **32290555418**, State Bank of India, Calcutta University Branch, IFS Code **SBIN0007766**, Branch Code **007766**.

Scanned copies of filled-in application form, self- attested testimonials of educational certificates, matriculation certificate (for date of birth), caste certificate (for reserved categories) and fee deposit receipt (obtained from bank) or computer screenshot of bank transaction (for electronic fund transfer) to be **emailed** to cucsecommerce@gmail.com.

Lecture-sessions (Theory/Practical/Technical) shall be conducted in the premises of Calcutta Stock Exchange (CSE) to be held on weekdays between 4.00 pm and 6.00 pm, or at such other time as may be notified from time to time by the CUCSE-CEFM.

The total intake to PGDPMS course is restricted to 50 (fifty) for the inaugural session. However, the course shall not be offered unless there is a minimum enrolment of 30 (thirty) students. The admission to the PGDPMS course will be primarily based on merit and personal interview, subject to University reservation rules. The details regarding course structure, course fees, caution deposit, admission and examination requirements etc. are available in the prospectus to be downloaded from University website: www.caluniv.ac.in

For any queries/ clarifications, call 9831199755 during 10AM to 6PM on all working days.

Important Dates:

Last Date of Online submission of Application Form: **26.10.2018 (Friday)**

Date of Personal Interview: **31.10.2018 (Wednesday)**

Date of Publication of List of Selected Candidates in website: **05.11.2018 (Monday)**

Date of Admission: **12.11.2018 (Monday) & 14.11.2018 (Wednesday)**

Date of Commencement of Class: **15.11.2018 (Thursday)**

01 October 2018

Director, CUCSE-CEFM



UNIVERSITY OF CALCUTTA
DEPT. OF COMMERCE
CUCSE- CEFM
 In collaboration with
CALCUTTA STOCK EXCHANGE



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**APPLICATION FORM FOR ADMISSION TO
 POSTGRADUATE DIPLOMA IN INVESTMENT PORTFOLIO
 MANAGEMENT SERVICES (PGDPMS)
 Session: 20.....20...**

01. Full Name: _____ 02. Gender [Put '√' Mark] Male ___ Female ___

03. Address: _____

04. Phone: _____

05. E-mail ID: _____

06. Father's/Guardian's Name: _____

07. Date of Birth: Date ___ Month ___ Year ___ 08. Nationality: _____

09. Category [Put '√' Mark]: General SC ST OBC-A OBC-B PH

10. Details of Examinations Passed:

Examination Passed	Board/ University	Year	Subjects	Total Marks	Percentage of marks	Division/ Grade
Class X						
Class XII						
Graduation						
Others						

12. Details of Fee deposited in SBI A/C **32290555418**, IFS Code **SBIN0007766**, Branch Code **007766**

Mode of Payment Tick (✓)	Date	Transaction Nos.	Bank	Branch	Amount
Branch Deposit <input type="checkbox"/> Or Online Transfer <input type="checkbox"/>					Rs. 500/-

DECLARATIONS BY THE CANDIDATE

I do hereby declare and confirm that all the information furnished in this application form by me are true, accurate and complete and I understand that withholding or giving false information will invalidate my application/selection/admission. I have read and understood the detailed admission notice and information given in the University website and I fully agree to abide by all relevant rules and regulations as an applicant. I seek admission to this Postgraduate Diploma Course in Investment Portfolio Management Services (PGDPMS), and if selected, I will be producing all original documents of marksheets and certificates.

Full signature of the candidate with date

Read these instructions:

- 1. Please scan this filled-up application form along with all self-attested photocopies of relevant certificates.**
 - (i) Marksheet/ Certificate of the Class X, Class XII, graduation level examinations and other examinations.**
 - (ii) Age proof certificate**
 - (iii) Appropriate Certificate for Scheduled Caste/ Scheduled Tribe/ OBC/ Physically Handicapped candidates.**
- 2. For Branch deposit of Fees of Rs.500/- scan copy of bank receipt need to be attached along with this application form whereas for NEFT/IMPS/ Online fund transfer – Computer screenshot of bank transaction need to be attached.**
- 3. Scanned Copy of Application form along with all necessary documents to be emailed to: cucsecommerce@gmail.com**

