



**AIM**<sup>TM</sup>

Certified Alternative  
Investment Manager

**GLOBALLY RECOGNIZED STANDARD FOR  
ALTERNATIVE INVESTMENT PROFESSIONALS**

Knowledge Partner

# PROGRAM OBJECTIVE

## COURSE OUTLINE

- Introduction
- Private Equity
- Real Estate
- Commodities & Managed Futures
- Hedge Funds
- Structured Products
- Other Alternate Investment Asset classes
- Portfolio Construction
- Portfolio Evaluation
- Multifactor Risk & Return Models
- Risk Management
- Marketing & Sales Model for Alternative Investments
- Due Diligence
- Alternative Investment - India
- Alternative Investment Funds (AIFs) - Registration Process
- Alternative Investments - Global

The Certified Alternative Investment Manager (AIM) is an globally-recognized standard for professionals advising Alternative Investments. The AIM certification is jointly offered by the Association of International Wealth Management of India (AIWMI) and the National Institute of Securities Markets (NISM).

The Certified Alternative Investment Manager (AIM) certification is a globally recognized standard for professionals advising alternative investments. The purpose of this certification is to explore the world of alternative investments, such as hedge funds, private equity / venture capital funds, real estate, and commodities either directly or through funds of funds. The certification has been developed based on rigorous academic research and on extensive discussions with industry practitioners. The programme addresses the need for qualified professionals in the context of the distinctive characteristics of alternative investment versus other financial products.

Over the past three decades, the alternative investments industry has become a critical component of the global financial system and world economy. Its impact on society can be seen across capital markets, in mainstream business and board rooms, and as part of the political discourse. Investors in alternatives now deploy trillions of dollars around the world, playing a critical role in supporting global capital markets, and redistributing risk.

In India, the Alternative Investments industry is increasingly getting on track to be a bigger force in the broader capital markets. Alternative investments are no longer just aimed at the super wealthy and institutional investors. An increasing number of clients across different segments are getting drawn to the significant benefits Alternative Investments can add to their portfolios by diversifying risk exposure away from traditional fixed income and equity assets.

The growing popularity of Hedge Funds, Private Equity Funds and other Alternative Investments among investors make this an opportune time for the professionals handling this asset type to ramp up their understanding and command on this exciting asset class.

While alternative investments were once an option for only institutions, family offices and high net worth individuals, alternatives have become more mainstream over the last few years. Today, many financial advisors are introducing average retail investors to a wide range of alternative asset strategies.

In this backdrop, the Certified Alternative Investment Manager (AIM) certification has been designed to weave together the best global expertise & national know-how through an intensive education program.

Several registered Alternative Investment Funds (AIFs), global private banks, leading asset management firms, consultants, hedge funds, professional services firms today are endorsing Certified Alternative Investment Manager (AIM) certification as the education program that is essential for success in alternative investments' advisory.

# CERTIFICATION OUTCOMES

Who should undertake this certification?

On successful completion of this programme, participants will be equipped to:

- Understand fully the Alternative Investments space globally and more specifically in India.
- Understand the respective role of all key stake holders in the Indian Alternative Investments industry.
- Gain qualitative understanding of advisory practices, fund management experience, governance structures, and regulatory principles in the alternative investments space.

The Certified Alternative Investment Manager (AIM) certification is designed for professionals working with/ aspiring to work with:

- Alternative Investment Funds, Pension Funds Private Equity & Hedge Funds
- Family Offices & Wealth Management Firms
- Law & Tax Firms, Trustees & FinTech
- Institutional Investors & LP Advisors

## How is the AIM certification different?

Certified Alternative Investment Manager (AIM) is an advanced certification program offering super-specialization in alternative investments. AIM certification has been designed by the Indian Association of Alternative Investment Funds (IAAIF)- a representative and advocacy body for the Indian Alternative Investment sector. The self-study format makes it easier for a candidate to continue working full time while he earns the designation. Earning the AIM designation demonstrates a candidate's commitment to excellence required of alternative investment professionals.





# COURSE STRUCTURE

## EXAMS

No of Exams	Exam Type	Duration
1	MCQ	3 Hours

## FEE

Particulars	Fee (INR)
Registration Fee	Rs. 40000
Exam Fee	Rs. 3450

\* Fee inclusive of Service Tax

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## Association of International Wealth Management of India (AIWMI)

The Association of International Wealth Management of India (AIWMI) is a not-for-profit organization and a globally recognized membership association for finance professionals. AIWMI primarily focuses on the broad and strategic role of developing a more robust and forward-looking training infrastructure for the financial services sector and to promote more active industry involvement and collaboration in training and continuing education.

Website: [www.aiwmindia.com](http://www.aiwmindia.com)

## National Institute of Securities Markets (NISM)

The National Institute of Securities Markets (NISM) is a public trust established in 2006 by the Securities and Exchange Board of India (SEBI), the regulator of the securities markets in India. The institute carries out a wide range of capacity building activities at various levels aimed at enhancing the quality standards of and increase the participation in the securities markets.

Website: [www.nism.ac.in](http://www.nism.ac.in)

## Indian Association of Alternative Investment Funds (IAAIF)

The Indian Association of Alternative Investment Funds (IAAIF) has been established as a non-profit organization, with the objective of promoting and protecting the interests of the Alternative Investments industry in India. IAAIF is committed to act as representative & advocacy body devoted to promote transparency, professional standards and trust in alternative investments. IAAIF strives to promote the professional development of the alternative investments industry as well as facilitate interaction and collaboration among its members. The association also acts as a platform for dialogue on regulatory and policy issues pertaining to AIFs and building linkages among various stake-holders.

Website: [www.iaaif.com](http://www.iaaif.com)

