ABOUT THE COURSE

COURSE NAME:	FINPRO - BFSI
TOTAL DURATION:	45 Hrs
MODE OF DELIVERY	PHYSICAL CLASSROOM TRAINING AT RESPECTIVE COLLEGES
TRAINER TO STUDENT RATIO:	1:50
TOTAL MARKS:	75

TABLE 1	
OVERALL COURSE OBJECTIVE:	1. The course's overall objective is to enhance the skill set of the students under the BFSI segment and increase their ability to be productive and Industry ready across all the major verticals of BFSI and other associated industries. 2. To build the ability to create fundamental screening for an individual entering into the BFSI segment 3. To make a student create a pool of funds and develop a portfolio for a Low, Med and High-Stake customers and do transactions on their behalf on a digital intermediary platform like NSE-NMF 4. To develop the ability of operating through major scenarios of stocks under given market conditions by using N-Smart and relevant user-friendly applications 5. To make the student operate the IT and GST filing using simulated scenarios and create the ability in them to independently file taxes and GST returns for Individuals, Proprietorship, partnership firms and Trust 6. To technically make the students interpret the solutioning created for BFSI using SAAS, Blockchain and to build the ability to ethically control the dark shadow in their own models
LEARNING OUTCOME:	1. Fill and file KYC and e-KYC and audit an AML scenario.

	2. Create a portfolio for any given customer credentials and differentiate the funds based on its risk quotient, he/she will have the complete capacity to operate digital intermediary platform like NSE-NMF 3. Create their own DMAT account and login into the live market and do their own investment on intraday or regular hold and sell mode and they can interpret the market and build their own portfolio. 4. File taxes and GST for Individuals, Proprietorship, partnership firms and Trust, also they can troubleshoot the errors and solve the queries during the registration or filing process. 5. Students can interpret the solutioning created for BFSI using SAAS, and they shall be able to create wireframes for developing new fin-tech products

TABLE 2: MODULE WISE COURSE CONTENT AND OUTCOME				
SL.NO	MODULE NAME	MODULE CONTENT	MODULE LEARNING OUTCOME	DURATION (HRS)
1.	UNIT 1: BFSI Architecture	1.1: Introduction to the BFSI sector 1.2 : Banking operations and services 1.3 : Financial services 1.4 : Insurance 1.5 : KYC Revolution – A Practical Approach	1. Fill KYC and e-KYC 2. File KYC and e-KYC 3. Audit an AML scenario.	9 hours
2.	UNIT 2: Investing in Mutual Funds	2.1 : Basics of mutual funds 2.2 : Investment Strategies and Analysis 2.3 : Mutual fund	1. Create a portfolio 2. Differentiate the funds based on its risk quotient 3. He/she will have the complete capacity to operate	9 hours

		transactions 2.4 : Monitoring and evaluating mutual fund investments 2.5 : Distributor module	digital intermediary platform like NSE-NMF	
3.	UNIT 3: Investing in Capital Markets	3.1 : Introduction to capital markets 3.2 : Stock market investment basics 3.3 : Investment Psychology and Behaviour 3.4 : Practical Approach	1. Create their own DMAT account 2. Build their own portfolio 3. Login into the live market 4. Do their own investment on intraday or regular hold 5. Sell mode and they can interpret the market	9 hours
4.	UNIT 4: Income Tax and GST for Securities	4.1 : Income tax regulations for securities 4.2 : Goods and Services Tax (GST) for securities 4.3 : Practical Approach	1. File taxes and GST for Individuals, 2. File taxes and GST for Proprietorship, partnership firms and Trust, 3. He/She can troubleshoot the errors and solve the queries during the registration or filing process	9 hours
5.	UNIT 5: FinTech	5.1 : Overview of FinTech in India 5.2 : Digital payments and mobile banking 5.3 : Robo-advisory and algorithmic	1. He/She can interpret the solutioning created for BFSI using SAAS 2. Create wireframes for developing new fin-tech products	9 hours

		trading		

TABLE 3: OVERALL COURSE LEARNING OUTCOME ASSESSMENT CRITERIA AND USECASES		
LEARNING OUTCOME	**ASSESSMENT CRITERIA**	**USECASES**
Student will be able to demonstrate the regulatory language demanded by the BFSI Segment, including filing of KYC and e-KYC and also, they will possess the ability to audit an AML file or scenario	1. To Enhance the skill set of the students under the BFSI segment 2. Increase their ability to be productive 3. Industry ready across all the major verticals of BFSI and other associated industries.	**USE CASE 1:** You are a KYC architect, please Develop a detailed process for Demat and Trading account opening Online for an Individual Scenario: Create client profile and his investment ideology with a proper KYC screening Task: Make the list of documents required for the Demat and Trading account opening Prepare the step-by-step process on account opening and mention the process involved In-Person verification. USE CASE 2. You are an operations head in a broking company, please Derive a detailed document list for Demat and Trading account opening for an Entity (proprietary account or Partnership firm choose any one) Scenario: Screen and Segregate the entity profile and entity details Task: Make the list of documents required for the Demat and Trading account opening for proprietary account or Partnership firm such as: Identity Proof, Address Proof , Bank

		Account Proof Prepare the step-by-step process on account opening and mention the process involved In- Person verification along with Specimen Signature and Photographs
Student can create a portfolio for any given customer credentials and shall possess the ability to differentiate the funds based on its risk quotient, he/she will have the complete capacity to operate digital intermediary platforms like NSE-NMF	1. Build the ability to create fundamental screening for an individual entering into the BFSI segment 2. Create a portfolio 3. Based on the fund's risk quotient they can differentiate the funds 3. Complete capacity to operate digital intermediary platforms like NSE-NMF	**USE CASE 1:** Prepare a SIP plan in Mutual Fund for a client at the age of 38 with a salary of Rs 1,20,000/- per month, whose short-term goal of 10 years to clear his home loan of 48 Lakhs and also a long term goal of 20 years to have a corpus of 1 Crore Scenario: Identify and select which are the schemes suitable for this client to invest and achieve his goals and submit a detailed report on the same with necessary justifications Task: Prepare the report on the types of mutual schemes available with the help of www.amfiindia.com and Prepare an investment calculation by using the SIP calculator **USE CASE 2:** You as mutual advisor, please prepare a question bank to understand the risk profile of a client Scenario: Risk Tolerance

		Questions, Investment Experience Questions, Knowledge and Understanding of Risk: Task: Risk Tolerance Questions: How would you describe your reaction to short-term fluctuations in the value of your investments? What percentage loss in your investment value would make you uncomfortable? Prepare a questionnaire for analyzing the risk tolerance based on the above two fundamental questions Investment Experience Questions: Have you invested in mutual funds or other financial products before? If yes, which ones? What is your level of familiarity with various investment instruments, such as equities, bonds, and mutual funds? Knowledge and Understanding of Risk: How would you rate your knowledge of financial markets and investment products? Do you understand that investments in mutual funds are subject to market risks, and the value of your investment may fluctuate?
Student can create their own	1. To make a student create a pool of funds	**USE CASE 1:** Please download the latest

DMAT account and login into the live market and do their own investment on intraday or regular hold and sell mode, in addition to it, they can interpret the market and build their own portfolio	and develop a portfolio for a Low, Med and High-Stake customers and do transactions on their behalf on a digital intermediary platform like NSE-NMF 2. DMAT account creation 3. Portfolio building 4. Live market analysis and investment	quarterly report of any FMCG sector large-cap company listed in NSE and prepare a 2-pager key highlight of the company performance to submit to your client Scenario: Make a list of stocks that come under the NIFTY FMCG sector Task: Segregates the stocks into Large, mid and small cap and select any 2 large cap stocks. List the parameters considered for a fundamental analysis and Use www.moneycontrol.com and compare the 2 stocks as per the fundamental analysis parameters and complete the analysis report. **USE CASE 2:** Prepare a 1-pager technical analysis report on your favorite stock listed under the Nifty 50 index Scenario: Make a list of stocks that come under the NIFTY 50 and pick your favorite stock out of the 50 stocks. Task: List down the process involved in a technical analysis and its parameters and Use www.investing.com and prepare a technical