BROCHURE

Postgraduate Diploma in Investment Portfolio Management Service (PGDPMS)

A Complete One-Year Evening Programme

Conducted by

**University of Calcutta- Calcutta Stock Exchange
Centre of Excellence in Financial Markets
(CUCSE-CEFM)**

Department of Commerce

University of Calcutta

About the Centre and the Course

University of Calcutta – Calcutta Stock Exchange Centre of Excellence in Financial Markets (CUCSE-CEFM), a Centre that is dedicated to multidisciplinary study and research in financial markets, is a collaborative effort of the Department of Commerce, University of Calcutta and the Calcutta Stock Exchange, and it functions as an independent body within the framework of the University of Calcutta. The Centre has been designed to share and leverage the expertise of the two sterling institutions towards advancing the understanding of financial markets/system, and protection of the interests of the retail investors. The objectives are congruent with those of regulatory bodies such as the Securities and Exchange Board of India (SEBI), the Reserve Bank of India (RBI), and the Ministry of Finance, Government of India. Within a short span of time, since 2013, the Centre has actively started to examine select issues that acutely confront the financial system in India. At present, the Centre is focusing on three thrust areas: capital markets, financial inclusiveness, and ethics in financial markets. The introduction of this diploma course in financial market is an outcome of its agenda to create a general awareness about financial markets.

Post Graduate Diploma in Investment Portfolio Management Service (PGDPMS)

1. Name of the Course

Post Graduate Diploma in Investment Portfolio Management Service (PGDPMS)

2. Course Objectives

Short term Goals

- Self-employment positions
- *Undergoing the course a person can*
 - ❖ Understand the manifold dimensions in the areas of capital market, financial inclusiveness, and ethics in financial markets, the three thrust areas of CUCSE-CEFM.
 - ❖ Prepare for qualifying various certifications from professional bodies of capital / financial market.
 - ❖ Make significant value addition to compete in the present-day industry scenario.

Long term Goals

- To foster the development of financial markets by producing skilled finance professionals.
- To further long-term goals including improvement in the syllabi/curricula at different academic levels.
- To serve as an excellent and reliable means for providing practical training and evaluation of students and research scholars by the faculty members of the Department of Commerce and allied Departments, within the University of Calcutta, its affiliated colleges and other similar educational and research institutions committed to the study, research and teaching in financial markets.

3. Intake

Fifty (50) in total including SC, ST, OBC reservations as per University Norms.

4. Eligibility

Any candidate with Bachelor's Degree in Commerce / Science/Arts (Honours/ General/ Vocational / Engineering and Technology/ Medical Sciences/ or its equivalent)and of good merit, andwith an interest in financial markets, is eligible to apply. A candidate, who appeared at the final examination for graduation is also eligible to apply. However, if selected, such a candidate has to submit adequate proof (pass certificate, mark sheet etc.) of his/her graduation before admission to this course.

5. Application Money (Prospectus & Form)

Candidates may download the application form from the University website, including the prospectus, and submit it electronically, along with an application money of Rs. 500/- payable in favour of “**C.U. A/C CALCUTTA STOCK EXCHANGE CUSTOMERS PROTECTION FUND**”, to the e-mail address of University of Calcutta – Calcutta Stock Exchange Centre of Excellence in Financial Markets(CUCSE-CEFM).

6.Selection Criteria

Candidates are to be selected for the Course in order of merit of their past academic performance and personal interview.

7. Course Fee

Total Fee per student - Rs.24,000 to be paid, comprising Rs.22,000 per student + Rs.2000 as caution deposit per student returnable without interest after successful completion of the Course.

The course fee is payable in three instalments as follows-

- First Instalment (to be paid at the time of - Rs. 10,000/- (including admission to the course) caution deposit of
Rs. 2000/-)
- Second Instalment (to be paid within 3 months - Rs. 7000/-
of course)
- Third Instalment (to be paid within 6 months - Rs. 7000/-
of course)

8. Venue

Classes are to be ordinarily held on Weekdays between 4 p.m. and 6 p.m. in the premises of Calcutta Stock Exchange (CSE), 7 Lyons Range, Kolkata – 700 001 (behind Writer’s Building).

9. Placement

The Department has been maintaining rapport with many commercial and industrial organizations through its former students who are well placed. Placement will largely depend on the value addition of the students, the opportunities available in the economy and the efforts of both the students, and the Department and Calcutta Stock Exchange.

REGULATIONS

1. General

- 1.1 The course of study leading to the Post Graduate Diploma in Investment Portfolio Management Service (PGDPMS) of the University of Calcutta shall be conducted by CUCSE-CEFM, a Centre of excellence with Calcutta Stock Exchange under the Department of Commerce of the University of Calcutta.
- 1.2 The University shall lay down from time to time such subsidiary rules of admission, course of study and methods of examination, as may be deemed necessary for the maintenance of adequate standard of University Education.
- 1.3 The medium of instruction for the course shall be English and candidates will have to answer the examination papers in English only.
- 1.4 The University of Calcutta, the Grantee to the MOU creating CUCSE-CEFM, shall receive yearly 10% of the gross revenue (from collection of course fees, excluding caution deposit, and application money) generated out of the course.

2. Admission

- 2.1 The minimum qualification for admission to the Course is a Bachelor's Degree (10+2+3 system) with Honours/General in Arts/Science/Commerce or a Bachelor's Degree (10+2+4) in Engineering and Technology/Medical Science/Law/Professional Course or its equivalent from any University recognized by the University of Calcutta.
- 2.2 The last date of receipt of applications, the last date for admission, and the course fees shall be fixed each year by the University. Initially, the number of students to be admitted shall be Fifty (50) Indian students. The course shall not be offered unless a minimum of thirty (30) students enrol for the course.
- 2.3 Out of the total number of seats for the course, reservation rules as per University/ Government rules and regulations will be followed.
- 2.4 Minimum marks to be obtained by a candidate belonging to Scheduled Caste / Scheduled Tribe shall be 25% less than the marks obtained by the lowest scoring candidate belonging to the general category.
- 2.5 Subject to the provisions of Regulations 2.3 and 2.4, if any seats reserved for Scheduled Caste/Scheduled Tribe remain vacant, the vacant seats shall be filled up from the general category in order of merit subject to approval of Competent Authority.
- 2.6 After selection for admission to the course, the candidate shall, within the date fixed by the University, deposit the necessary fees (admission fees, caution deposit etc.) prescribed for the purpose. If a candidate fails to deposit the fees within the stipulated date, his/her selection shall be liable to be cancelled. Such a candidate shall not be admitted unless a fresh order is made or an extension of date of payment of requisite fees is granted by the University authority.
- 2.7. Caution deposit paid at the time of admission shall be refunded only at the end of successful completion of the course. The University shall have the right to forfeit the amount of the Caution Deposit to the extent of the amount of damage caused, if any, by the candidate to the University and CSE property.

3. Course of Study

- 3.1 A candidate admitted to the course shall register himself / herself as a student of the University of Calcutta.
- 3.2 The course of study shall be one-year evening course.
- 3.3 Students admitted to the one-year PGDPMS course shall pursue the regular course of lectures, and other academic arrangements made for the one-year term.
- 3.4 A student shall be deemed to have pursued a regular course of study provided he/she has attended at least 75 percent of the lectures delivered in aggregate for each Module of the entire course of study.
- 3.5 The attendance of a candidate shall be counted from the date on which the respective class begins, or from the date on which he/she is admitted to the first Module classes, whichever is later.
- 3.6 The University shall have the power to condone a deficiency in attendance up to 10 per cent, as per rule.
- 3.7A student who fails to pursue a regular course of study in respect of a particular Module shall be allowed to attend classes and take examination on all subsequent Modules subject to fulfilment of conditions under Regulations 3.4, 3.5 and 3.6 for subsequent Modules. However, the student may be allowed to take re-admission to the Module, where he / she has failed to attend minimum number of lecture classes, in the next year only on payment of re-admission fees of Rs.2500 per Module.
- 3.8 Students of the one-year PGDPMS course shall have to pursue a course of study of the papers distributed into six (6) modules carrying 600 marks in total and project work and viva-voce carrying 100 marks (as per Syllabus in Annexure – I).
- 3.9 The syllabus as presented in Annexure -1 shall be amenable to changes, if so demanded by the market condition and required by the appropriate authorities from time to time.

