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Wealth Advisor

Course Outline - Wealth Management: Life Cycle		
Chapters	Topics	Recommended Study Time (hrs.)
Wealth Management - Business Overview	<p>Introduction: Concept of 'Wealth' and 'Net worth'.</p> <p>High Net worth Individuals (HNIs): Concept of HNIs and their classification. An overview of investment needs of HNIs.</p> <p>Service Providers and Services: An overview of service providers, and products and services offered to each segment of HNIs</p> <p>Service Mandates: Types of service mandates, and various segment-mandate mixes.</p> <p>World Wealth Report and HNI Segment Growth in India: An insight of the Wealth Management Industry.</p> <p>Market Regulators & Anti Money Laundering (AML) laws in India</p> <p>Know Your Client (KYC): The various steps involved in a KYC process, such as monitoring of transactions, reporting etc.</p>	1.5
Wealth Management - Client Acquisition	<p>Key Roles in Front, Middle & Back Office: Investment Advisory, Product Manager and Credit Operations etc. available in the Front, Middle and Back offices.</p> <p>Wealth Management Process (Stages): Client Engagement, Client Profiling and Targeting, Building Relationships etc.</p>	1.5
Financial Planning & Asset Allocation	<p>Risk Profiling: Classification of clients based on the Risk-return principle. Understanding the stages of the human life cycle, analysing the clients' comfort zone for investment, Risk Tolerance, determining investment objectives etc.</p> <p>Model Portfolios: Various asset classes, and portfolio classification based upon the proportion of various asset classes.</p> <p>Portfolio Balancing: Asset Allocation, and how to balance the portfolio basis a client's risk profile.</p>	1.5
Portfolio Performance Measurement	<p>Performance Measurement Parameters: Return parameters that determine the performance of a portfolio, such as 'Holding Period Return', CAGR etc.</p> <p>Risk Adjusted Return: 'Risk Adjusted Return' measures such as Sharpe Ratio, Treynor Ratio etc.</p> <p>Performance Attribution: Analysing portfolio performance according to asset class and markets.</p>	1
Total Recommended Learning Hours		5.5



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Course Outline - Investment Products		
Chapters	Topics	Recommended Study Time (hrs.)
Equity Markets	Types of Markets (Refresher)*: Capital Markets and their classification. Trade Life Cycle (Refresher)*: Trade lifecycle of a financial instrument with an example. Market Participants: Market Participants in the Equity markets with perspectives on 'Buy' side and 'Sell' side. Key Terms: Key terminologies related to Equity markets	1.5
Equity Derivatives	Introduction to Futures and Options: Basic understanding of Futures and Options. Key Terms: Key terminologies related to Equity Derivatives. Types of Options: Portfolio strategies on options, and how to create a desired portfolio.	1.5
Bond Markets	Bond Markets (Refresher)*: Introduction to Bond markets Key Terms: Key terminologies related to Bond markets.	1.0
The Indian Bond Market	Types of Debt Instruments: Debt instruments and their classification. Money Market Instruments (such as Certificate of Deposit, Re-purchase Agreements etc.) Market Overview: How bond markets operate. Bond Market Regulations: Regulatory aspects such as CRR,SLR Market Players: Key players such as FIIs, Hedge Funds etc.	1.5
Currency Markets	Features & Market participants: An overview of global currency markets and the different participants. Foreign Exchange Fundamentals: Key terms such as – Bid/offer, Cross rates, valuation or MTM etc.	1.0
Factors Affecting Currency Markets	Global Markets: Factors affecting global currency markets, and their interpretation for trading purposes. The Indian Rupee Market: How the USD/INR market works, the demand and supply factors, and the role of RBI in these markets.	1.5
Currency Futures	Introduction: What are currency futures, and their difference from OTC forwards. Live Quotes: Live quotes from NSE and how trade takes place on the exchange. Settlement: How futures settle and the various margins imposed by the exchange	1.0
Commodity Derivatives	Commodity Derivatives in India: Types of commodities traded. Specifications of a Commodity Futures contract: How a contract is defined by the exchange. Margins: Margins levied by the exchange for trading futures. Types of Margins and calculation of margin requirements. Factors affecting Commodity Prices: The domestic and global factors affecting commodity prices. Trading Strategies for Commodities: Basic trading strategies for Hedgers, Speculators and Arbitrageurs. Regulations: Regulatory structure governing commodity derivatives.	1.5



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Mutual Funds	<p>Introduction: Mutual Funds and their importance</p> <p>Structure of a Mutual Fund: Various entities of a Mutual Fund and their respective roles</p> <p>Net Asset Value (NAV): Basic understanding of NAV and calculation of a Fund-NAV</p> <p>Loads and Commissions: Types of Loads and Commissions charged on Mutual Funds and their significance</p> <p>Structure and Classification of Mutual Funds in India: Discussion on types of Mutual Funds in India, classified on the basis of Structure, Investment Objective, and Investment Plan</p> <p>Risk Hierarchy: Relative risks associated with various Mutual Funds in India</p> <p>Exchange Traded Funds (ETFs): Basic understanding of ETFs and their key features. Differences between a Mutual Fund and an ETF</p> <p>Hedge Funds: Basic understanding of a 'Hedge Fund' and its key features</p> <p>Fund Selection and Fund Expenses: Process of Fund Selection</p> <p>Do's and Don'ts, and Ten Commandments for an Investment Advisor: Guidelines for Investment Advisors while selling Mutual Funds to clients.</p>	3.0
Insurance - Introduction	<p>Introduction: What is Insurance? Basic understanding on how insurance works.</p> <p>Property and Liability Insurance: Types of liability that a Property and Liability Insurance would cover, extent of insurance value, and conditions under which insurance can occur</p> <p>Players in Insurance: Various players in the Industry such as Insurance Distributors, Regulators etc.</p> <p>Financial Planning Process in Insurance: Importance of financial planning and the role Insurance plays to achieve it</p> <p>Protection of Lifestyle and HLV Index: HLV index and its significance in protecting the lifestyle of customers</p> <p>Insurance Principles: Principles around which insurance is structured (such as pooling of interest, adverse selection etc.)</p> <p>Key Terms: Key terminologies associated with Insurance</p> <p>Risk from an Insurer's perspective: Classification and description of various types of risks from an insurer's perspective</p> <p>Insurance Sector in India: Identification of various needs for insurance, key market players in India.</p>	1.0
Insurance Products - General Insurance	<p>Insurance Products: Classification of insurance products (general and life insurance)</p> <p>Property and Casualty/Liability Insurance: Basic understanding of property and casualty/liability insurance, and how they work</p> <p>Liability Insurance: Basic understanding of Liability insurance and its main types</p> <p>Commercial Insurance: Basic understanding of Commercial Insurance and its main types.</p> <p>Healthcare, Disability and Trauma Insurance: Risks due to physical or emotional barriers at work. Calculation of insurance needed to ensure adequate coverage</p> <p>Health Insurance: Basic understanding of Health Insurance</p>	1.5



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Insurance Products - Life Insurance	Overview: Concept of Life Insurance, its beneficiaries and types of life insurance. Term Insurance: Concept of Term Insurance and its various types. Traditional Life Insurance: Concept of Traditional Life Insurance and its difference from Term Insurance. Whole Life Policy and Endowment Policy: Concept of Whole Life Policy and Endowment Policy and the differences between them. ULIPs: Concept of ULIP and its comparison with conventional plans and Mutual Funds Concept of Annuities and how they are determined - Examples and Exercises	2.0
Wealth Management – Live Case	Live case study on Retirement planning	1.0
Alternate Investment Products & Services	Alternate Investments: Introduction to Alternate Investments and their various products and services. Portfolio Management Services: Portfolio Management Services and their features. Tax Planning: Tax regulations, Types of taxes.	1.5
Total Recommended Learning Hours		20.5

All programs are blended with Practice Tests, Online faculty discussion sessions and E.mail Query Support.

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