

Annexure I

NISM-Series-V-A: Mutual Fund Distributors Certification Examination

Objective of the Examination

The examination seeks to create a common minimum knowledge benchmark for all persons involved in selling and distributing mutual funds including:

- Individual Mutual Fund Distributors
- Employees of organizations engaged in sales and distribution of Mutual Funds
- Employees of Asset Management Companies specially persons engaged in sales and distribution of Mutual Funds

The certification aims to enhance the quality of sales, distribution and related support services in the mutual fund industry.

On successful completion of the examination the candidate should:

- Know the basics of mutual funds, their role and structure, different kinds of mutual fund schemes and their features
- Understand how mutual funds are distributed in the market-place, how schemes are to be evaluated, and how suitable products and services can be recommended to investors and prospective investors in the market.
- Get oriented to the legalities, accounting, valuation and taxation aspects underlying mutual funds and their distribution.

Examination Specifications

- This is a computer-based examination with multiple choice questions.
- The examination consists of 100 questions of 1 mark each adding to 100 marks.
- The examination should be completed in 2 hours.
- There shall be no negative marking.
- The passing score for the examination is 50 marks.

Syllabus Outline with Weightages

Unit No.	Unit Name	Weightage
Unit 1	Investment Landscape	8%
Unit 2	Concept & Role of a Mutual Fund	6%
Unit 3	Legal Structure of Mutual Funds in India	4%
Unit 4	Legal and Regulatory Framework	10%
Unit 5	Scheme Related Information	10%
Unit 6	Fund Distribution and Channel Management Practices	6%
Unit 7	Net Asset Value, Total Expense Ratio and Pricing of units	8%
Unit 8	Taxation	4%
Unit 9	Investor Services	20%
Unit 10	Risk, Return and Performance of Funds	7%
Unit 11	Mutual Fund Scheme Performance	7%
Unit 12	Mutual Fund Scheme Selection	10%