4. Examinations

- 4.1 A student shall be allowed to appear in the examination for each Module only after he/she completes his/her regular course of study and has a minimum of 75% attendance to class lectures of such Module.
- 4.2 A student, who has less than 75% attendance but greater than or equal to 65% attendance to class lectures on a Module, shall be allowed to appear

- in the examination of such Module, provided such deficiency in attendance is condoned by the University authority.
- 4.3 A student with less than 65% attendance to class lectures on a Module shall not be allowed to appear in the examination of such Module; but can seek re-admission to the same Module next year on payment of an additional fee of Rs.2,500 per Module and comply with the requirements as mentioned in the Regulations.
- 4.4 Examinations shall be conducted by the Centre on each Module of 100 marks after the training ends for the module.
- 4.5 40 per cent of total marks in a Module will be deemed as pass marks for that paper, and 40 per cent marks in aggregate out of 700 marks across six Modules, and Project Work and Viva Voce will be deemed as pass marks for qualifying the one-year PGDPMS course. A candidate who fails to secure 40% marks in any Module shall be allowed two more chances to qualify the examination in that Module when held in two consecutive next years on payment of re-examination fees of Rs.500 per Module in each such chance.
- 4.6 A candidate who fails in the project work and viva voce examination will be given one more chance only to qualify in the next year on payment of re-examination fee of Rs.500.

Academic Session

Session : Classes July – June of every academic year;

Examination: 6 times each academic year

Final Results : By 15th August of every year

Course Structure

Module- I	: Indian Financial System and Financial Market
Module -II	: Investment Analysis and Portfolio Management
Module -III	: Mutual Fund Investment
Module -IV	: Demat Trading, Depository Operations and Financial Derivatives
Module -V	: Insurance
Module -VI	: Wealth Management

Project Work and Viva- Voce

Duration Evaluation - Written

Module -I:	70 hours [7 ^{1/2} weeks]	120 Marks
Module -II:	70 hours [7 ^{1/2} weeks]	120 Marks
Module -III:	60 hours [6 ^{1/2} weeks]	100 Marks
Module -IV:	70 hours [7 ^{1/2} weeks]	120 Marks
Module -V:	50 hours [5 ^{1/2} weeks]	80 Marks
Module - VI:	40 hours [4 ^{1/2} weeks]	60 Marks
Project and Viva :	6 ^{1/2} weeks	100 Marks

Total Marks:700

Syllabus of the Course

Module I: Indian Financial System and Financial Market

Unit – I:

(20 Marks)

Financial System- Meaning and significance; Role of finance in an economy; Elements of Financial System - Financial Market, Financial Institutions and Financial Instruments; Role of Financial Intermediaries like Credit Rating Agencies, Venture Capital Firms, Private Equity Firms, Merchant Banks etc.; Structure of Indian Financial System; Macroeconomics Variables- Concepts of GDP, GNP, National Income, FDI, Exchange Rate, Interest Rate etc. and their functional relationship with Financial System.

Unit – II:

(45 Marks)

Financial Market – Concept; Types of Financial Market - Money Market, Capital Market – Primary Market and Secondary Market; Functions and Role of each type of financial market; Primary Market Operations – Initial Public Offer (IPO) and Further Public Offer (FPO) – e-IPO – Eligibility for Public Offer - Fixed vs. Book Building Method of Public Issue - Pricing of Issues – Allotment of Shares – Basis of Allotment – Minimum Subscription Clause – Underwriting of Issues – Private Placement; Trends in Primary Market Operations – Role of Intermediaries like Merchant Bankers, Lead Manager, Share Registrar and Transfer Agent, Bankers to the Issue etc. in Primary Market Operations; Secondary Market Operations - Role of Stock Exchanges and Intermediaries in Stock Market – Evolution of Indian Stock Market – Membership, Listing and Trading norms in Indian Stock Market; Demutualization and Corporatization of Indian Stock Exchanges; Regulatory Framework of Indian financial market – Money Market Regulator – Reserve Bank of India (RBI) – Capital Market Regulator- Securities and Exchange Board of India (SEBI) – Role of Regulators – Investor Education and Protection Fund (IEPF) of SEBI.

