



**Grow your knowledge,
and your career too!**

NISM & ICFL present
Advanced Certification in Financial Markets



About ICICIdirect Centre for Financial Learning

ICICIdirect Centre for Financial Learning (ICFL) is an educational initiative of ICICI Securities Ltd. ICFL is committed to enhance financial literacy amongst all existing and prospective stakeholders in society by empowering them to make better and more informed decisions. ICFL is also committed to lead the path to create next-generation leaders, who would catalyse the growth of financial markets in India by expanding the pool of qualified and certified professionals for the industry.

ICFL operates under the broad segments of investment education and professional certification and development. Over the years, ICFL has trained more than 5 lakh students and investors across India through one or more programmes. The repository of domain knowledge includes a host of in-house developed seminars, workshops, certifications and training programmes leading to reputed certifications.

ICFL has offices and training facilities across India, aided by technological capabilities to deliver training through eLearning, classrooms and virtual classrooms.



About National Institute of Securities Markets

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.

NISM develops and conducts certification examinations and continuing professional educational programmes to enhance the quality and standards of professionals employed in various segments of the financial industry. NISM also works closely with all financial regulators in the area of financial education.

NISM caters to the educational needs of various constituencies such as investors, issuers, intermediaries, regulatory staff, policy makers, academia and future professionals in the financial sector through its schools of excellence.

Advanced Certification in Financial Markets

A joint Certification by National Institute of Securities Markets and ICICIdirect Centre for Financial Learning (ICFL) for a career in Advisory, Wealth, Distribution, Operations and Compliance in Financial Markets.

Scope of the Programme

The syllabus covers and extends regulatory and non-regulatory certifications of NISM in Financial Markets.

About the Programme

Financial markets play an important role in the economy. There is a strong positive correlation between growth in financial markets and economic growth. With changes in the external environment, financial markets too are undergoing a huge change, resulting in changing expectations of recruiters. Some of the changes impacting the Industry are the need for quicker decision making, product complexity, regulatory environment, globalisation and increased competition.

These changes have increased the importance for new skill sets and practical knowledge. Some of the ways this is manifesting are:

- The increase in the number of products and complexity has resulted in requirement of specialised knowledge, with students looking to build their career in the sales & distribution of financial products
- Evolving customer expectations are making the industry shift its orientation from selling financial products to advisory, financial planning and wealth management. Students who aspire to work in the advisory domain need an in-depth understanding of client needs, behaviour, suitability of products, financial planning process and dynamic wealth management
- Events that followed the 2008 financial crisis increased the importance of financial risk management, compliance and operations. This focus has created lot of opportunities for individuals who have expertise and knowledge of relevant domains
- Decisions about buying financial products are generally not taken in isolation. Effects of addition or subtraction of a new product to the portfolio affect the risk-reward characteristic of the total portfolio, so candidates with knowledge of the portfolio management process and research are in demand

Therefore, to succeed and thrive in this dynamic industry, a student needs to have specialised knowledge about the domain under which he aspires to work. This certification is built with the objective to cover skills required to work in advisory, wealth management, distribution, compliance, risk and operations in financial markets. It covers syllabus of all regulatory certifications required to work in Financial Markets.





Programme highlights:

- High Credibility: Joint certification awarded by ICFL (an educational initiative of ICICI Securities Ltd.) and NISM (an educational initiative of SEBI)
- Comprehensive coverage of skills required to work in Financial Markets
- ICFL and NISM training expertise and practical content
- Holistic knowledge of all aspects of assets, advisory, wealth management, distribution, risk management, settlement and compliance

Who can enrol?

- Graduates/Post Graduates and those pursuing graduation
- CAs, CFAs, law students, CFPs
- Candidates who want to build a career in Advisory, Wealth, Distribution, Operations and Compliance in Financial Markets
- Professionals working in Financial Markets

Programme Structure

PART A: Foundation

This module covers programme orientation and introduces an aspirant to various asset classes traded in financial markets. It also covers tools and techniques used to analyse these asset classes.

Key topics covered:

- Introduction to Financial Markets
- Equity - Trading and Investments
- Tools of Analysis - Fundamentals and Technicals
- Derivatives

NISM Certifications covered in the module*:

- Equity Sales
- Equity Derivatives



PART B: Advisory

This module builds on concepts discussed in the foundation module and covers investment advisory and wealth management.

Key topics covered:

- Investment Advisory, Financial Planning, Wealth and Relationship Management
- Mutual Fund - Foundation and Mutual Fund Analysis
- Real Life Case Studies

NISM Certifications covered in the module*:

- Mutual Fund Distributors - Level 1 and Level 2
- Investment Advisory - Level 1 and Level 2

PART C: Operations and Compliance

This module covers the requirements and procedures of trading and settlement, and necessary compliance to the laws and by-laws of capital markets.

Key topics covered:

- Currency Markets
- Equity Operations
- Compliance and Risk Management

NISM Certifications covered in the module*:

- Securities Intermediaries Compliance
- Securities Operation and Risk Management
- Currency Derivatives

***Note:** Undergoing this certification does not lead to any NISM Regulatory Certification. The participant has to register with NISM and pass each NISM Certification examination separately to obtain NISM Regulatory Certification.



Programme Delivery:

The programme structure and syllabus is as per the current industry requirements and will be delivered through ICFL's Virtual Classrooms (V-class).

ICFL's V-class: V-class is ICFL's endeavour to introduce a platform that has features of real-time virtual interactions, where virtual lectures are delivered by the expert faculties, industry professionals and academicians of NISM and ICFL.



Equipped with numerous functionalities, V-class provides the student the flexibility to attend the programme at his/her convenience from ICFL locations, their offices or their homes, on any device (desktop, laptop or handheld device). The student has access to the recorded sessions, subject to necessary approvals.

Benefits of V-class

Expertise: Qualified faculty resource pool which includes domain experts, industry professionals and academicians

Experience: A well-known brand with experience of training more than 4 lakh individuals through its various programmes

Technology: Fully online course with LIVE online interactive lectures that provide a classroom experience in a "virtual" environment. No isolated learning experience

Convenience: In the event that students miss attending the LIVE lecture on the Virtual Classroom for some reason, they can request for access to recorded sessions

Comfort: Learn from anywhere - No need to travel to an institute or training centre. Student may learn from the comfort of his/her home

Programme Duration:

Total course duration: 6 months

Schedule: The programme will be conducted on weekends (Saturday-Sunday)

Certification Criteria:

"Advanced Certificate in Financial Markets" certification would be awarded by NISM and ICFL to students who score a minimum of 50% in the post course assessment.

Contact Us

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Our Authorised Learning Centre / Business Associate: