Course Outline: Wealth Management

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Wealth Management – Life Cycle

Chapter	Topics	What will you learn?	Recommended Study time
Wealth Management - Business Overview	Introduction	A discussion on the concept of 'Wealth' and 'Net worth'.	**2 Hours**
	High Net worth Individuals (HNIs) and their segmentation	A discussion on the concept of HNI and their classification into various categories. Also, you will be able to describe the overall profile of each category.	
	Why look at HNIs? and What is 'Wealth Management'?	An overview of various investment needs of HNIs and understanding the 'management' part of 'Wealth Management' for the HNIs.	
	Wealth Management Service Providers and Spectrum of Services	An overview of service providers (both corporate and individuals) in the area of Wealth Management. You will also learn about the range of products and services offered to each segment of HNIs.	
	Holistic Wealth Management	A discussion on services provided under Holistic Wealth Management such as, Private Banking, Preferred Banking etc.	
	Types of Service Mandate	A discussion on types of service mandates a wealth manager need to know and follow. You will also learn about various segment - mandate mixes.	
	World Wealth Report and HNI Segment Growth in India	An insight of the Wealth Management Industry as well as growth potential of Indian HNI segment in the coming years.	
	Market Regulators	A discussion on the regulatory aspect of Wealth Management at various levels.	
	Anti Money Laundering (AML), Terrorism Funding, and AML Laws in India	A discussion on the working of 'Money laundering', 'Terrorism Financing' and compliances across the financial services world to block it.	
	Know Your Client (KYC)	A discussion on various steps involved in a KYC process, such as monitoring of transactions, reporting etc.	
Wealth Management Process - Client Acquisition	Wealth Management Process	A discussion on the Wealth Management process, and their distribution among front end, middle end and back end offices to ensure better services and products	**2 Hours**
	Key Roles in Front, Middle & Back Office	A discussion on roles such as Investment Advisory, Product Manager and Credit Operations etc. available in the Front, Middle and Back offices.	
	Wealth Management Process (Stages)	A detailed discussion on various stages of Wealth Management process such as Client Engagement, Client Profiling and Targeting, Building Relationships etc.	

Financial Planning & Asset Allocation	Risk Profiling	A discussion on classification of clients based on the Risk-return principle. You will also learn about, the risk taking behaviour of the client during various stages of human life, analyzing the clients' comfort zone for investment, Risk Tolerance, determining investment objectives.	**4 Hours**
	Model Portfolios	A discussion on various asset classes. You will also learn about portfolio classification based upon the proportion of various asset classes.	
	Portfolio Re-balancing	A discussion on 'Asset Allocation' and its use to maintain the risk profile of the portfolio.	
Portfolio Performance Measurement	Performance Measurement Parameters	A discussion on various parameters that determine the performance of the portfolio, such as 'Money Weighted Returns' etc.	**4 Hours**
	Global Investment Performance Reporting Standard (GIPS)	A discussion on the key points of GIPS regarding the performance measurement methodology.	
	Risk Adjusted Return	A discussion on 'Risk Adjusted Return' with the help of measures such as Sharpe Ratio, Treynor Ration etc.	
	Performance Attribution	A discussion on analyzing performance of portfolio according to the asset class and the markets	
Total			**12 Hours**

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Investment Products

Chapter	Topics	What will you learn?	Recommended Study time
Equity Markets	Types of Markets (Refresher)*	Capital Markets and their classification.	**3 Hours**
	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 the Equity markets	
Equity Derivatives	Introduction to Futures and Options	Basic understanding of Futures and Options	**2 Hours**
	Key Terms	Discussion on key terminologies related to Equity Derivatives.	
	Types of Options	Discussion on portfolio of options and on how to create a desired portfolio	
Bond Markets	Bond Markets Refresher	Introduction to bond markets	**2 Hours**
	Key Terms	Key terminologies related to the bond markets.	
The Indian Bond Market	Types of Debt Instruments	Debt instruments and their classification based on type of issuer, and basis characteristics. Also Money Market Instruments (such as Certificate of Deposit, Re-purchase Agreements etc.)	**2 Hours**
	Market Overview	How bond markets operate.	
	Bond Market Regulations	Discussion on the regulatory aspects of the Bond Markets	
	Market Players	Discussion on key players in the Bond Markets (such as FIIs,Hedge Funds etc.)	
Mutual Funds	Introduction	Mutual Funds and their importance	**4 Hours**
	Structure of a Mutual Fund	Discussion on various entities of a Mutual Fund and their respective roles	
	Net Asset Value (NAV) and valuation of Fund - NAV	Basic understanding of NAV and calculation of a Fund-NAV	
	Loads and Commissions	Types of Loads and Commissions charged on Mutual Funds and their significance	
	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	
	Risk Hierarchy	Discussion on the relative risks associated with various Mutual Funds in India	
	Exchange Traded Funds (ETFs)	Basic understanding of ETFs and their key features. Differences between a Mutual Fund and an ETF	

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	Hedge Funds	Basic understanding of a 'Hedge Fund' and its key features	
	Fund Selection and Fund Expenses	Process of Fund Selection and various related measurement parameters. Discussion on various expenses incurred by a Fund.	
	Do's and Dont's and Ten Commandments for an Investment Advisor	Guidelines for Investment Advisors while selling Mutual Funds to the clients.	
Insurance - Introduction	What is Insurance?	Basic understanding on how insurance works.	**2 Hours**
	Property and Liability Insurance	Discussion on the types of liability that a Property and Liability Insurance would cover, extent of insurance value, and conditions under which insurance can occur	
	Players in Insurance	Discussion on various players in the Industry (such as Insurance Distributors, Regulators etc.)	
	Financial Planning Process in Insurance	Importance of financial planning and the role Insurance plays to achieve it	
	Insurance Products - Protection of Lifestyle and HLV Index	Discussion on HLV index and its significance in protecting the lifestyle of the customers	
	Insurance Principles	Principles around which insurance is structured (such as pooling of interest, adverse selection etc.)	
	Key Terms	Key terminologies associated with insurance	
	Risk from an Insurer's Perspective	Classification and description of various types of risks from an insurer's perspective	
	Identifying Insurance Needs and the Insurance Sector in India	Identification of various needs for insurance. Discussion on key market players in India.	
Insurance Products - General Insurance	Insurance Products	Classification of insurance products (general and life insurance)	**3 Hours**
	Property and Casualty/Liability Insurance	Basic understanding of property and casualty/liability insurance, and how they work	
	Liability Insurance	Basic understanding of Liability insurance and its main types	
	Commercial Insurance	Basic understanding of Commercial Insurance and its main types	
	Healthcare, Disability and Trauma Insurance	Discussion on the risks due to physical or emotional barriers at work. Calculation of insurance needed to ensure adequate coverage	
	Health Insurance	Basic understanding of Health Insurance	
Insurance Products - Life Insurance	Overview	Discussion on the basic concept of Life Insurance, its beneficiaries and types of life insurance	**3 Hours**
	Term Insurance and Types of Term Insurance	Discussion on the basic concept of Term Insurance and its various types	

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	Traditional Life Insurance	Discusssion on the concept of Traditional Life Insurance and its difference from Term Insurance.	
	Whole Life Policy and Endowment Policy	Discussion on the basic concept of Whole Life Policy and Endowment Policy and the differences between them.	
	ULIPs	Discussion on the basic concept of ULIP and its comparison with conventional plans and Mutual Funds	
Alternate Investment Products	Alternate Investments	Introduction to Alternate Investments and their various products and services	**3 Hours**
	Portfolio Management Services	Discussion on Portfolio Management Services and their features	
	Tax Planning	Discussion on the tax regulations from an Investment Advisor point of view. Types of taxes.	
Wealth Management – Live Case		Live case study on how to manage one's wealth	**2 Hours**
Total			**26 Hours**

*** A basic refresher for those who have not covered the course of Treasury and Capital Markets**