

NISM
राष्ट्रीय प्रतिभूति बाजार संस्थान
National Institute of Securities Markets
An Educational Initiative of SEBI

CRISIL
An S&P Global Company



NISM CAMPUS

Plot No. IS 1 & IS 2, Patalganga Industrial Area,
Mohopada, Dist.- Raigad, Maharashtra - 410 222
Board Line: +91-2192-668300/01

NISM BHAVAN

Plot No. 82, Sector-17, Vashi,
Navi Mumbai, Maharashtra - 400 703
Board Line: +91-22-66735151

NISM MUMBAI OFFICE

C/o SEBI, 5th floor, NCL Cooperative Society,
Plot No. C-6, E-Block, Bandra Kurla Complex,
Bandra East, Mumbai, 400051

NISM_Official nismindia

NISM_Official NISMAcademy

www.nism.ac.in



CRISIL Limited

CRISIL House, Central Avenue, Hiranandani
Business Park, Powai, Mumbai – 400076. India
Phone: + 91 22 3342 3000 | Fax: + 91 22 3342 3001

Argentina | China | Hong Kong | India |
Poland | Singapore | UAE | UK | USA

company/crisil @CRISILlimited

@CRISILlimited /user/CRISILlimited

/lifeatcrisil

www.crisil.com



<https://bit.ly/34U0Fty>

Download NISM App

For more information

elarning@nism.ac.in | +91 8080806476

NISM & CRISIL respects your privacy. We may use your contact information, such as your name, address, and email id to fulfil your request and service your account and to provide you with additional information from CRISIL. For further information on CRISIL's privacy policy please visit www.crisil.com. Last updated: May 2018

NISM & CRISIL Certified Wealth Manager

Your advantage in an increasingly complex and evolving
wealth management space.



Inauguration of NISM's State-of-the-art Campus at Patalganga by **Shri Narendra Modi, the hon'ble Prime Minister of India.** on 24th December 2016.

Page 01 About NISM

Page 03 About CRISIL
About CRISIL Executive Training

Page 04 About CRISIL Research

Page 05 Unlock Value

Page 06 About the Certification

Page 07 Career Avenues

Page 08 A comprehensive training solution

Page 09 NISM & CRISIL
Badge Program

Page 10 Annexure

About NISM

In the budget speech of February 2005, the Honourable Union Finance Minister announced that the Securities and Exchange Board of India (SEBI) should establish an institute to undertake securities markets education and research. In pursuance of this mandate, SEBI established the National Institute of Securities Markets (NISM), in 2006, as a public trust under the Bombay Public Trusts Act, 1950.

The mission for NISM is to add to market quality through educational and research initiatives that would support, enable and expedite an entire gamut of high quality knowledge services in the securities industry. NISM carries out a wide range of capacity building activities at various levels aimed at enhancing the quality standards of and increasing the participation in the securities markets. Its six Schools of Excellence work in synergy towards professionalizing the securities markets.

The six Schools of Excellence are:

1. **School for Securities Education** offers a bouquet of uniquely positioned academic programs that prepares new age market professionals with well-rounded and holistic understanding of the markets and equips existing professionals with expertise in various functional domains like treasury, compliance, etc.
2. **School for Certification of Intermediaries** develops and conducts regulatory and aspirational certification examinations for securities market professionals and students aspiring to make careers in securities markets. These certifications act as a benchmark of knowledge required for securities markets professionals. Every year around 2 Lakhs candidates appear for NISM certification examinations.

3. **School for Regulatory Studies and Supervision** runs a range of short and medium-term training programs for market professionals, market intermediaries and various financial market regulators to keep them abreast with the developments in the financial markets.
4. **School for Investor Education and Financial Literacy** takes the lead in disseminating investor education to various strata of society. The School conducts regular investor education programs for young investors and a niche investor education initiative for school students titled "Pocket Money Program".
5. **School for Corporate Governance** conducts various programs aimed at improving Corporate Boards' understanding of governance issues. The activities of the School aim at bridging the gap between theory and practice and empowering Boards with the knowledge they need to foster good governance practices.
6. **School for Securities Information and Research** aims at motivating and providing an enabling environment for conduct of top-quality research that contributes immensely to the form and structure of financial markets; helps product innovations and deepening of the markets.



About CRISIL

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better.

It is India's foremost provider of ratings, data, research, analytics and solutions with a strong track record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers through businesses that operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

It is majority owned by S&P Global Inc, a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide.

About CRISIL Executive Training

As an agile innovative global analytical company providing ratings, research, and risk and policy advisory services, CRISIL is uniquely positioned to design and impart financial analysis, capital market research, credit and risk training programmes.

We have been providing focussed training solutions to our clients since last 15 years. Since 2005, when we ventured into Trainings we have trained 35,000+ professionals across 1500+ programmes in India, Sri Lanka, Bangladesh and Middle East eliciting average feedback rating of 4.5 on 5

We have evolved ourselves with the changing needs of our clients. Be it digital learning, online proctored tests, on the go video bytes etc, but the focus still remains our strong, very relevant content as our subject matter experts continuously strive in making it industry relevant, sharp, rigorous and analytical

Our clients are spread across financial services space, including banks, NBFCs, AMCs, insurance companies, and Regulators and also include Large Corporates, SMEs, Business schools, etc.

Since 2005, when we ventured into Trainings we have trained 35,000+ professionals across 1500+ programmes in India, Sri Lanka, Bangladesh and Middle East eliciting average feedback rating of 4.5 on 5

We have evolved ourselves with the changing needs of our clients. Be it digital learning, online proctored tests, on the go video bytes etc, but the focus still remains our strong, very relevant content as our subject matter experts continuously strive in making it industry relevant, sharp, rigorous and analytical

Our clients are spread across financial services space, including banks, NBFCs, AMCs, insurance companies, and Regulators and also include Large Corporates, SMEs, Business schools, etc.

About CRISIL Research

CRISIL Research is India's largest independent integrated research house. We provide insights, opinion and analysis on the Indian economy, industry, capital markets and companies. We also conduct training programs to financial sector professionals on a wide array of technical issues. We are India's most credible provider of economy and industry research. Our industry research covers 86 sectors and is known for its rich insights and perspectives. Our analysis is supported by inputs from our large network sources, including industry experts, industry associations and trade channels. We play a key role in India's fixed income markets. We are the largest provider of valuation of fixed income securities to the mutual fund, insurance and banking industries in the country. We are also the sole provider of debt and hybrid indices to India's mutual fund and life insurance industries. We pioneered independent equity research in India, and are today the country's largest independent equity research house. Our defining trait is the ability to convert information and data into expert judgments and forecasts with complete objectivity. We leverage our deep understanding of the macro-economy and our extensive sector coverage to provide unique insights on micro-macro and cross-sectoral linkages. Our talent pool comprises economists, sector experts, company analysts and information management specialists.

Unlock Value

Develop a holistic perspective of wealth management.

Level up as a **NISM & CRISIL Certified Wealth Manager (NCCWM)**



Helps understanding of the wealth management landscape to align financial products with clients' financial objectives, and gain their trust by operating at a higher level of competence



Enables you to handhold clients through their investment journey, by periodically addressing their goals, return expectations and risk tolerance



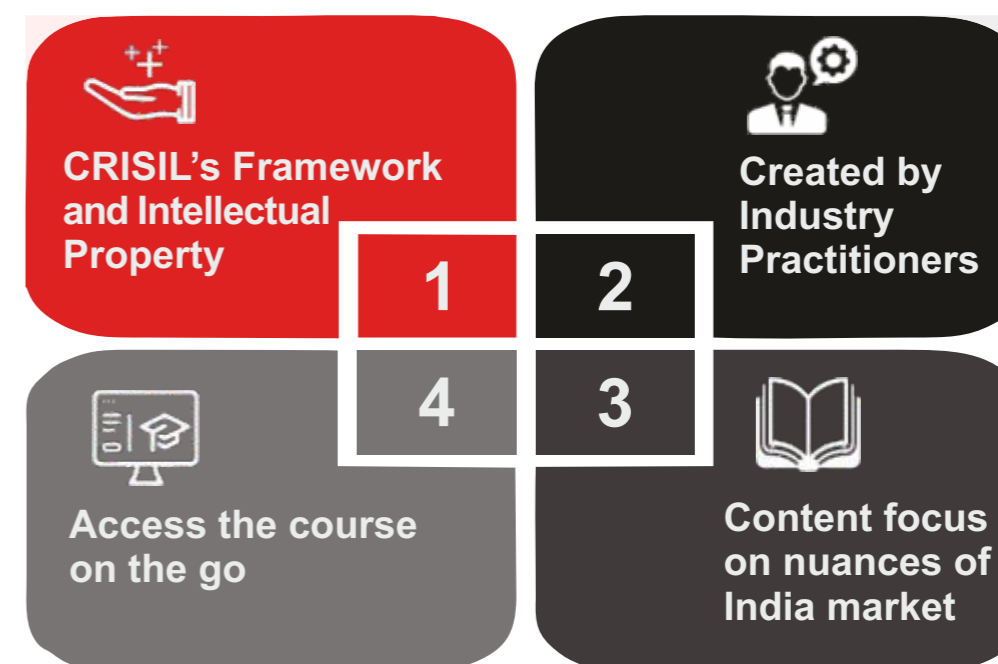
Empowers you to have meaningful conversations with your clients and thereby grow your business