Unit – III:

(40 Marks)

Money and Indian Banking System – Broad definitions of ‘money’; Money Supply and Economic Growth in India; Concept of Money Multiplier; Main Features of Indian Monetary Policy since independence; Structure of Indian Banking System; Commercial Banks and Development Banks – Importance, Functions, Types and Basic Difference; Credit Creation Process of Commercial Banks- Base Rate, Repo, Reverse Repo, Minimum Lending Rate, Bank Rate; Concepts of Basis, Cash Reserve Ratio (CRR), Statutory Liquidity ratio (SLR); Credit Control and Monetary Instruments; Banking Services – Fund Based Services, Non-Fund Based Services – Money Remittance Services – Banking Channels; Bank Deposits – Kinds of Deposits- Nomination Facility – Deposit Insurance; Security Creation by Banks- Pledge, Hypothecation, Mortgage, Assignment; Non Performing Assets (NPA) and its Resolution - NPA Categories – NPA Provisioning Norms- SARFAESI Act – Securitization; International Basel Norms and RBI guidelines; Financial Inclusion.

Unit –IV:**(15 Marks)**

Financial Instruments – Money and Capital Market Instruments – Equity and Debt Instruments; Derivative Securities; Alternative Investment Vehicles; Structured Products.

Module II: Investment Analysis and Portfolio Management**Unit – I:****(20 Marks)**

Investment– Meaning; Differences between Investment and Savings, Investment and Speculation; Investment Attributes; Nature and Scope of Investment Analysis; Objectives of Investment; Sources of financial information for investment analysis; Return and Risk in Investment; Concept and Estimation of Return and Risk; Types of Risk –Systematic and Unsystematic Risk; Concept of Risk Diversification.

Unit – II:**(40 Marks)**

Types of Investment Analysis; Fundamental Analysis – Economic Analysis, Industry Analysis and Company Analysis; Technical Analysis-Various Price and Volume Indicators – Market Indicators and Share Specific Indicators – Chart Patterns and Formations – Analysis of various chart patterns; Valuation of Fixed Income Securities -Bonds, Debentures, Preference Shares and Convertible Securities – Valuation of Variable Income Securities – Equity Shares; Interest Rate Risk and Yield Curve Determination of Debt Securities; Understanding and Analysing Company's Financial Statements – Stock Market Related Ratios – CAMELS Framework of Understanding Bank's Financials.

Unit – III:**(40 Marks)**

Portfolio Management - Meaning, Importance, Objectives and Steps in Portfolio Management; Portfolio Analysis - Estimating Return and Risk of Investment Portfolio ; Effects of combining securities - Markowitz Risk – Return Optimisation - Single Index and Factor Model - Portfolio Total Risk, Portfolio Market Risk and Unique Risk; Sharpe's Optimisation Solution; Portfolio Performance Evaluation -Risk adjusted return measures of performance evaluation -Market timing, Evaluation criteria and procedures.

Unit – IV:**(20 Marks)**

Capital Market Theory: Efficient Market Hypothesis - Forms of Efficient Capital Market and Investment Analysis in Efficient Market; Capital market line -Security market line; Risk free lending and borrowing; Arbitrage pricing theory, Principle of arbitrage, Arbitrage portfolios - Two factor and Multi factor model; Recent developments.

Module-III: Mutual Fund Investment

Unit - I: (20 Marks)

Mutual Fund –Concept, Advantages and Limitations; Active vs. Passive Portfolio Management; Cost of Managing Funds – Entry vs. Exit load – Fund Manager Fees; Net asset Value (NAV) and Fund Returns; Participants in Mutual Fund Industry; Role of Trustee, Sponsor and Asset Management Company (AMC);Types of Mutual Fund houses and AMCs in India; Other Service Providers and their Functions.

