

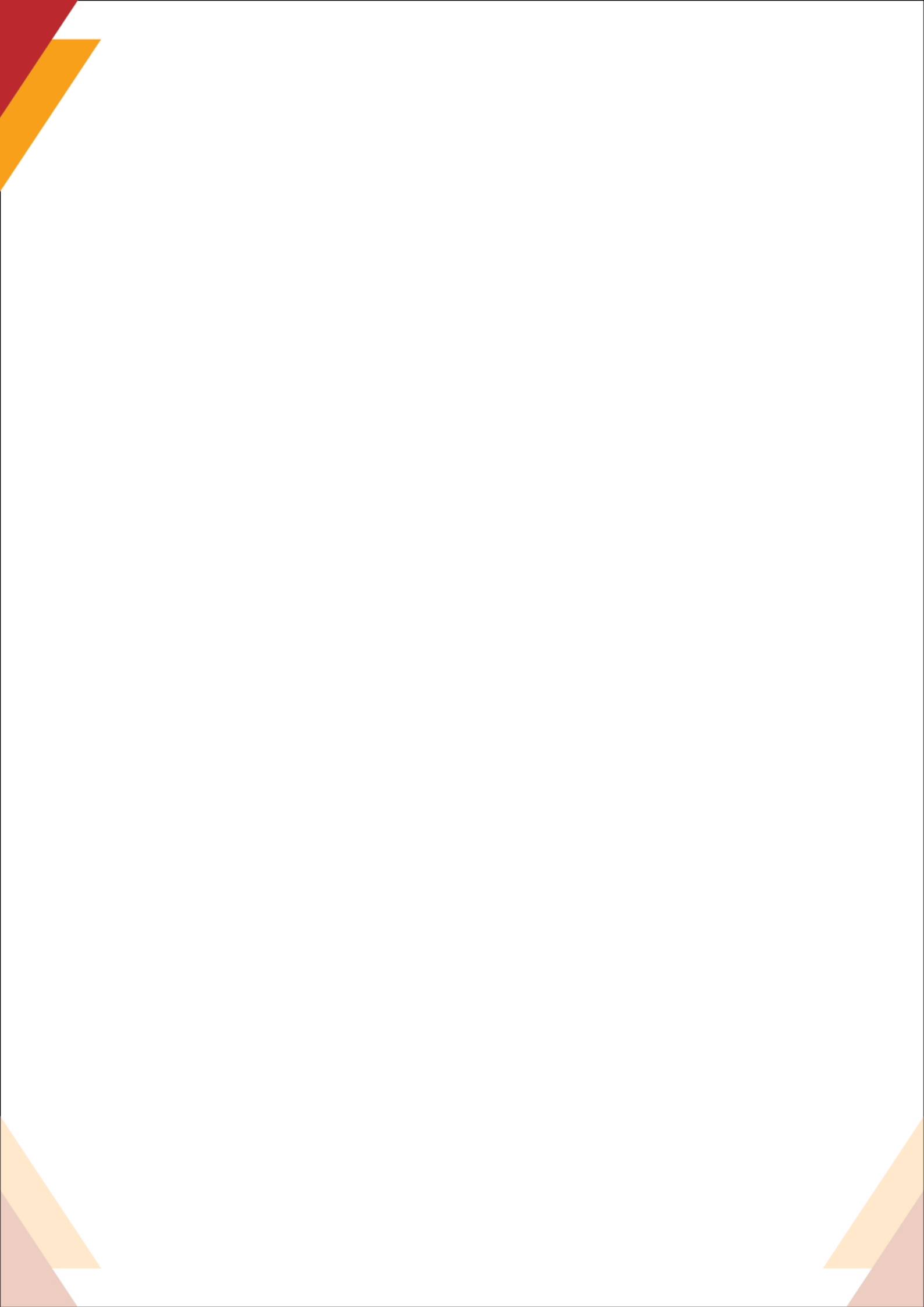


**Degree Awarded By  
Mumbai University**

**Prospectus: 2020**

**BMS**  
**In Capital Markets**





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## 4 About BSE Limited

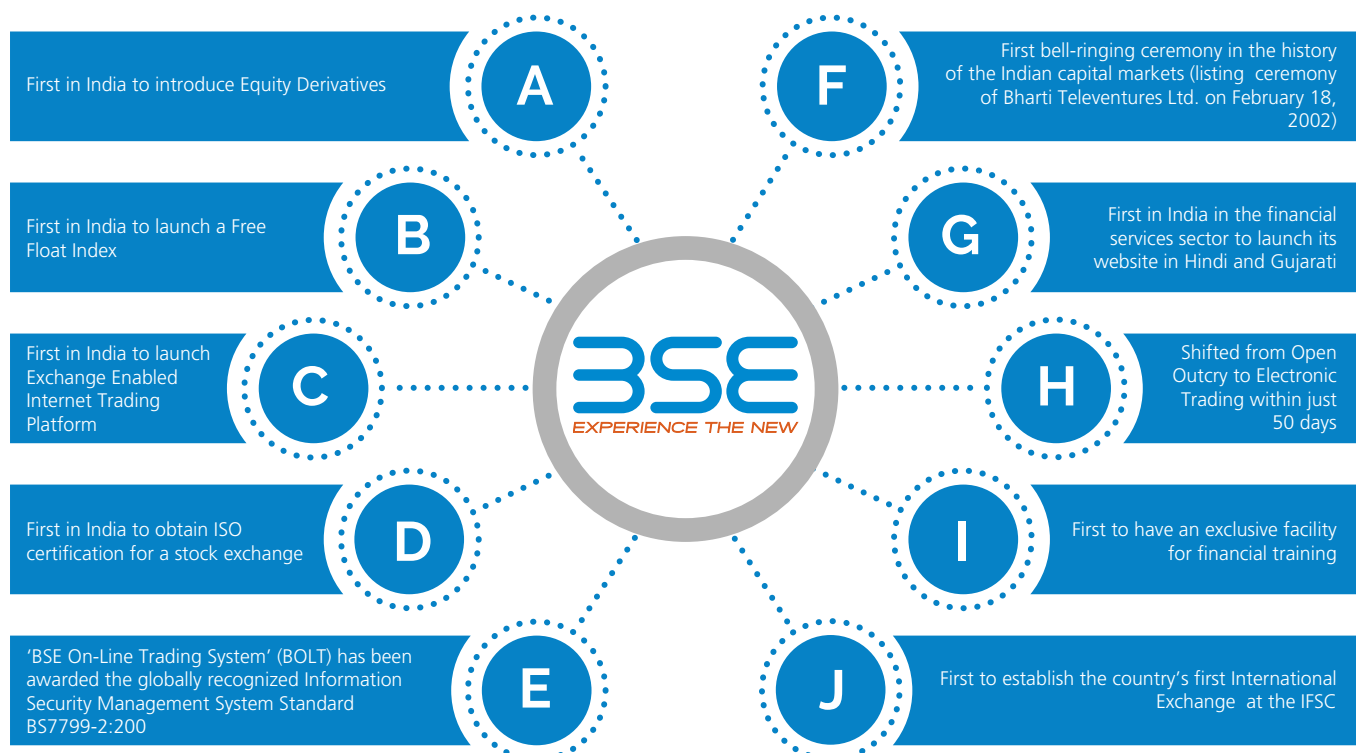
BSE Ltd. is the first stock exchange that came into existence in Asia. What is now popularly known as BSE Ltd. was established as "The Native Stock Brokers' Association" in 1875. BSE is the first to be granted permanent recognition under the Securities Contract Regulation Act, 1956.

Over the past 144 years, BSE has facilitated growth of the Indian corporate sector by providing it with an efficient capital raising platform. It boasts of the following:

- It is world's biggest bourse, in terms of listed companies.
- It is India's biggest stock exchange in terms of market capitalization.
- It is also the world's fastest exchange with a trading speed of 6 microseconds.
- BSE has played a pioneering role in the development of the Indian securities market.
- It is BSE's pride that almost every leading corporate in India has sourced its services in capital raising and is listed with BSE.
- It's BSE Index, S&P BSE SENSEX, which is India's first and most popular Stock Market benchmark index.
- INX is India's first International Exchange, which is a wholly owned subsidiary of BSE & expected to be the fastest International Exchange in the world.

BSE, as a brand, has been and is synonymous with the capital market in India. It's S&P BSE SENSEX reflects the health of the Indian economy.

For more information, visit: [www.bseindia.com](http://www.bseindia.com).





## 6 About BSE Institute Limited

BSE Institute Limited (BIL) is a wholly owned subsidiary of BSE Ltd. BIL inherits from BSE the knowledge and insights into the capital markets industry, garnered over the past 144 years.

BSE Institute Limited offers a bouquet of courses related to financial markets for students interested in achieving and upgrading their skills in this field, ranging from Master's program from Mumbai University, International PG programs and more than 100 plus short term certification courses in classroom & online mode.

BIL is also involved in some special initiatives like BFSI Sector Skill Council of India, BSEVarsity.com and Zone Startups.

BSE Institute Limited was assessed and certified with ISO 9001:2008.



**EXISTING  
SINCE 1989**



**149+  
GLOBAL CONNECTS**



**300+  
WORLD CLASS PRACTITIONERS  
TO LEARN FROM**



**20,000+  
PARTICIPANTS YEARLY**



**150+  
COURSES**



**ICONIC BUILDING  
& BRANCHES ALL OVER**

### Our Vision

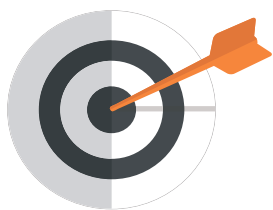
Our vision is to be the most sought after learning provider in the world in areas of financial and leadership learning, by pioneering the generation and dissemination of knowledge for the enhancement of skills and capabilities of professionals and aspiring professionals.



### Our Mission

As a centre of learning, our mission is to promote an open learning environment that brings together people, cultures and ideas from around the world, changing lives and helping transform organizations through innovative learning programs.

Through our learning programs, we develop responsible, thoughtful leaders and entrepreneurs who create value for their organizations and their communities.



### Awards & Accolades

- BSE Institute Limited won International Education Business (IPN) Global Best Award for Impacting youth Employability Skills in 2018 at NASA, Jackson Space Station, Houston.
- Skoch Order-of-Merit in 2014 for India's Best Projects
- "Thematic Winner- Youth Employability Skills 2014" from ASIA by the Conference Board of Canada (CBoC) and the International Education Business Partnership Network (IPN)
- Education Leadership Award in 2013 at the 21st Business School Affaire & Dewang Mehta Business School Awards
- Skoch Financial Inclusion Awards in 2012
- Skills Champion of India Awards in 2012 organized by FICCI
- IPN Global Best Award 2018 for impacting Youth Employability Skills.