		analysis report based on 15 minutes and 1 hours time frame and mention your recommendations
Student can independently file taxes and GST returns for Individuals, Proprietorship, partnership firms and Trust, also they can troubleshoot the errors and solve the queries during the registration or filing process. They will also know the legitimate channels of escalations that needs to be done in case of queries not being resolved over the accepted TAT	1. To make the student operate the IT and GST filing using simulated scenarios 2. Ability to independently file taxes and GST returns for Individuals, Proprietorship, partnership firms, and Trust 3. Tax planning strategies for investors 4. Tax implications of capital gains and dividends	**USE CASE 1:** Create a capital gain tax calculator for STCG and LTCG for an individual using Excel Scenario: Mention the taxation policy for Securities under STCG and LTCG Task: List down the 50 companies sector wise and With the help of NSE website capture the stock weightage of each stocks under the Nifty Index. **USE CASE 2:** Mr. Arjun's father is getting a retirement benefit of Rs 62 lakhs. Do a risk-return analysis and come out with a solution for a probable investment allocation Scenario: Understand the concept of Emergency Fund: Before considering any investments, ensure there is an adequate emergency fund equal to 3 to 6 months' worth. Debt Allocation (Low Risk) – Identify the risk return calculation parameters with explanation on a word file Task: Prepare the process for Equity

		Allocation (Moderate to High-Risk) and Hybrid Allocation (Moderate Risk) and explain the process of allocation in Gold Allocation (Diversification), Review and Rebalance and submit the final analysis
Students can interpret the solutions created for BFSI using SAAS, Blockchain and they shall be in a position to create wireframes for developing new fin-tech products	1. The ability to ethically control the dark shadow in their own models 2. Emerging trends interpretation UPI, e-wallets, and digital payment gateways 3. Security and fraud prevention measures 4. AI-based trading strategies and automated investment platforms 5. Risk management in algorithmic trading	**USE CASE 1:** Prepare a process to become a SEBI registered Research Analyst to start your own robo-advisory firm Scenario: Gain Knowledge and Expertise, Prepare Research Analyst Report and apply for SEBI Registration **Task:** Export various financial markets, investment products, and analysis techniques in a word file and Develop a comprehensive research analyst report template that adheres to SEBI's disclosure norms and best practices. Prepare and submit the application for SEBI registration as a Research Analyst along with the required documents, including educational qualifications, experience certificate, net worth certificate, and the research analyst report **USE CASE 2:** Develop

| | | an algorithmic trading platform that utilizes AI-based strategies and incorporates risk management techniques
Scenario:
Identify any strategy that was taught in the course using the SMA , EMA or RSI indicator and pen down the strategy with steps of executing the same
Task:
List out the risk involved in investment and trading and put them in a word file and with the help of www.chartink.com input this strategy and RUN the strategy and do the back testing and submit a detailed result |

SL.NO	FINAL PROJECT
	TABLE 4: LIST OF FINAL PROJECTS (10 PROJECTS THAT COMPREHENSIVELY COVER ALL THE LEARNING OUTCOME)
1.	Establish a report on AML fraud that occurred due to Karvy broking and the regulatory action plan to recover the shares back to the shareholder.
2.	When a person is faced with a personal injury accident, prepare a process to register the claim for his accident insurance
3.	Prepare a performance report or a peer analysis based on any 2 AMC in the Hybrid fund's category using the amfindia.com website
4.	Download a factsheet of an equity fund of any AMC and prepare a report on the basic and mandatory requirements in a factsheet
5.	Prepare a process to place a Stop loss order on a long position based on your technical analysis
6.	Prepare an analysis report on the Nifty50 index such as the list of stocks, the sectors they belong, and also weightage of each stock
7.	Develop a Systematic Investment Plan (SIP) calculator that allows users to determine the investment amount and frequency
8.	Implement a trading system using NSMART that enables users to place orders, buy/sell shares, and explore various functionalities
9.	Analyze emerging trends and technologies in the Indian FinTech sector and present a comprehensive overview
10.	Build a dashboard that tracks the performance of selected mutual funds and provides alerts for portfolio rebalancing