Unit – II: (25 Marks)

Legal and Regulatory Environment- Association of Mutual Funds in India (AMFI) - Role and Importance – AMFI and SEBI guidelines on Mutual Funds; New Fund Offer (NFO) – Process;Offer Document – Regulatory Contents – Salient features of Scheme Information Document (SID), Statement of Additional Information (SAI) and Key Information Memorandum (KIM); Distribution Channels for Mutual Funds – Pre-requisites of Mutual Fund Distributor – Sales Practices and Commission Structure; Market Making by AuthorizedParticipants.

Unit – III: (25 Marks)

Mutual Funds Products – Concept and Salient Features; Equity Schemes; Debt Schemes; Diversified Schemes; Balanced Schemes; Tax Funds; Liquid Funds;Index Funds; Fixed Maturity Plans; Exchange Traded Funds (ETFs), Gold ETFs; Risk Disclosures and Return Calculations by type of Mutual Fund; Fact Sheet of Mutual Funds and their uses; Identifying investor needs and choice of mutual fund products.

Unit - IV: (30Marks)

Performance Evaluation of Mutual Fund Schemes – Sharpe ratio, Treynor ratio, Jensen’s Alpha; Creation of Units of Mutual Funds; Process of Purchase and Redemption of Units by Investors; Systematic Investment Plan (SIP); Systematic Withdrawal Plan (SWP);Dividend Payout; Other Investor Services and Facilities Offered by Mutual Funds; Process for Nomination and Pledge.

Module IV: Demat Trading, Depository Operations and Financial Derivatives

Unit – I: (35 Marks)

Major global stock exchanges and in India; Management of stock exchanges in India; Regulation of Indian stock exchanges-Self-regulation and SEBI Regulations; Clearing and Settlement of transactions in securities - Role of Clearing Corporation of Stock Exchanges; Open outcry vs. Online screen based trading – Concept and History; Demat trading and projection of Demat trading terminal; Trading rules and listing agreement; Price-order matching rules for trading; Circuit Breakers; Margin trading; Short selling; Algorithmic trading; Stock brokers and sub-

brokers – Brokerages; Reading stock price charts; Stock Indices and its calculation; KYC Registration Agency (KRA); Risk Management System of stock exchanges; Do's and Don'ts for investors.

Unit – II:(30Marks) Depositories-Concept, Need for depositories; Depositories in India – NSDL & CDSL;Indian Depositories – Organizational structure – Business partners – Joining procedure – Rights and obligations – Records and Reconciliation – Legal Framework – Application software – System and Connectivity – Service Standards; Depository Participants (DPs);Services provided by depository - Account opening of beneficiaries – Procedure for dematerialization and rematerialization of securities – Transmission and Nomination of securities -Trading and settlement- Off market transfers - Clearing Members and Intermediaries – Pay-in and Pay-out procedures – Settlement of Trades and Precautions – Pledging/ Hypothecation of Securities – Securities Lending and Borrowing; Role of Depositories in Corporate actions, Public issue, Debt Instruments, Government Securities; NSC, KVP in Demat form; MAPIN and TIN.

Unit – III: (25Marks) Derivatives- Concept, Nature and Types;Origin of Derivatives; Participants in Derivatives market; Commodity vs. Financial derivatives; Commodity exchanges; Currency derivatives; Interest rate derivatives- Forward Rate Agreement (FRA); Credit Derivatives - Credit Default Swap (CDS); Stock and Index Derivatives; Indian Derivatives Market and its Scope; Synthetic Derivative Products.

Unit –IV: (30Marks) Pricing of Forwards and Futures – Theoretical Model; Pay off of Forwards and Futures; Option Pricing Models; Moneyness of Options; Option payoff and strategies; Equity Derivatives Trading and Settlement on Indian exchanges; Reading Futures and Options Price – Volume Charts.