## 8 From The MD & CEO's Desk, BSE Limited



**Mr. Ashishkumar Chauhan**  
**Managing Director & CEO,**  
**BSE Limited**

India is well on track to maintain its position as one of the world's fastest growing economies. The current budget and socio-political aspects has enabled great opportunities for the economy & the future looks optimistic. With a strong determination and vision to create a platform for genuine intellectual stimulation & pioneering research as also to continue glorious tradition of the innovator - BSE Ltd., it is our pleasure to introduce BMS in Capital Markets wherein many of the world's prominent authorities in their domains have collaborated with us.

Every market player in today's international arena - investors, brokers, traders, employees of the banking or insurance industries, including compliance professionals – must possess a comprehensive knowledge comprising of the fundamentals of products and markets in their line of work , as well as recognize the dynamics that drive markets & the mathematics that explain it. If we look at the future, say 50 years hence, even more fancy market models may be developed. Models would be even more accurate than what they are today. However, the incremental value addition from here to then in model creation industry for capital markets may still keep out a large delta that will continue to provide employment opportunities even 50 years from now.

Three key principles that govern global financial markets are: Transaction processing & price signaling, need for corporate governance & need for capital & new instruments. Currently, more than 50% Indians are below age 25. On the other hand, less than 1.5% of Indian population has invested in capital markets. This emphasizes the immense potential our financial markets hold for coming generations. As new markets open up worldwide, it is essential to comprehend financial markets from a multifaceted global perspective.

The aim of the BMS in Capital Markets is to provide students with a holistic educational experience that can be directly applied to the Financial Services Industry. With the support of industry professionals, our students have the opportunity to directly apply learned ideas, theories, tools in practicality & engage with the market at an unique level. We are confident that this phase here will be both enjoyable and rewarding, providing you with proficiency and experience that will prove hugely constructive in your academic and professional careers.

A bright future awaits you!



**Mr. Ambarish Datta**

**Managing Director & CEO,  
BSE Institute Limited**

At BSE Institute Ltd., we are committed to facilitate and enable a truly exciting & stimulating lifelong learning environment. Our vision is to pave way for the next generation of Industry leaders. Our students gain not only knowledge expertise, but also experiential education to coalesce innovation, creativity and entrepreneurship learning on campus. This enhances development of essential leadership skills which sets them apart from other aspiring professionals.

The Financial sector is set to witness a typical change in the times to come. Culmination of influences such as evolving dynamisms of customers, regulatory requirements, technology, demographics, new competitors & shifting economics has given an impetus to change in this segment. As the global environment of finance industry becomes more complex, the demand for an effective knowledge pool is rising each day. The advent of technology has drastically changed the job roles in the market and we need to prepare the youth to be able to take up newer roles. Knowledge, practice & preparation are the only ingredients required to reap the fruits of a successful career path.

The BMS in Capital Markets is designed for working in the financial services industry. The program aims to impart knowledge about the various aspects of capital markets, thereby helping the students understand and develop skills that are essential to understand and face the challenges in the world of capital markets. The career opportunities for graduates in capital markets are wide open in the areas of banks, finance companies, share broking, commodity, PE funds, & regulators etc.

We are confident that when you pass out of this program, you will be schooled with the intellectual ability to explore and analyze the corporate world from multiple and competing perspectives. This will also open up a path to in-depth organizational understanding of factors impacting its functioning.

With this course, you shall not only gain knowledge in the ever changing field of Finance globally, but also add value to the all-round development of your outlook and personality. I encourage you to read on & join us in the enduring journey towards excellence!

## 10 Academics at BSE Institute Limited

### Learning in practice

The classroom sessions are a combination of lively case study discussions, learning through mind-mapping sessions, presentations, hands on simulation exercises & theoretical learning. This ensures that learning at BSE Institute is an enriching experience. To experience our learning sessions is to explore the issues that matter in order to develop a holistic view & make informed decisions with foresight on the impact of the decision made.

The course will enable you to enhance your knowledge, skills and confidence necessary to analyze and address complex situations. In every case, class, event & activity, you are not only required to develop new skills, but also to demonstrate them.

### Blended Learning

Our Blended Learning Programs are aimed at having the highest impact, lowest cost way to drive major corporate learning initiatives. It offers participants the advantage of face-to-face learning along with those of technology - based learning. We design blended learning programs that:

- Are well-structured (the different levels of the program are well-defined and scheduled in advance).
- Take advantage of best-in-class media of the day (using simulation labs that demonstrate the broking desk operations of BSE's BOLT Plus, computer labs, projector rooms for students).
- Help create a social culture (participants spend a lot of time interacting with each other).
- Use demonstration & experiential learning (case studies, group discussions, presentations and others).



### Curriculum

Our curriculum is continuously updated keeping in line with the industry trends, regulatory guidelines and best global practices. We have a panel of industry stalwarts and academicians who review and help evolve our curriculum to ensure that it meets the needs of the industry professionals.

Our curriculum is designed to keep in sync with our blended learning approach. The academic sessions cover the latest and essential theories of the finance industry. The practical sessions focus on the current market scenario. The faculty aims to draw lessons from the current as well as historic market activities to give the students an understanding of how the market has evolved to its present day scenario and help the students develop skills that will drive the future course of the finance industry.

### Pedagogy

Our learner-centered, participant-directed learning approach is as stimulating for the participants as it is for the faculty. The use of case studies and hands on exercises ensure that the learning is complete & the right skills are imparted.

We have arrived at this teaching methodology after intense research in the best teaching practices around the world. We recognize the need for the right blend of theory and practice in teaching, especially for subjects like Financial Markets & Financial Technology, where, although the basic principles never change, new techniques, practices and organizational structures frequently evolve to meet ever-changing needs of the Industry and its various participants.

## 11 Academics at BSE Institute Limited



### Convocation Ceremony for the year 2019

The convocation is a much-awaited event for the students at BSE Institute Ltd. It is one of the most joyous and noteworthy evenings under our roof!

The Convocation Ceremony is the most important day in the life of a BIL student as it marks the culmination of their academic life and the transition into exploring the financial and banking fields in its entirety.

The graduating students get the opportunity to obtain some valuable insights from dignitaries like, Mr. Ashishkumar Chauhan, MD & CEO of BSE Ltd., and Mr. Ambarish Datta, MD & CEO of BSE Institute Ltd.. The students were then facilitated with certificates after which the audience was elated to witness some amazing performances put up by these talented students.

Graduates from MGFM/ MFT/ PGPBF/ AMP/ GFMP / GFMP EDGE courses assembled under one roof with their families and shared this nostalgic moment together. The ceremony was further enhanced with the distribution of Awards and Medals for deserving candidates in the academic and sport fields. It marked a major milestone in their memorable journey with BSE Institute.

## 12 Learnings Outside Classroom

There isn't a hint of doubt that learning in a classroom will impart the requisite knowledge to the students. However, given the scope of learning one can achieve through interactive and engaging activities, it becomes all the more important to address these with our students. Teaching & learning can become spontaneous & student-centred when moved out of the confines of the classroom & into the world, at large. Learning experiences outside the classroom are inherently interdisciplinary.

Our activity-based sessions focus on achieving practical, tangible, real-world results, by ensuring every participant is engaged completely, throughout the program. The activities are less glamorous and more focused on making a significant impact on the student's growth.

Here, at BSE Institute, we provide an experiential learning environment where students feel energised and confident of speaking their minds; ensuring every participant is constantly engaged and continually learning.



### Open Box

We all learn in different ways and an essential part of the process of learning is gaining an understanding of ourselves and how we learn most effectively. Academics is often an important step in our lives but the real education that makes us successful in life takes place outside the controlled environment of a classroom.

Open box is an initiative that incorporates an experiential learning strategy. Students are given challenging and exciting experiences which are beneficial to maximize their potential. Various planned interventions are administered to enhance the overall personality of the learner.

#### Benefits of Open box:

- Promotes open-mindedness and inculcates objectivity.
- Helps students master the art of problem-solving and rational decision-making.
- Aims to acquaint students with their own strengths and weaknesses.
- Prepares the students to face challenges in the industry.
- Focus is on the all-round development of a student.



This initiative taken by BIL is one of a kind, specially designed for the holistic development of students and to prepare them with unique skills and knowledge for the industry. BIL aims to create independent learners who are ready and capable of navigating the path to success. BIL has the willingness to confront institutional barriers in socially appropriate ways in order to turn constraints into opportunities for change.

- BIL is committed to promoting learner-centric approaches to gain knowledge.
- The aim is to enhance the skills and capabilities of aspiring professionals.
- The program gives insights on experiential learning.

## 13 Learnings Outside Classroom

### Personality Development Workshop



The Personality of a person is defined as the amalgamation of qualities and attributes which contribute to a person's character and image. It arises from within and makes us who we are. The personality of an individual is determined and judged by his/her appearance, behavior, attitude, education, values and some more varying characteristics. On the other hand, creative thinking involves examining the possibilities constructively and developing the most promising possibilities. We need creativity to generate options & critical thinking to focus on addressing challenges and concerns.

In the current era of endless opportunities and ever increasing competition, it is extremely important to work on one's own personality. Only good grades will not ensure success. A perfect balance between academic excellence and exquisite soft skills forms a quintessential personality.

We are pleased to announce that we conducted a Personality Development workshop and a Creative & Critical Thinking workshop for the students of BSE Institute Ltd. The program was designed in order to help students explore how personality factors influence on their decision making skills, apply creative thinking to their decision-making skills & how to work with a team.

The students were divided into 4 groups. Every group had to come up with their respective group's logo, war cry and a signature dance step. The activity was conducted to make them work in a team and use their creativity. There were personality development activities where students had to participate individually, based on their performances they were rated by the facilitators. The workshop helped students in setting the base for their academic year, it taught them how to grab an opportunity and participate without worrying about the challenges.

\*Participation - Through selection process

### SARATHI - A Community Outreach Program

It is our moral duty to work for the common good of mankind. We, at BSE Institute Ltd., have always tried to work for the betterment of our society & encourage our youth to volunteer for social work. Service to the society not only helps to build a connection with others, but it also provides an unparalleled sense of accomplishment and satisfaction.

The SARATHI initiative is our modest attempt at channeling the vast resource of energy the youth has to offer, towards the improvement of our community, while simultaneously providing our youth with an opportunity to understand the society better. The programs are conducted solely by BIL Student Volunteers. Getting involved with Sarathi enables them to build leadership skills, management skills and imbibe in them a sense of moral responsibility.

As part of this initiative, students also get the privilege of interacting with social entrepreneurs and grassroots leaders involved with volunteer work, who are always happy to mentor students and inspire them to do more for society. In addition to the activities performed on campus, students also visit multiple NGOs which lends them insights into the working of such not-for-profit organizations. The other benefits of such ties with NGOs is that students' involvement in volunteer work at BIL also encourages them to partake in such activities in their own time.