The program will equip wealth managers with sharper understanding of concepts, aided by CRISIL's analytics, repository of market data and industry trends

About the Certification

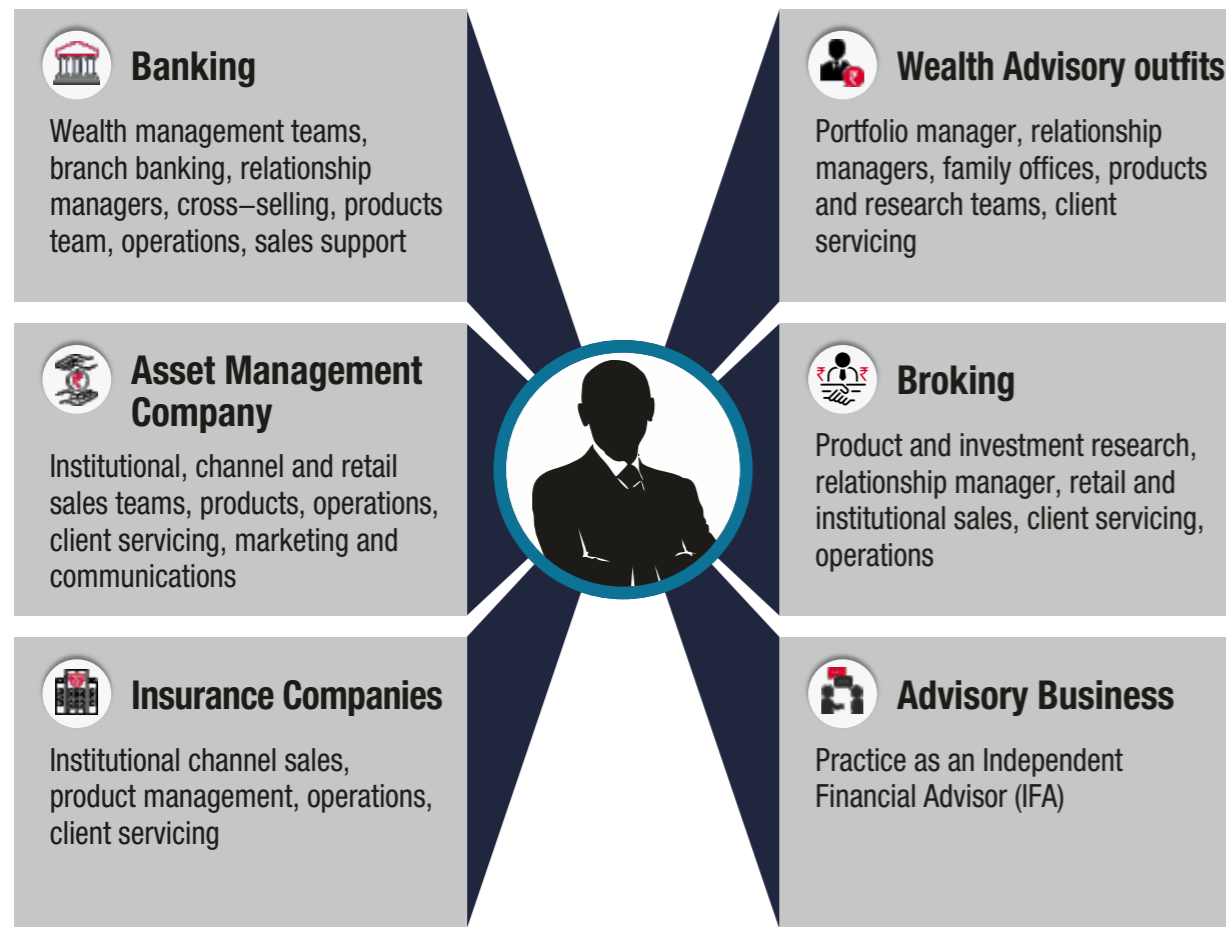
Programme Features



Get certified with an **industry-relevant, unique, interactive course** for wealth management

- Fundamental concepts through interactive online self-study modules
- Online videos, infographics, glossary terms and articles
- Practical and relevant case studies
- Practice tests to monitor progress
- Online proctored examination