Module V: Insurance

Unit – I: (25 Marks)

Fundamentals of Risk Management – Definition of Risk – Classification of Risks – Definition of Risk Management – Steps in Risk Management – Insurance as a tool of risk management; Concept of Insurance ; How insurance works?;Insurance Act 1938; Insurance Regulatory and Development Authority(IRDA)of India;Insurance Contract Terminology; Elements of a Valid Contract – Offer and Acceptance; Consideration, Capacity, Legal Purpose; Distinguishing Characteristics of Insurance Contract; Common clauses and sections in an insurance contract; Insurance Advertisement and Disclosure Regulations 2000; Protection of Policyholders Interest Regulations 2002; Third Party Administrators (TPA); Insurance Intermediaries – Individual agent and Corporate agent – Code of conduct - Broking Regulations; Financial Planning and Insurance; Law of Large Numbers and Actuarial Calculations in Insurance; Insurance and Reinsurance; Indian Insurance market; Insurance Density and Penetration.

Unit – II: **(20 Marks)**

Life insurance- Definition – Principles – Types of Life Insurance Policies – Term Insurance and its Types – Whole Life Insurance – Endowment Policies – Children’s Policies; Annuities – Retirement Solutions; Group Insurance; Industrial Life Assurance; Calculation of Life Insurance Premium; Tax Benefits with Life Insurance policies.

Unit – III: **(20 Marks)**

General Insurance –Personal and Liability Insurance – Meaning and Need; Personal Insurance – Types; Personal Accident Insurance (PA); Mediclaim Policies - Group Mediclaim Policy; Liability Insurance – Employers Liability Insurance – Public Liability Insurance – Product Liability Insurance – Cyber Liability Insurance – Professional Indemnity Insurance.

Unit – IV: **(15 Marks)**

Non-Life General Insurance – Property Insurance – Types; Fire Insurance; Marine Insurance; Marine Cargo Insurance; Motor Insurance; Burglary Insurance; Money Insurance; Various types of Engineering Insurance ; Contractor’s All Risks (CAR) Insurance.

Module VI: Wealth Management

Unit – I: **(15 Marks)**

Background, Role of Financial Planner; Financial Planning Process; Contract and Documentation; Client Data Collection – Client Data Analysis; Life Cycle; Wealth Cycle; Risk Profiling and Asset Allocation - Strategic Asset Allocation - Tactical Asset Allocation – Fixed Asset Allocation with Annual Rebalancing – Flexible Asset Allocation; Financial Plan - Goal-based Financial Plan –Comprehensive Financial Plan, Financial Planning to Wealth Management;Financial Planning in India.

Unit – II: **(10 Marks)**

Wealth Management and the Economy - Economic Cycles and Indicators – Lead, Lag and Coincident Indicators; Interest Rate Views; Currency Exchange Rate; Revenue and Fiscal Deficit - Current Account Deficit; Industry Life Cycle; Sector Performance and Economic Cycle.

Unit – III: **(20 Marks)**

Managing Wealth in Alternate Assets –Gold - Role of Gold - Gold Investment Routes – Sovereign Gold Bonds - Rupee returns from Gold; Real Estate - Role of Real Estate, Real Estate

Investment Routes – Real Estate Investment Trusts (REITs) - Real Estate Indices; Venture Capital / Private Equity Funds; Hedge Funds; Structured Products.

Unit – IV:(15 Marks) Elements of Taxation - Previous Year and Assessment Year; Gross Total Income; Income Tax Slabs; Advance Tax; Tax Deducted at Source (TDS); Exempted Income; Deductions from Income - Section 80C, Section 80CCC, Section 80CCD, Section 80D, Section 80E, Section 80GG; Long Term and Short Term Capital Gain / Loss and its Tax Implications; Speculative Profit / Loss; Set Off & Carry forward of taxes on investment income.

Taxation of Investment Products – Dividend Distribution Tax (DDT); Tax on Income Distributed by Mutual Fund; Securities Transaction Tax (STT); Taxation of Fixed Deposits and Fixed Maturity Plans; Wealth tax.

Estate Planning - Background, Assets and Liabilities; Nomination; Inheritance Law; Will; Trust.

Project Work and Viva Voce

(50 + 50 = 100 Marks)