Career Avenues



A comprehensive training solution

Course outline, eligibility and continued certification to enable informed decisions in wealth management

- 1 Introduction to financial planning**
Key concepts of financial planning, risk profiling and identifying return requirements
- 2 Understanding asset classes and investment vehicles**
Comprehensive understanding of asset classes, investment vehicles
- 3 Mutual Fund (MF) – key concepts and categories**
In-depth understanding of MF including an overview of the MF industry in India
- 4 Insurance landscape and products**
Insights into insurance products, suitability and evaluation
- 5 How to analyze investments**
Investment analysis and risk parameter techniques
- 6 Portfolio monitoring and client reporting**
Portfolio performance and wealth creation reports
- 7 Fair business practices**

<p> Eligibility A bachelor's degree</p> <p> Exam The certification exam will be held twice a year, in June and December at CRISIL centers. It will be an online proctored exam and the duration will be three hours. Exam dates will be intimated on registering. Passing criterion is 60%. There is no negative marking</p>	<p> Certification validity and continuing education Your CCWM certificate (conferred on successful course completion) is valid for 3 years. Candidates are required to obtain 6 credits, i.e. complete 6 hours of online refresher course to renew their certificate every 3 years.</p> <p> Course duration The course is self-paced online learning program and will require about 45 learning hours</p> <p> Course fee The course fee is Rs.12,000 and exam fee is Rs.2000 (excl. of GST)</p>
---	--



NISM & CRISIL Badge Program

NISM & CRISIL's NCCWM digital badge validates your mastery on Wealth Management skills.

Your digital badge is equivalent to a paper certificate, share it online.



Benefits of a Digital Badge

<ul style="list-style-type: none"> Showcase your Achievements Enable employers to quickly validate your certification 	<ul style="list-style-type: none"> Share across various social media platforms and digital formats Demonstrate that your knowledge is up to date
---	--

FLAUNT YOUR BADGE

Where can you use your digital badge?

- Twitter
- Facebook
- Instagram
- LinkedIn
- Email signature
- WhatsApp

Who will notice these digital badges?

- Clients
- Employers
- Prospective clients
- Colleagues

Digital badges are an invaluable asset in a growing gig economy. Highlight your achievements and stand out from the crowd.

[To know more, click here](#)

Annexure

Topic	Sub-topics	No. of study hours
Macroeconomics	<ul style="list-style-type: none"> GDP: Measurement and linkages Inflation and inflation targeting in India Currency and external trade Government deficits and debt Putting policy in context: monetary and fiscal policy 	3
Indian financial market and its participants	<ul style="list-style-type: none"> Introduction to Indian financial market and its key features Structure of financial market Key players in the financial market Role of various regulators and participants in Indian financial market 	3
Introduction to financial planning & key Concepts	<ul style="list-style-type: none"> What is financial planning? Advantages of financial planning Steps involved in financial planning Key financial planning concepts such as <ul style="list-style-type: none"> Goal based financial planning Retirement planning Insurance planning Goal based investment planning <ul style="list-style-type: none"> Understanding financial objectives and constraints Basics of retirement planning and insurance planning Basics of returns and risk concepts <ul style="list-style-type: none"> Required return to meet goals Factors contributing to ability and willingness to take risk Understanding factors affecting risk profile of investors <ul style="list-style-type: none"> Liquidity Time horizon Unique circumstances Willingness and ability to take risk Basic case studies covering different risk profiles of investors Risk profiling through questionnaire Time value of money concepts -along with illustrations 	

Annexure

Topic	Sub-topics	No. of study hours
Tax Planning	<ul style="list-style-type: none"> Income Tax Principles Minimum Alternate Tax (MAT) Obligation for filing the Income Tax Tax Aspects of Investment Products Taxation of Dividends, Interest, Capital gains Carry Forward – Capital Loss – Corporate Indexation 	3
Understanding asset classes	<ul style="list-style-type: none"> Equity instruments Fixed Income securities Commodities Real estate 	3
Understanding investment vehicles	<ul style="list-style-type: none"> Mutual funds Insurance products Alternative assets Mapping asset allocation with investor's risk profile Overview of historical performance across investment products asset classes 	3
Mutual funds – key concepts	<ul style="list-style-type: none"> Introduction to mutual funds <ul style="list-style-type: none"> What is a mutual fund? Structure of a mutual fund Advantages of mutual funds Mutual funds vs direct investing Regulator & industry body Types of mutual funds <ul style="list-style-type: none"> Open-ended & closed-ended funds Actively and passively managed funds Regular & direct plans Growth & dividend options Key mutual fund terminology 	2
Mutual Fund – Transaction and Taxation	<ul style="list-style-type: none"> Mutual fund transactions <ul style="list-style-type: none"> Types of transactions Lump-sum vs systematic transactions The concept of Rupee-cost averaging SIP, STP and SWP-concept, benefits and illustration Brief on mutual fund taxation 	2

Annexure

Topic	Sub-topics	No. of study hours
Categories of mutual funds	<ul style="list-style-type: none"> Overview of SEBI's new categorisation of mutual fund schemes Understanding the risk and return profile of different scheme categories Understanding risk-return profile of different categories of Schemes 	2
Overview of the mutual fund industry in India	<ul style="list-style-type: none"> Savings pattern in India Evolution of the mutual fund industry AUM growth and trends during the past five years AUM allocation to scheme categories by different investor types Penetration of mutual funds in India <ul style="list-style-type: none"> Mutual fund AUM to GDP along with global comparison Equity mutual fund AUM to market cap along with global comparison State-wise AUM share Trends in AUM from T15 and B15 cities (now T30 and B30 cities) 	3
Insurance landscape & products	<ul style="list-style-type: none"> Introduction to insurance <ul style="list-style-type: none"> History of Insurance What is Insurance Law of large numbers Need for insurance-Risk transfer assessment Principles of insurance Goal Planning <ul style="list-style-type: none"> Goal Identification <ul style="list-style-type: none"> Education House Retirement, among others Ascertaining the right coverage, including HLV Insurance Products and their suitability <ul style="list-style-type: none"> Life insurance products and suitability analysis General insurance product Product evaluation <ul style="list-style-type: none"> Critical evaluation of product, features & exclusions <ul style="list-style-type: none"> Term Money back Endowment 	3

Annexure

Topic	Sub-topics	No. of study hours
Taxation & claims for insurance products	<ul style="list-style-type: none"> • Claims <ul style="list-style-type: none"> - Raising a claims and documentation <ul style="list-style-type: none"> o Raising a claim – Life insurance o Raising a claim - Health insurance - Complaint redressal process • Taxation • Taxation – Life Insurance • Taxation – Health Insurance • Good to know <ul style="list-style-type: none"> - Important regulation • Settlements <ul style="list-style-type: none"> - Types of settlement options available 	3
Quantitative Technique	<ul style="list-style-type: none"> • Time Value of Money • Central Tendency • Statistical Dispersions • Probability Distribution 	3
How to analyze investments	<p>Return concepts:</p> <ul style="list-style-type: none"> • Calculating return on an investment <ul style="list-style-type: none"> - Point to point return - Annualised return - Simple annualised and CAGR - Rolling returns <p>Risk concepts:</p> <ul style="list-style-type: none"> • The different types of risk <ul style="list-style-type: none"> - Market risk - Liquidity risk - Credit risk - Concentration risk • Measures of risk <ul style="list-style-type: none"> - Standard deviation - Beta - Downside risk probability <p>Risk-return concepts (along with sample case studies):</p>	4.5

Annexure

Topic	Sub-topics	No. of study hours
How to analyze investments	<ul style="list-style-type: none"> • Understanding risk-return metrics <ul style="list-style-type: none"> - Jenson's Alpha - Sharpe ratio - Treynor ratio - Sortino ratio - Information ratio - R-Squared - Modified duration - Yield to maturity - Tracking error 	4.5
Comprehensive framework for mutual fund analysis – CRISIL MF Ranking	<ul style="list-style-type: none"> • Comprehensive framework for mutual fund analysis <ul style="list-style-type: none"> - CRISIL MF Ranking - CRISIL Mutual Fund Ranking Framework - Scheme Selection Criteria - Shortlist Criteria - Parametric Summary - Significance of portfolio parameters 	1
CRISIL ULIP Ranking	<ul style="list-style-type: none"> • What is a ULIP and various costs involved in the ULIP • Difference between gross and net yield • CRISIL ULIP ranking framework • Performance of ULIPs 	2
Portfolio monitoring & Client reporting	<ul style="list-style-type: none"> • Presenting the portfolio performance and wealth creation reports <ul style="list-style-type: none"> - Presenting client holdings report - Performance analysis and benchmarking - Portfolio review & further actionables 	2
Fair business practices	<ul style="list-style-type: none"> • Duties to clients and employers • Relevant and timely disclosures- conflicts of interests, commissions and other monetary arrangements • Product suitability • Protection of confidentiality • Other best practices 	1