## 14 Learnings Outside Classroom



We have started multiple programs as part of the SARATHI initiative. Some of these are:

### 1. Training that Matters: Career enhancement for blue-collar workers

This is a program covering Work Etiquettes, Basics of English & the habit of saving, for blue-collar workers. Our student volunteers design a curriculum for each session with guidance from our pool of faculty. Also, the entire training roll out is conducted by our Sarathi volunteers it self.

### 2. Suvidha: My Government, My Schemes

This program involves regular surveys of vendors around BSE to understand their awareness on various government schemes and the savings tools available to them. Students then conduct awareness workshops for them & help vendors connect with a bank or another financial company to avail the various savings tools and financial services offered to them.

### 3. Smart Savings for a Better Tomorrow

This is an on-going program conducted by studentvolunteers for BSE security taff & service providers. It is inclined to teach them the habit of micro savings so that they can make the necessary improvements to their life. Students use a gamified approach to impart financial wisdom to the participants.

### 4. Safe Environment for Every Kid (SEEK)

SEEK involves student volunteers organising safety seminars and teaching personal safety to young children whose parents are below the poverty line. The primary objective is to equip underprivileged children to stay safe in real world situations they encounter in their daily lives.

These programs and workshops have currently been implemented in BSE and nearby areas. But we plan to grow this initiative and reach out to as many people as possible. We hope, in the long run, this initiative is able to make a difference in the lives of people.

\*Participation - Open for Volunteers

### 5. Swachh Bharat

This program is aligned with Government of India's Clean India Mission. In an effort to make people understand the importance of cleanliness & hygiene, BIL student volunteers conduct weekly workshops with the street vendors to teach simple waste management techniques and how tools of waste management can help micro business keep their surroundings clean.

### 6. Shiksha: Teaching Mathematics and English to government school students

It involves BIL student volunteers teaching Mathematics and English. Our students, with guidance from our pool of faculty, create basic syllabi for these subjects and teach students in government schools in an attempt to impart knowledge of the fundamental subjects of today's world.

### 7. Drishti: A Socially Inclusive Financial Literacy Program

This financial literacy program meant for the hearing, speech and visually impaired aims at making them familiar with the basics of financial management. Student volunteers, along with guidance from our pool of faculty, arrange financial awareness seminars for the participants.

## 15 Learnings Outside Classroom

### Outbound - Offsite Teambuilding Workshop

Team Synergy occurs when two or more people work together and the result is greater than the sum of their individual efforts. Aligning ourselves with this thought, we at BSE Institute, conduct a unique two-day, offsite team building workshop for our students. These workshops are designed to engage students in challenging high-octane activities which force them to pool their resources and work together to make the most of both, their individual skills and talents as well as combined efforts.

Students are exposed to situations where they are forced out of their comfort zones and have to apply their communication skills, problem-solving ability & adaptability planning; while also building their trust. This invariably brings out the leaders in them. These activities encourage students to look at situations from not just their own vantage points but also from different perspectives. Leadership is emphasized throughout all the activities. Students also get to experience a variety of adventure sports like River rafting, Rock Climbing, Flying Fox, Rappelling, Archery, Rifle shooting, etc. which help them conquer their fears individually as well as a group.

\*Participation - Open for all



## 16 Learnings Outside Classroom

### Independent Discussion Group (IDG) - Forum for Open Discussion



A well-rounded personality, the ability to apply critical thinking strategies, leadership skills & conflict resolution skills are the characteristics that have become as important as academics arguably, even more. In order to encourage students to develop these aspects of their personality while also teaching them the best ways to put forth their ideas & thoughts for consideration, BSE Institute conducts a weekly session called Independent Discussion Group.

The guiding principle of BIL IDG is that open, liberal dialogue amongst peers will go much further than a conventional lecture in helping them open their minds to different ideologies while also teaching them to put forth their views in a civil and non-argumentative manner. Debate and discussion alone do not serve a purpose unless they are rightly directed & conducted in the right spirit. Recognizing this, BIL has put in place a set of rules dictating the flow & structure of the session. Each discussion topic is moderated and pre-planned.

The ultimate goal is to allow for fair, bilateral, non-argumentative, productive discussions on topics of the past, the present and future which will in turn make the students capable of handling the corporate life better, while also making them more balanced as individuals.

\*Participation - Open for all

### BIL Social - Interactive Sessions for Self Development



Gone are the days where academic excellence alone could land you a good job. The industry today, needs employees with well-rounded personalities. In order to give its students an edge above the others, not only academically but also as individuals, BIL hosts extra-curricular activities and workshops for its students, every week.

BIL Social is a weekly event which incorporates various co-curricular and extra-curricular activities, organized to help students step out of their comfort zones and learn in the process. The primary objective of this activity is to enhance the creativity and social skills of the students. Students are placed in social situations which may not align with their comfort zones. BIL Social provides them with an opportunity to develop interpersonal relationships. Social interactions also boost self-esteem, develop interpersonal skills & in turn, enable personal growth.



Such activities teach students how to work well with different people, build leadership qualities, develop their communication skills & handle conflict resolution. Participation in such events improves the critical thinking skills of students. They expand their social circle, which help them form connections and thus develop a greater world perspective. Breaking the monotony of classwork & studies, this event receives a very positive response from the students. Of course, awards & rewards given out each week act as great positive motivators.

\*Participation - Open for all

## 17 BSE Institute Limited - The Edge

BIL has the distinct advantage of being at the centre of action — being located in the financial hub of India and one of the world's most rapidly emerging markets. Further, BIL is a wholly owned subsidiary of BSE Ltd. which is one of the key catalysts of economic change and market mobilization. This has helped us provide insights into the unique functions of the world of finance.

The first-hand experience of our faculty and subject matter experts in dealing with the realities of the markets, enable us to appreciate how organizations, entrepreneurs and investors identify and respond to the new challenges and opportunities.

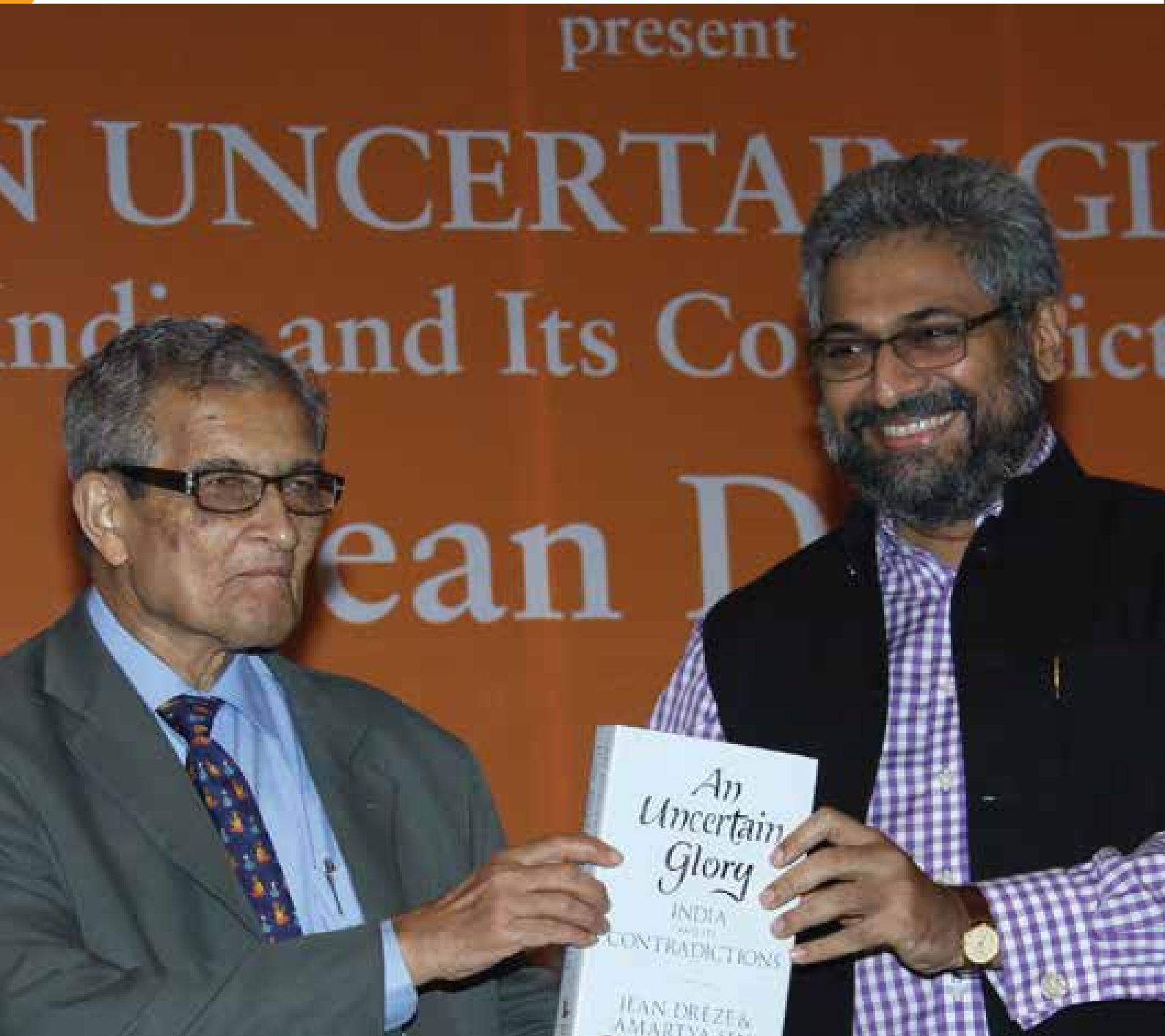
Our commitment towards always being at the forefront in the competitive, contemporary and evolving business practices has led to initiations of programs that reflect the realities of the marketplace.

Simulation labs replicate actual business situations that are conducted in such a way that students must work together to make difficult decisions under typical management conditions - including a lack of complete information, complex - tradeoff situations, uncertainties and time pressure.

For more than two decades, the BIL faculty have drawn on their passion for teaching, their experience in working with organizations worldwide, and the insights gained from their experience in educating professionals who have shaped the business practice in financial markets not only in India but also many other countries around the world. Our course design and development is firmly grounded in knowledge of business processes - in entrepreneurial companies and established firms unconstrained by the boundaries of academic disciplines.



## 18 Some Of Our Faculty



Our faculty pool comprises of many amongst the most reputed practitioners from the industry who have several years of experience and hence capable of sharing unique insights. They are subject matter experts in their respective fields and facilitate lively discussions allowing participants to share their insights and experiences with the class.

They address complex real life questions, leading to the creation of knowledge and ideas that vastly advance the domain of financial markets and prepare students to be thoughtful and effective leaders. Our faculty members are not just renowned experts in their fields but also experts at passing on their skills. At BIL, our faculty's inspirational talent in the classroom is as important as their domain knowledge.

We follow a long tradition of practice-oriented research and teaching that has a profound and far-reaching impact on business and management education. They help our learners innovate in business practice, cutting-edge thinking and give them an opportunity to both, influence and use the evolving concepts.

## 19 Some Of Our Faculty



**Prof. V.P. Raja**

Prof. V.P. Raja holds a Master's Degree in Philosophy in Social Science and a Double Post Graduate Degree in Physics from Delhi University and Columbia University (U.S.A). He also has a post-graduate degree in Rural Development Planning from the University of East Anglia (U.K.).

He has served as Secretary in the Departments of Trade & Commerce, Housing & Special Assistance, Higher & Technical Education and Water Supply and Sanitation.

He had also held posts in the Ministry of Human Resources Development, Planning Commission and the Ministry of Defense. He has authored several books and publications on Zero Base Budgeting, State Finances and Economic Reforms.

Prof. Parab is the Indian Merchants' Chamber's Professor of Banking and Finance at the Jamnalal Bajaj Institute of Management Studies in the University of Mumbai. He is a Fellow of the Institute of Company Secretaries of India & an Associate of the Institute of Cost Accountants of India. Prof. Parab has been Chairman of the Board of Studies in Banking & Finance at the University of Mumbai and a member of the university's Academic Council. He has over twenty years of teaching experience in total, 12 years of which is at a post graduate level. He has been a member of the visiting faculty at the IIT, Bombay.



**Prof. Balkrishna Parab**



**Prof. Nainesh Thakkar**

A SEBI recognised investment advisor has been in the stock markets since 11 years. Prior to his MBA he was a derivative strategist with Shreepati Holdings & finance pvt ltd forming strategies with options and futures in the pro account. Post his MBA he worked with Aon Global insurance brokers for 15 months as a research analyst reporting directly to the chairman of the company.

He set up the equity research department in the company. Currently he is an investment advisor and is a visiting faculty at various institutes providing trainings on derivatives, advanced derivatives, mutual funds and financial markets.

Prof. Toshniwal is a Chartered Accountant with over 12 years of diverse experience in industry right from audit firms to pharma industry and stock markets. She has handled audit and tax assignments in the CA firm. In Aventis Pharma, she worked in the MIS department and reported directly to the CFO. She was also part of the New Product Launch Committee. She has been associated with academics since the last 4 years, teaching in prestigious institutions like BSE and HR College of Commerce and Economics. She is a gold medalist from the University for B Com and stood 4th in India for CA Inter and 10th in India for CA Final.



**Prof. Anita Toshniwal**



**Prof. Rakesh Nair**

A former trainer in Finance and Economics at esteemed institutes like NMIMS, PGCL, MK Sanghvi, NL Dalmia, T.A. Pai Mgmt Institute and Symbiosis Institute of Business Management. Prof. Rakesh Nair has conducted financial markets training programs for leading brokers like Edelweiss securities and Asit C Mehta. He has held various posts in his illustrious career, including Head of Research with Broking and Advisory Institution and Resource Person for the Asian Development Bank.

A Chartered Financial Analyst from ICAI University, Prof. Suhas Worlikar is an authority figure for Financial Advisory Services. Having worked as a financial analyst, he is considered an expert in Financial Reporting and Analysis. As a Certified Investment Advisor from NISM, his knowledge in the field of alternative investments is distinguished. Prof. Worlikar is a BSE Institute Certified Trainer for the Global Financial Market Professionals course.



**Prof. Suhas Worlikar**

## 20 Infrastructure

BSE Institute has an avant-garde training facility in the BSE building which provides a requisite environment for the participants' learning process. Our infrastructure provides students with:

- Library
- Cafeteria with a stimulating ambience
- Spacious Classrooms with various seating capacities
- Computer Lab for simulated and online learning environment
- Conference hall



# A - Z Terminology on Stock Trading

### Arbitrage

Arbitrage is the simultaneous purchase and sale of an asset in order to profit from a difference in the price.

### Hedge

To insure the risk, often refers to offsetting a risky stock move with a safer play, in case the first does not go as planned.

### Offer Price

Refers to the specific price at which one can buy stocks and shares.

### Balance Sheet

A balance sheet is a financial statement that summarizes a company's assets, liabilities and shareholders' equity at a specific point in time.

### Initial Public Offering

The issue of new shares by a previously private company as it becomes a publicly owned & traded company.

### Proxy

Anybody who votes on behalf of another person who is unable to attend a stockholders meeting.

### Volatility

Volatility is a statistical measure of the dispersion of returns for a given security or market index.

### Capital

Wealth in the form of money or other assets owned by a person or organization.

### J-curve

J-curve refers to the level of a country's trade balance following a devaluation or depreciation under a certain set of assumptions.

### Quantitative Easing

Quantitative easing is an unconventional monetary policy in which a central bank purchases government securities or other securities from the market in order to lower interest rates & increase the money supply.

### Working Capital

Working capital is a measure of both a company's efficiency & its short-term financial health. Working capital is calculated as Working Capital = Current Assets - Current Liabilities.

### Dividend

A dividend is a distribution of a portion of a company's earnings, declared to the owners of shares, to holders of the shares.

### Key Performance Indicators

Key performance indicators (KPIs) are a set of quantifiable measures that a company uses to gauge its performance over time.

### Return on Equity

Return on equity (ROE) is the amount of net income returned as a percentage of shareholders equity.

### K-Efficiency

The ability of a business to achieve the best results in the least amount of resources is known as the efficiency of a business. Efficiency is measured as K-Efficiency.

### Equities

Equities refer to shares or stocks of a company, representing ownership in the company.

### Limit Order

A limit order is an order to buy or sell a security at a specific price or better.

### SEC

The Securities and Exchange Commission is a federal regulatory body that oversees all stock and securities trading and corporate disclosures.

### Yield

The annual return on an investment. The yield is the return on an investment, such as a security, that is expressed as a percentage of the investment's cost.

### Futures

Futures are standardized contracts for the purchase or sale of an asset, such as a commodity or financial instrument, at a future date.

### Mutual Fund

A mutual fund is a company that pools money from investors to invest in a diversified portfolio of securities.

### Target Price

A target price is a price level that a company's stock is expected to reach in the future.

### Zero-coupon Bond

A zero-coupon bond is a bond that does not pay interest, but instead, the interest is compounded and paid out at maturity.




## 22 Global Connect

BIL has an excellent track record in conducting high quality international programs which have been highly acclaimed and well received by overseas participants representing regulators, stock exchanges, financial institutions, banks, leading brokerage houses & other professionals from financial intermediaries. Participation includes representation from a number of regions such as South Asia, Central Asia, Eastern Europe, Middle East and Africa. So far professionals from the leading financial institutions of some of the major countries have attended namely, Albania, Bangladesh, Bahrain, Barbados, Bhutan, Dubai, Egypt, Germany, Indonesia, Iran, Jordan, Lithuania, Kuala Lumpur, Maldives, Mauritius, Morocco, Nepal, Sultanate of Oman, Fiji, Pakistan, Poland, Sri Lanka, Syria, Taiwan, Thailand & West Indies, African Nations: Botswana, Ghana, Kenya, Mozambique, Nigeria, Tanzania and Uganda, Singapore to name a few.

Besides conducting international programs within the country, BIL regularly conducts sessions abroad for Indian professionals in countries like Australia, Singapore, Malaysia, Muscat and other major global financial centers giving the Indian professionals a glimpse of the global financial markets. BIL has an MOU with the Australian Trade Commission, Government of Australia, Canada, Muscat and Singapore.

BIL conducts these sessions on a regular basis and is building ties with international institutions as it realizes the importance of global awareness of the financial industry and India's role in the global financial world.



## 23 Global Connect

Some of the programs conducted by BSE Institute Ltd.:

### India Immersion Program/ Bootcamp:

- Exposure to Indian Financial Markets
- Indian Rural Market Immersion
- How can you be a part of Indian Business Ecosystem
- Capstone Unit at BSE Institute

### For Indian Audience:

- MBA ( IUBH University ) – Germany
- M.A. International Management ( IUBH University ) – Germany
- Master of Business Management – Canterbury University – New Zealand
- Master of Business Information System – Canterbury University – New Zealand
- Master of Financial Management. – Canterbury University – New Zealand
- Bachelors of Accounting – Western Sydney University – Australia
- Bachelors of Business – Western Sydney University - Australia



## 24 Global Immersion

Globalization is the major factor influencing the domestic financial markets. With deregulation of the financial markets taking place across the world financial services, institutional framework and the nature & scope of financial instruments is undergoing rapid and dramatic changes. India with its comprehensive framework of financial institutions and instruments is emerging as a leading player in emerging market finance. However, a great scope exists to further expand the reach and competitiveness in business development and performance.

The Indian economy has shown consistent growth and is on the way to become a financial super power. India is set to witness a strong growth in the coming years with the boost from policy measures and budgetary allocations. Despite the global meltdown effect of the last few years, India is expected to be the second fastest growing economy in the Asia Pacific region. The productivity growth rate of the Indian economy in the Asia Pacific Region is estimated to be around 8% and is expected to sustain until 2020. The increasing globalization of our economy has brought in its wake a high demand for talented global managers. Corporations across the world have demonstrated a need for quality financial knowledge, education and training for facing the vibrant financial markets industry around the world.

In an increasingly competitive world, successful professionals need to understand the sophistication & subtleties of international finance markets, global best practices & techniques. This Masters Program will take you beyond understanding the cutting-edge finance industry concepts, applying conceptually sound techniques for obtaining an edge over competition. It provides an unprecedented and unique opportunity to learn comprehensive, state-of-the-art financial thinking and techniques, practiced in the rapidly growing and diversified international markets.



## 25 Global Immersion



The program is designed to provide a high-level survey of the economic, cultural and geo-political drivers behind regions integral to the global economy. By attending faculty lectures and travelling abroad to meet with local business leaders and government officials, students have the opportunity to learn from a tremendous group of professionals while also immersing themselves in another culture and building strong relationships.

In the Masters program, everything from case studies to field-based learning to international immersions, culminates into one larger lesson – what it means to assume leadership within an ever-growing, ever-changing world of finance. This programme does so through off-campus professional development opportunities committed to the pedagogy of experiential learning. Specifically, this program facilitates the transmission of key ideas through applied projects, active learning exercises and the expert guidance of global experts. You learn the language of global business, engage with complex inter-connected global issues, gain opportunities to study and travel abroad and become an empowered global citizen.

As a participant, you will learn about the functioning of the international financial markets through observation and interaction with the environment via study visits and tours at a wide range of institutions in the realm of Securities Market Regulation, Securities Exchange Commission / Financial Service Authorities, Stock Exchange, Investment / Commercial and Development Bank, Central Bank, Chamber of Commerce and Industry, Corporate and Consulates / High Commission Embassy.

University of Mumbai



## Degree Awarded



BSE Institute in collaboration with University of Mumbai's Garware Institute of Career Education & Development.

The University of Mumbai (known earlier as University of Bombay) is one of the oldest and premier Universities in India. It was established in 1857 consequent upon "Wood's Education Dispatch", and it is one amongst the first three Universities in India. As a sequel to the change in the name of the city from Bombay to Mumbai, the name of the University has been changed from "University of Bombay" to "University of Mumbai", vide notification issued by the Government of Maharashtra and published in the Government Gazette dated 4th September, 1996. The University was accorded 5 star status in 2001 & 'A' grade status in April 2012 by the National Assessment and Accreditation Council (NAAC). It has been granted University with Potential for Excellence (UPE) status by UGC and PURSE Scheme by DST.





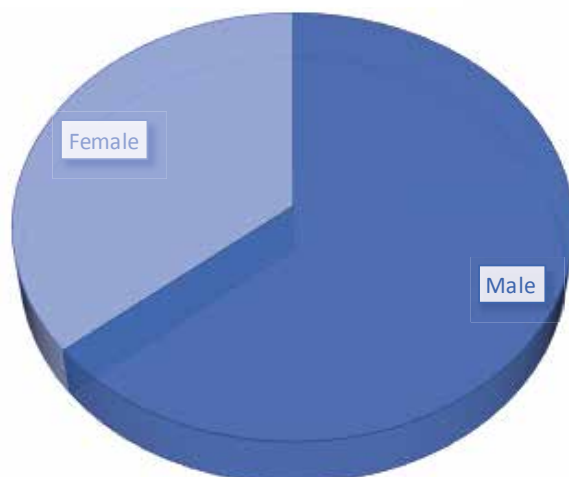
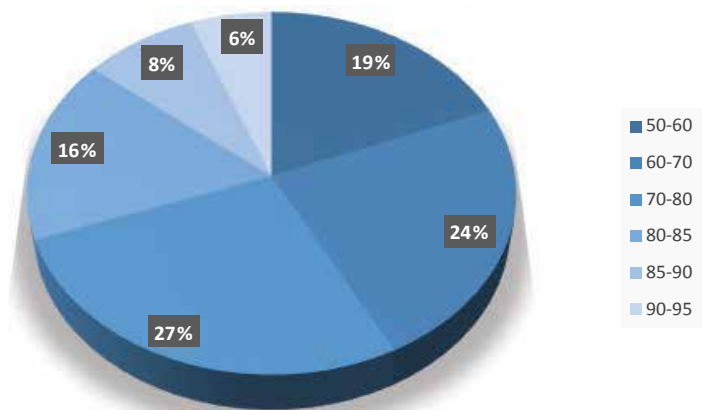
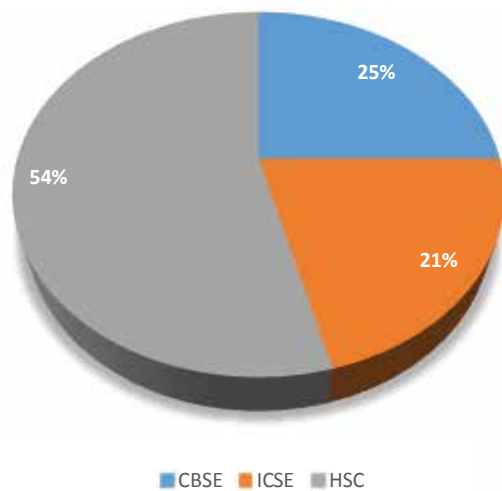
## 28 Advantages of BMS in Capital Markets

The BMS in Capital Markets Program integrates a state-of-the-art curriculum with industry experience. The academic curriculum covers all aspects of finance & is approved by University of Mumbai's Garware Institute of Career Education and Development. It begins with the very basics which form the core of finance, such as Financial Accounting, Business Statistics, Derivatives, Strategic Financial Management and an Introduction to Financial Markets. It eventually goes into highly advanced, specialized fields of study like Forex and Debt Markets, Financial Modelling, Investment Banking, Treasury and Risk Management and Securities Law

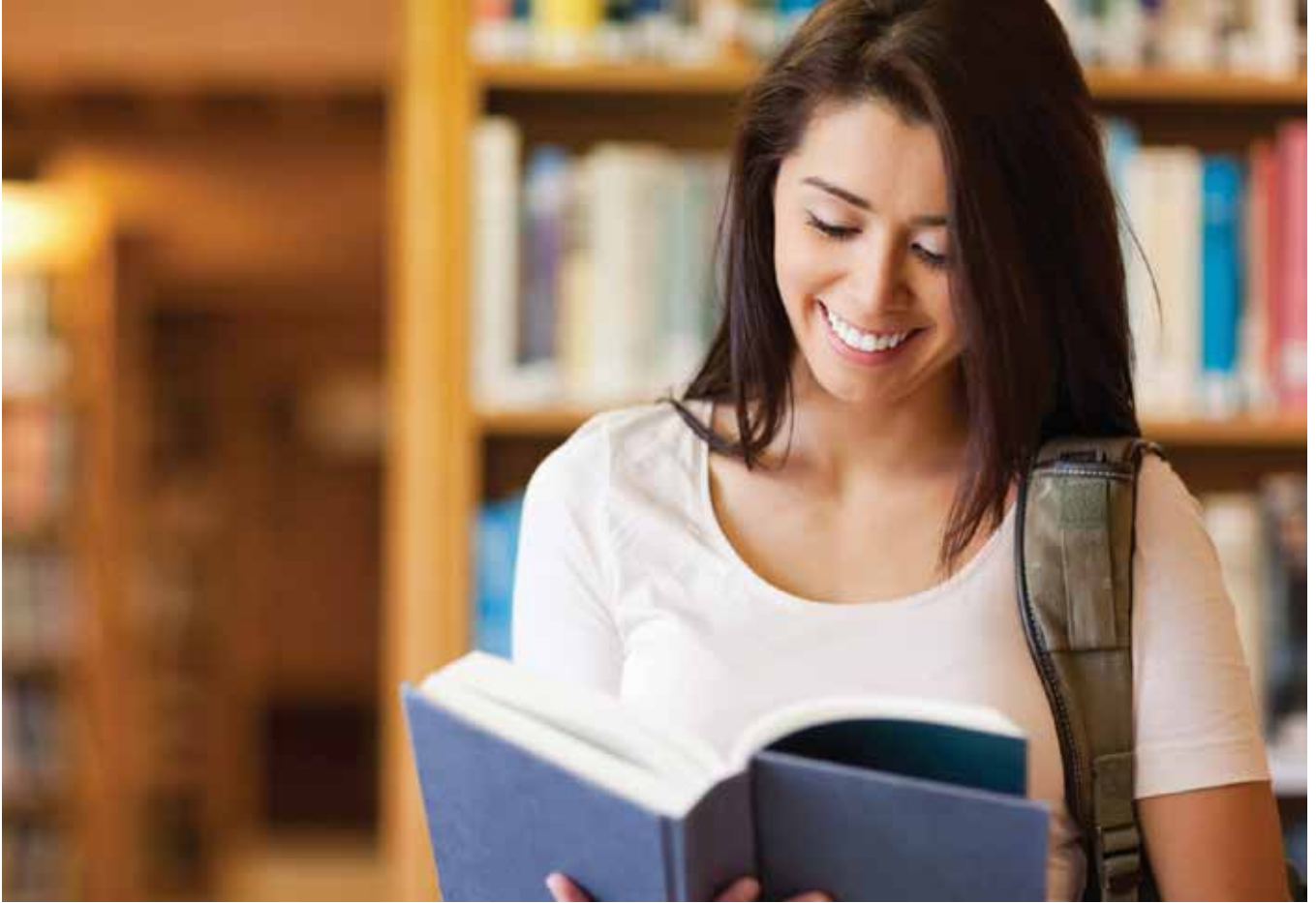
It is no longer enough to have academic knowledge. Financial companies today, seek candidates who can cope with dynamism and lead the company successfully through changes. The innovations in the financial markets, as well as the globalization process and technological changes require highly trained professionals who are able to face the challenges in the financial areas of corporate business. They seek individuals who can represent the company in a positive light when dealing with clients and transmitting in them, confidence in the company's ability to manage their funds.

The BMS in Capital Markets program is intended to prepare students for a wide range of careers both inside and outside the financial markets industry, including Investment Banking, Fund Management, Debt and Capital Markets, Mergers and Acquisitions, Investment Analysis and Research etc. This program stands out from other courses due to its groundbreaking approach and the immense value it adds to the student's profile.

### Batch Profile - 2019



## 29 Curriculum Design



### Curriculum

There are moments in life that pull everything we've learned into focus. When theory, practice, experience and competence all come to one sharp point, these are the moments that shape a definitive path. Our curriculum has been designed to engender many such moments.

The curriculum has been designed by recognized educationalists and professionals who play a critical role in providing academic leadership. After assessing the market scenario and industry requirements, they have designed the course curriculum that will provide the industry with professionals who are theoretically sound and have practical exposure into the functions of global financial market.

These experts have ensured that the course curriculum is progressive and helps a student understand the present scenario of the Capital Markets. The course is aimed to empower the students with appropriate knowledge to deal with the complexities of this profession and provide the best solutions which would steer the course for future progress in this industry. The various components of the program like the conceptual inputs, hands on assignments, field trips, international immersions and internships combine to ensure that the students apply what they learn in real life situations and consolidate their learning.

Our curriculum is continuously updated keeping in line with the industry trends, regulatory guidelines and global best practices. We have a panel of industry stalwarts and academicians who review and help evolve our curriculum to ensure that it meets the needs of the industry professionals.

Our curriculum is designed to keep in sync with our blended learning approach. The academic sessions cover the latest and essential theories of financial markets. The practical sessions focus on the current market scenario. The faculty aims to draw lessons from the current as well as historic market activities to give the students an understanding of how the market has evolved to its present day scenario and help the students develop skills that will drive the future course of the capital markets.

# 30 Curriculum Summary - BMS in Capital Markets

## F.Y.BMS

### SEMESTER 1

#### Core Courses (CC)

- Marketing & Sales of Financial Products
- Business Economics – I

#### Ability Enhancement Courses (AEC)

- Business Communication - I

#### Elective Courses (EC)

- Introduction to Financial Market
- Business Law
- Financial Accounting

#### Skill Enhancement Courses (SEC)

- Banking Operation & Product - I

#### Core Courses (CC)

- Business Environment
- Principles of Management

#### Ability Enhancement Courses (AEC)

- Business Communication - II

#### Elective Courses (EC)

- Mutual Funds
- Corporate Finance
- Ethical and Professional Standards

#### Skill Enhancement Courses (SEC)

- Banking Operation & Product - II

### SEMESTER 2

## S.Y.BMS

### SEMESTER 3

#### Core Courses (CC)

- Mergers & Acquisition
- Business Statistics
- Investment Banking
- Accounting for Managerial Decisions

#### Ability Enhancement Courses (AEC)

- IT in Business Management – I

#### Elective Courses (EC)

- Security Law
- Derivatives - I

#### Core Courses (CC)

- Business Economics - II
- Business Research Methods
- Financial Spreadsheet
- Derivatives II

#### Ability Enhancement Courses (AEC)

- IT in Business Management – II

#### Elective Courses (EC)

- Technical Analysis
- Fixed Income Securities

### SEMESTER 4

## 31 Curriculum Summary - BMS in Capital Markets

### T.Y.BMS

#### SEMESTER 5

##### Core Courses (CC)

- Financial Modeling
- Strategic Management
- International Business
- Summer Internship

##### Elective Courses (EC)

- Foreign Exchange
- Financial Planning
- Project Finance

##### Core Courses (CC)

- Financial Technology
- Entrepreneurship Management
- Islamic Banking & Finance
- Project work

##### Elective Courses (EC)

- Financial Risk Management
- Portfolio Management
- Taxation

#### SEMESTER 6



## 32 Curriculum Summary - BMS in Capital Markets

### F.Y.BMS - Semester I

#### Introduction to Financial Markets

Introduces the basics of financial markets, particularly the concepts of financial markets. Understanding of regulations and regulators. Understanding of trading clearing settlement. Learning the concepts of index calculations.

#### Business Economics – I

Business economics is a field in applied economics which uses economic theory and quantitative methods to analyze business enterprises & the factors contributing to the diversity of organizational structures & the relationships of firms with labor, capital and product markets.

#### Marketing & Sales of Financial Products

Introduces the basics of marketing, particularly the concepts of market information and marketing management, & to explain the particular challenges of applying those concepts to financial services.

#### Financial Accounting

Financial accounting is a specialized branch of accounting that keeps track of a company's financial transactions using standardized guidelines, this module covers the accounting process and the guidelines set by centralized authorities such as US G.A.A.P. and I.F.R.S.

#### Business Law

Business law encompasses all of the laws that dictate how to form and run a business. This includes all of the laws that govern how to start, buy, manage & close or sell any type of business. Business laws establish the rules that all businesses should follow. This module includes government laws, as well as contractual norms and regulations.

#### Business Communication - I

Business communication enables the students to become aware of their communication skills and prepare them for their potential to become successful managers & introduce them to some of the practices in managerial communication that are in trend. It will build their confidence and install competitiveness by projecting a positive image of their future.

#### Banking Operation & Product - I

Commercial banking involves making consumer loans and mortgages, taking deposits & offering products such as checking accounts and CDs. This module covers the core operations common to all commercial banks as well as the various processes involved in banking & the responsibilities and rights of bankers.

#### Highlights

- Introduction to Financial Markets
- Regulators and Regulations
- DEMAT, Trading, Clearing and Settlement

#### Highlights

- Demand Analysis
- Supply and Production Decisions and Cost of Production
- Market structure: Perfect competition and Monopoly and Pricing and Output

#### Highlights

- Basics of marketing
- Particulars of the concepts of market information
- Marketing management

#### Highlights

- Meaning and need for accounting
- Accounting for Inventory, Accounting for Depreciation, Accounting for Capitalisation
- Balance Sheet and Ratio Analysis

#### Highlights

- Business Crimes and Torts
- Government Regulation of Business
- Contracts-nature and Capacity to contract
- Defective and illegal agreements
- Termination of Contract and Consumer Protection

#### Highlights

- Barriers to effective communication
- Writing effective emails, reports & analysis
- Influencing & Handling Conflict & Differences of Opinion
- Making an effective presentation

#### Highlights

- Introduction to commercial banking
- Bank Customer Relationships
- Depository Products and Services
- Principles of Lending - Products, Retail & Corporate

## 33 Curriculum Summary - BMS in Capital Markets

### F.Y.BMS - Semester II

#### Business Environment

The business environment consists of external factors in a business market & the broader economy that can influence a business. You can divide the economic environment which affects business decision making.

#### Highlights

- Competition and Market Forms: Oligopoly and Duopoly
- Inflation and Interest Rates
- Monetary and Fiscal Policy

#### Principles of Management

This module covers the entire history of management, from F. W. Taylor's scientific management theory and Henri Fayol's 14 principles to modern trends like green management & CSR.

#### Highlights

- Concept, Significance & Levels of Management
- Contribution of F.W Taylor, Henri Fayol

#### Mutual Funds

A mutual fund is a professionally-managed investment scheme, usually run by an asset management company that brings together a group of people and invests their money in stocks, bonds, and other securities.

#### Highlights

- Classification of Mutual Funds
- Funds Offer
- Funds Expenses

#### Corporate Finance

Corporate finance is primarily concerned with maximizing shareholder value through long-term & short-term financial planning & implementation of various strategies. Everything from capital investment decisions to investment banking falls under the domain of corporate finance.

#### Highlights

- Time Value of money
- Capital Budgeting and Structure
- Weighted Cost of Capital & Corporate Governance

#### Ethical and Professional Standards

Behaving ethically is at the heart of what it means to be a professional; it distinguishes professionals from others in the marketplace. This module discusses the need for an Ethical and Professional Code and the various sets of professional and ethical standards set by authority or regulatory bodies.

#### Highlights

- Ethics & Professional Standards - S3 to S7
- Ethics & Professional Standards - S8 to S12
- Ethics & Professional Standards - S13 to S16
- Ethics & Professional Standards - S17 to S21

#### Business Communication – II

This Module enables students to become aware of their communication skills & prepare them for their potential to become successful managers & introduce them to some of the practices in managerial communication that are in trend.

#### Highlights

- Presentation & Effective use of OHP, Transparencies
- Business Correspondence: Trade Letters
- Language and Writing Skills

#### Banking Operation & Product II

This module covers such solutions including core banking, the design, and flow of different types of consumer payment systems; the principles of lending, liability a& asset products. The module also discusses the know-your-customer requirements & benefits of KYC, as well as Credit Rating Agencies.

#### Highlights

- Ancillary Services
- Asset Products
- Secured Loan Products
- Credit Rating Agency

## 34 Curriculum Summary - BMS in Capital Markets

### S.Y.BMS - Semester III

#### Mergers & Acquisition

Mergers & acquisitions (M&A) is a general term that refers to the consolidation of companies or assets. M&A can include a number of different transactions, such as mergers, acquisitions, consolidations, tender offers.

#### Highlights

- Defense Mechanisms
- Valuation
- Funding Acquisitions

#### Business Statistics

This module is particularly suited to those seeking careers in disciplines such as financial analysis, econometrics, auditing, production and operations including services improvement and marketing research.

#### Highlights

- Sampling and Sampling Distribution
- Estimation and Hypothesis Testing
- Correlation and Regression
- Statistical Analysis

#### Investment Banking

This module helps students know about Investment banking and Equity research by learning from real-world transactions and gain working knowledge of Investment Banking, Private Equity and Fund management.

#### Highlights

- Investment banking Activities
- Raising Equity Capital
- Private Equity Investments
- Role of Investment Banks in Debt Markets

#### Accounting for Managerial Decisions

Managerial Decisions are those that concern the operation of the firm, such as the choice of firm size, firm growth rates, and employee compensation. In order to ensure that we make informed decisions regarding these aspects of a firm, different kind of accounting is needed.

#### Highlights

- Funds Flow Analysis & Cash Flow Analysis
- Cost of Capital & Capital Structure Planning
- Estimation & Financing
- Feasibility analysis with Sensitivities, Constraints

#### Securities Law

Securities Law encompasses all rules & regulations that govern how much information investors must receive, including details about the type of interest & its value. They are designed to ensure investors have accurate information regarding the interests they are buying.

#### Highlights

- SEBI Act 1992
- Banking Securities Contract (Regulations) Act 1956
- Companies Act 2013 & Company Formation
- Corporate Governance & Other Regulations

#### Derivatives - I

A derivative is a security with a price that is dependent upon or derived from one or more underlying assets. Commodity markets can include physical trading and derivatives trading using spot prices, forwards, futures, and options on futures.

#### Highlights

- Concept of Derivatives
- Derivatives Products
- Types of Margins

#### IT in Business Management – I

This module covers advanced Microsoft Excel tools, including Name Functions, Spreadsheets, & Data Analysis as well as website design on HTML.

#### Highlights

- Multiple spreadsheets & Data Analysis
- Web Designing using HTML

## S.Y.BMS - Semester IV

### Business Economics - II

Business Economics is a field in applied economics which uses economic theory & quantitative methods to analyze business enterprises and the factors contributing to the diversity of organizational structures.

### Highlights

- Functional economic relations
- Demand estimation and forecasting
- Production function & Cost concepts

### Business Research Methods

“Business research method” is a careful & comprehensive study of a market, an industry or a particular company’s business operations, using investigative techniques to discover facts, examine theories.

### Highlights

- Background to Research
- Literature Review
- Qualitative & Quantitative Research Methods

### Financial Spreadsheet

Financial spreadsheets aid companies when preparing financial information. They provide an inexpensive option for financial analysis and can easily also be used in conjunction with the company’s management information system

### Highlights

- Aggregation Functions
- Arithmetic Function
- Array

### Derivatives - II

A derivative is a security with a price that is dependent upon or derived from one or more underlying assets. Commodity markets can include physical trading and derivatives trading using spot prices, forwards, futures, and options on futures.

### Highlights

- Derivatives Products
- Option Strategies
- Option Greeks
- Pricing of Futures & Futures Strategies

### Technical Analysis

Technical Analysis is sculpted to provide would-be managers with the right balance of Financial Technical Analysis Theory & it’s applicability to the Indian & Global Financial Markets using real-life charts.

### Highlights

- Theories, Techniques & Benefits
- Charts and their patterns
- Technical Indicators

### Fixed Income Securities

A fixed-income security, commonly referred to as a bond or money market security, is a loan made by an investor to a government or corporate borrower. The borrower, or issuer, promises to pay a set amount of interest, called the coupon, on a predetermined basis until a set date.

### Highlights

- Introduction to Debt Markets
- Bond Structure
- Bonds with Options
- Risks in Bonds

### IT in Business Management – II

This module delves further into the concepts discussed in Information Technology in Business Management-I & covers the various aspects of Management Information Systems, including the underlying concepts of E-commerce.

### Highlights

- E-Commerce
- Management Information Systems

## 36 Curriculum Summary - BMS in Capital Markets

### T.Y.BMS - Semester V

#### Financial Modeling

Modeling techniques for precise financial forecasting are used in several areas of finance, such as derivatives, valuation, deal structuring, project evaluation, portfolio management etc.

#### Highlights

- Core Statements
- Forecasting Revenue and Expenses
- Depreciation Schedule

#### Strategic Management

Strategic Management familiarizes the students with the financial environment of business, especially the financial markets. Imbibing knowledge about the decisions & decision variables involved in building the liability side of the balance sheet of the firm.

#### Highlights

- Developing the analytical skills by associating the tools & techniques with the situation
- The developing skills for interpretation business information

#### International Business

The study of international business involves understanding the effects that the above activities have on domestic and foreign markets, countries, governments, companies, and individuals.

#### Highlights

- Trade Theories and relevance in International Business
- International HR Strategies, Logistics and Supply Chain
- Emerging Developments and Other Issues

#### Foreign Exchange

Foreign Exchange or FOREX market is that in which currencies are traded and it is the largest and most liquid market in the world, with average traded values that can be trillions of dollars per day.

#### Highlights

- FEDAI, Forex Business Infrastructure in Banks
- SWIFT, Different types of forex trades
- Foreign Exchange Arithmetic

#### Financial Planning

Financial Planning is the process of estimating the capital required and determining its competition. It is the process of framing financial policies in relation to procurement, investment, and administration of funds of an enterprise.

#### Highlights

- Financial Planning and Personal Financial Statements
- Cash flow and debt management
- Investments Asset and Acquisition
- Insurance policies and strategies

#### Project Finance

Every Project needs financing to implement and run it successfully. Project Finance is sourcing funds to a long-term project & using cash flow generated from the project to pay back the financing procured.

#### Highlights

- Analysis
- Feasibility Study
- Capital Structure
- Preparing the Financial Model

### T.Y.BMS - Semester VI

#### Financial Technology

Financial technology is the new technology and innovation that aims to compete with traditional financial methods in the delivery of financial services. Fintech is destructive by nature, in that it aims to replace traditional systems in the Banking, Financial Services, and Insurance industry.

#### Entrepreneurship Management

Entrepreneurship Management is the practice of imbibing entrepreneurial knowledge & utilizing it for increasing the effectiveness of new business ventures as well as small and medium-sized business.

#### Islamic Banking & Finance

Islamic banking or finance or sharia-compliant finance is any banking or financing activity that complies with sharia (Islamic law) and its practical application through the development of Islamic economics.

#### Financial Risk Management

Financial risk management is a process that entails companies setting up guidelines to define their policy on accepting financial risk. Financial risk management is defined as the practices and procedures that a company uses to optimize the amount of risk it handles with its financial interests.

#### Portfolio Management

Portfolio management is the art and science of making decisions about investment mix and policy; matching investments to objectives; asset allocation for individuals and institutions and balancing risk against performance.

#### Taxation

Taxation refers to compulsory or coercive money collection by a levying authority, usually a government. It is crucial to understand taxation because taxation is differentiated from other forms of payment, such as market exchanges, in that taxation does not require consent and is not directly tied to any services rendered.

#### Highlights

- IPO & Book Building
- Secondary Markets & Technology Setup
- Trading Systems & Technology
- Back Office Technology

#### Highlights

- Qualities of an Entrepreneur
- Selecting a Business Idea
- Developing a Business Plan

#### Highlights

- Islamic Finance: Current Scene and Projected Potential
- The Fundamentals of Islamic Finance
- Islamic Insurance
- Capital Mobilization through Islamic Bonds

#### Highlights

- Capital Asset Pricing Model
- Arbitrage and Arbitrage Pricing Theory
- Banking Sector
- Interest Rates and Interest Rate Futures

#### Highlights

- Portfolio Management Models
- Portfolio Manager
- Security Analysis

#### Highlights

- In Direct Tax
- Direct Tax
- Goods & Services Tax

## 38 Corporate Connect

BSE Institute Limited is a wholly owned subsidiary of BSE Limited - First stock exchange in Asia. BSE is the first in the country to be granted permanent recognition under the Securities Contract Regulation Act, 1956.

BSE has had an interesting rise to prominence over the past 142 years. BSE, as a brand, has been and is synonymous with the capital markets in India. Its index 'SENSEX' is the benchmark equity index that reflects the health of the Indian economy.

BSE Institute being a premier facility in financial and capital market training is popular amongst the whole range of institutions in the Indian Securities Market, market participants like Government, external agencies, financial institutions and corporates and also enjoys their support in its functioning.

Our clients comprise of not only the leading organizations from the Banking, Financial Services and Insurance sector in India but also from various other countries. Our global clients regularly fly down their employees to gather the unique insights that the BSE Institute programs have to offer into the working of financial markets in India.

A few clients of BSE Institute are:



# 39 Corporate Connect



## 40 Internship Structure

### Industry Engagement

On an average, more than 50 lakh students graduate every year in India with a three, four or five years degree after 12th standard from all streams. More than 75% of these students enter the job market and nearly 47 percent graduates are unemployable. Employability requires the candidate to possess both job-related and generic skills. However, there are gaps in both areas.

#### What is required is a learning ecosystem where the students

- Not only learn the concepts but also get to apply them in the workplace context
- Build on their generic skills by immersing themselves in situations where they get to observe them being demonstrated as well as emulate them

### Objective of Structured Internship

A recurring theme in the realm of educational reform and innovation has been that of linking University education with Industry, to develop professional competency in an individual.

Industry interface meets the rapidly changing needs and challenges of a professional work place. This practice enables students to acquire professional and domain skills by applying the knowledge they possess, in unfamiliar, open ended real life situations.

### Benefits to Students

The industry interface component of learning at the BSE Institute is designed to bridge the gap between the classroom environment and the corporate world. Our experienced academic mentors are readily available to bring out the specific skill set in students, as required by the industry. It provides an opportunity to undergo the rigor of professional environment, both in form and in substance. It will also help them to satisfy their inquisitiveness about the corporate world.

### The Process

After a brief orientation in the assigned organization, the students are involved directly in addressing the predefined problems of the host organization

The students are encouraged to work independently, under the technical guidance of a professional expert of the organization and the general guidance of faculty

### Various forms of Industry Engagement

It can be a long-term assignment, short term assignment or live project work. Our academic mentors; depending on the student's knowledge, skill, leadership quality, the type of requirement & work load from different industry, allot the respective assignments to students.

#### The following is an indicative list of types of industry engagement

- Offsite project focused on a well-defined problem which is done by a group of 3 to 5 students under the guidance of a corporate mentor from the sponsoring organization and the academic mentor from the institute. This is done by the student on campus with a few site visits to understand specifications and study the problem.

### Monitoring

Continuous monitoring would be done by the academic mentors. Monitoring system will see to it that students strictly follow the organization rules, regulations and timings. Academic mentors keep a watch on the students with the help of organization coordinators and devise various means to gauge the student's progress.

## 41 Internship Structure

### Evaluation

In the curriculum, Industry Practice is a course and it will carry 100 marks weightage. Student's performance would be measured through different components like Project reports, Seminar, Viva, weekly / fortnight progress report. A handout will be given to the students before starting the course describing all the components of evaluation, dates, marks etc.



## 42 Application Process

### Eligibility Criteria

- HSC with minimum 50% from a recognized University having a flair for numbers can apply.

### Below documents to be submitted at the time of Application:

Self-attested photocopies of:

- SSC Marksheet and Passing Certificate
- HSC passing certificate
- Leaving Certificate
- HSC admit card / hall ticket
- Birth Date proof
- Aadhar Card copy

Candidates who are sending the application form by post need to send along a self – addressed envelope (A5 size) with postage stamp (minimum amount) affixed to it for any further communication.

Duly filled in Acknowledgement Card.

Duly filled in Identity Card with photograph.

Affixed photo to be signed on the first page of application (color photo with white background).

Demand Draft drawn in favor of BSE Institute Limited, payable at Mumbai (with Name, address, application number written at the backside of the DD).

Please ensure that all the attached documents are stapled carefully with the application form and the photographs are properly pasted on the application form along with the BIL - ET identity card.

**\* Date of Birth proof can be either Birth Certificate or School Leaving Certificate or PAN Card or Aadhar Card.**

### 1) Selection Criteria

- Valid BIL- ET\* Scores for Indian students
- Selected students will be called for Personal Interview.

### 2) BIL Entrance Test Dates:

BIL Entrance Test	Entrance Test Date
BIL ET 1	01 <sup>st</sup> April 2020
BIL ET 2	20 <sup>th</sup> April 2020
BIL ET 3	15 <sup>th</sup> May 2020

### Instructions for filling the Application Form

Application Form for admissions is to be sent to BIL with required documents as listed above along with duly filled Identity & Acknowledgement Card.

- It may please be noted that no change of address will be entertained till admissions are finalized.
- Please post or personally send in completed forms along with the mentioned documents to BIL, so that it reaches on or before the last date. Incomplete applications received after the last date as notified would be summarily rejected without giving any information to the candidate thereof.

## 43 Application Process

### For Indian Students

The Application Form with Prospectus can be obtained in the following ways:

#### i) In person:

- Collect form from BSE Institute Limited, 18th Floor, P. J. Towers, Dalal Street, Mumbai–400001 or from the BSE Institute Limited regional centers. (A complete list of the regional centers for purchasing the form can be found on our website: <http://mumbaiuniversity.bsebti.com>).
- Application Fee of Rs. 590/- has to be paid by DD drawn in favor of “BSE Institute Limited”, payable at Mumbai.

#### ii) By post: (for outstation candidates only) OR

- Send a requisition to Admissions In - Charge, BSE Institute Limited, 18th Floor, P. J. Towers, Dalal Street, Mumbai – 400 001
- Attach a Demand Draft for Rs. 590/-\* drawn in favor of ‘BSE Institute Limited’, payable at Mumbai
- The brochure will be couriered to you.

OR

#### iii) Download Online: (for outstation candidates only)

- Download the application form from the BSE Institute Limited website: <http://mumbaiuniversity.bsebti.com>.
  - Fill application form details
  - Affix candidate’s photograph and sign across it
  - Attach the documents as mentioned in the ‘checklist’ (refer website for list of documents)
  - Attach a Demand Draft for Rs. 590/-\* drawn in favor of BSE Institute Limited Ltd., payable at Mumbai
- Send the application form, with attachments, by post to BSE Institute Limited, 18th Floor, P. J. Towers, Dalal Street, Mumbai– 400 001.
- The brochure will be couriered to you.

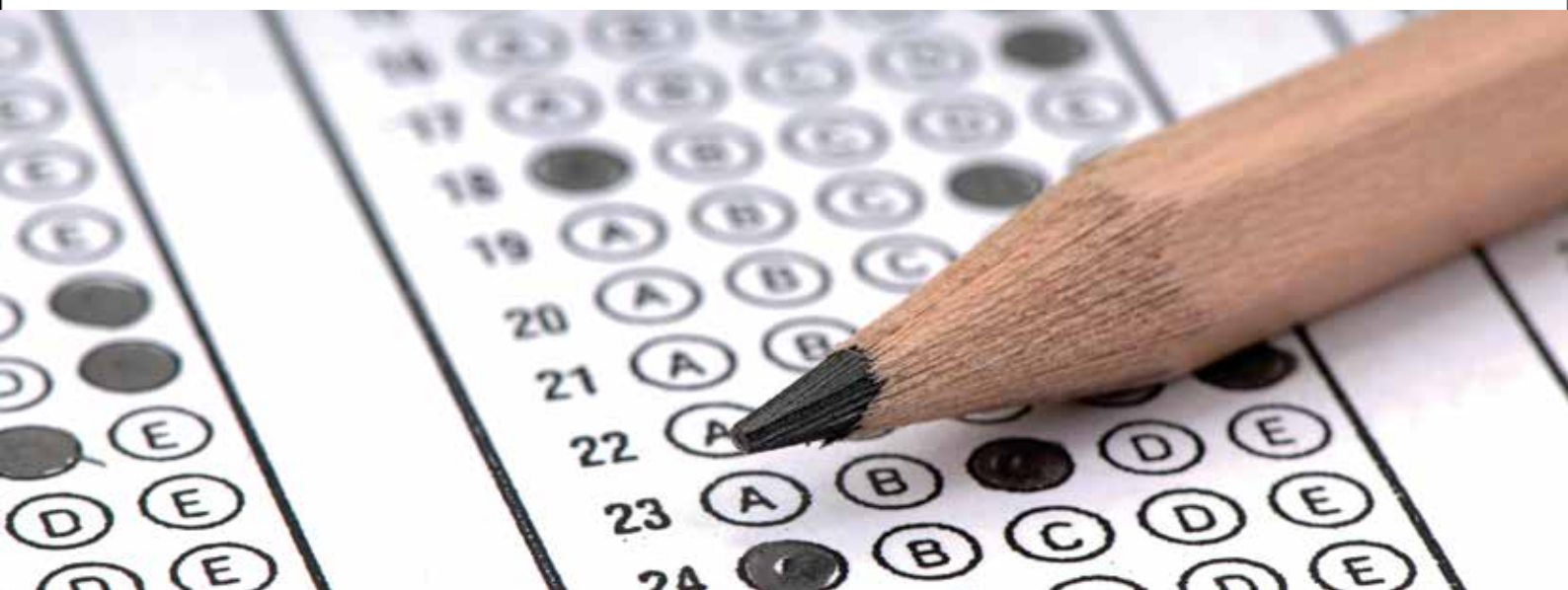
### For International & NRI Students

- Download application form from the website: <http://mumbaiuniversity.bsebti.com>.
- Print the application form and fill application form details, affix candidate’s photograph and sign across it.
- Use the link [www.payment.bseindia.com](http://www.payment.bseindia.com) to make payment of \$50 for application submission.
- Enter the payment transaction code in the application form once the transaction is complete.
- Scan the application form and email it to the BSE Institute Limited at [admissions@bseindia.com](mailto:admissions@bseindia.com).

Fees once paid to BSE Institute Limited will not be refunded under any circumstances. The Application form is not transferable and the Application for Admission should be in the prescribed form of the year 2019.

The form issued by BSE Institute Limited for this program, BMS in Capital Markets, only should be used.

**Note: Student needs to pay Rs. 1000/- at the time of applying online at Mumbai University website/ GICED Application Fees**



## 44 Admission Process

BSE Institute Limited shall confirm the admissions after scrutinizing the applications for completeness and accuracy of the following documents:

### **Original and three attested photo copies of the below documents need to be submitted at the time of Admission:**

- 10th Marksheet , Passing Certificate (OG)
- 12th Marksheet, Passing Certificate (OG)
- Passing Certificate
- Leaving Certificate
- HSC admit card / Hall ticket
- Transfer certificate
- Migration certificate ( only students other than Mumbai University)
- Gap Certificate if required
- Passport size photograph for institute I card
- Card form duly filled
- Aadhar Card

All papers are sent for verification to respective issuing authorities. Candidates have to pay document verification fee as mentioned in the table. Fees shall always be payable by the student through Demand Draft in favor of BSE Institute Limited, payable at Mumbai. BSE Institute Limited is not responsible for any cash and other payments made other than those paid through Demand Draft in the name of BSE Institute Limited.

### **Program Fees**

Security Deposit	Rs. 20,000/-
Convocation Fees	Rs. 270/-
Uniform Charges	Rs. 11,800/-
Per Semester Fees	Rs. 70,800/-
Total Program Fees	Rs. 456870/-
GICED Application Fees	Rs. 1000/-

### **Mode of Payment**

- The Semester Fees should be paid in the form of a Demand Draft drawn in favor of BSE Institute Limited payable at Mumbai.
- Students may check the following in respect of Demand Draft they send:
  - Name of the drawing / drawee branch of the bank.
  - Code number of the drawing / drawee branch of the bank.
  - Date of Issue of the Demand Draft, and Signature of the Officer of the drawing branch.

## 45 Admission Process

### Eligibility Verification Fees.

Students within Maharashtra state but other than Mumbai University	Rs. 250/- (Provisional Eligibility Fees), Rs 250/- (Eligibility cum enrolment fees) Verification processing charges as per actual.
Students within Maharashtra state but other than Mumbai University	Rs 250/- (Provisional Eligibility Fees), Rs 250/- (Eligibility cum enrolment fees) Verification processing charges as per actual.
Students from Universities other than Maharashtra state	Rs. 350/- (Provisional Eligibility Fees), Rs 250/- (Eligibility cum Enrollment Fees), Verification processing Charges as per actual
Foreign Students	Rs 750/- (Provisional Eligibility Fees), Rs 250/- (Eligibility cum enrollment Fees), Verification processing charges as per actual.

### Admission Cancellation Procedure:

- The students who wish to cancel their admission will have to submit an application along with their original fee receipt and college ID
- The admission will be cancelled within a month of application submission
- The original documents will be returned to the candidate after the cancellation
- The Application fees once paid will not be refunded for any reason
- No Fees will be refunded after course commencement for any reason

All students' queries may be addressed here:

The Admissions In-Charge

BSE Institute Limited, 18th & 19th Floor, P. J. Towers, Dalal Street, Mumbai – 400 001.

Direct: 022 2272 8920 / 5703

Toll free no.: 1800 22 9030

Fax: 022 2272 3250

E-mail: [mumtaz.mistry@bseindia.com](mailto:mumtaz.mistry@bseindia.com)

Website: [mumbaiuniversity.bsebti.com](http://mumbaiuniversity.bsebti.com)



## 46 Corporate & Student Events

### Stock Torero



Every year we at BSE Institute host Stock Torero, a national level trading competition. Students from various business schools including institutions like IIT Bombay, Thadomal Shahani Centre for Management, N L Dalmia Institute of Management Studies & Research, Institute Of Technology & Management, IFIM, Guru Nanak Institute of Management Studies, Chetana's Institute of Management & Research, HR College Of Commerce & Economics, Institute of Financial Management & Research, Welingkar Institute of Management, L J Institute of Management Studies, Indian Education Society Management College and Research Centre, Ramprasad Khandelwal Institute of Management and Research, ICFAI Business School, Dr. V.N. Bedekar Institute of Management Studies, Thakur Institute of Management Studies & Research, K. J. Somaiya College of Arts & Commerce, Jai Hind College, NMIMS participated in the intraday simulated trading competition.

The groundwork for the competition starts months before the D-Day, committees are formed and work is divided among different departments. There are 3 major departments, the Media & Research department takes charge of the news feeds broadcasted during the trading session. The jobbers from the jobbing team work with the traders and, the Marketing committee is responsible for visiting different colleges and inviting the students.

The competition creates a virtual working environment for stock trading. Participants experience the real trading environment with live news feed and market fluctuations. They test their trading strategies, decision-making and analytical skills.

## 47 Corporate & Student Events

### BIFO - BSE International Financial Olympiad

BSE International Financial Olympiad is an initiative to extend financial literacy at the school level through its flagship innovative and educative, and national-level financial quiz competition. It is aimed at encouraging school students to explore and learn more about the financial world by developing analytical and problem solving skills that will be essential to their careers. It focuses on empowering students with a proper understanding of the opportunities in the financial markets. It helps students prioritize their financial goals and guides them towards becoming financially responsible and independent individuals.

Young people today, face more responsibilities and challenges than ever before. They now bear more of the costs of their own education, they also tend to borrow large sums of money at an early age. Hence, it is critical for them to be financially literate at an early age. However their curriculum is already overloaded. With decreasing attention spans, conventional approaches to teaching will not work, which is why we, at BSE Institute Ltd., thought of devising a fun filled national level competition to help school children to acquire financial knowledge.

This year, we hosted the 6th edition of this event and we had a very good response from all over the country. A total of 15,000 students from over 600 schools across the country participated in the national-level competition which was spread over 6 months. We are confident that the BIFO will go a long way in encouraging our youth to be financially literate.



## 48 Corporate & Student Events

### DALAL STREET LIT FEST

The third edition of BSE Institute's Dalal Street Lit Fest Exchange was inaugurated by Managing Director and CEO, Mr. Ambarish Datta. This one-of-its-kind event is a perfect collaboration and celebration of two completely diverse genres- Finance and Art.

Held at the ICH of Bombay Stock Exchange, the Dalal Street Lit Fest Exchange 2019, hosted many eminent business leaders, journalists, best-selling authors, storytellers, humanitarians, entertainers, great thinkers and aspiring artists. It managed to capture the audience's attention through meaningful events and bring to life topics like literature, politics, science, mathematics, history, society, finance and business via informative panel discussions, workshops and talk sessions.

With 'Water Conservation' being the theme for this edition, it managed to create an awareness about its scarcity and need for careful management. A number of intriguing activities like live sketching, tarot reading, Henna Art, pottery, food stalls, pop-up shops, foot spa stalls, seemed to have greatly compelled the audience. Not to mention the splendid band events and enthralling performances that lifted our spirits, on this enchanting venture!

True to its tagline, "The flow of Life: from ideas to convictions to actions, via the diverse themes of Finance and Literature", this event has managed to disseminate motivational and inspirational messages while highlighting the need for water management and regulation.



## 49 Corporate & Student Events



## 50 Corporate & Student Events

### Torque

Torque is one of the most eventful evenings with mixed feelings of happiness & nostalgia at BSE Institute. The graduating students get the opportunity to get valuable insights from dignitaries like Mr. Sudhakar Rao, Chairman, BSE Institute Ltd, Mr. Ashishkumar Chauhan, MD & CEO, BSE Ltd & Mr. Ambarish Datta, MD & CEO, BSE Institute Ltd. We felicitate our students with certificates & trophies and celebrate their memorable journey with BIL. The convocation ceremony is followed by a cultural event with stunning performances by the staff and students.

Torque is the most important day in the life of BIL students as it marks the culmination of their academic life. The graduates receive their degrees and awards for their achievements and also share their experiences via memorable speeches. They give speeches and share their experiences. During the annual flagship event of the institution, the Alumni Meet is also held to take a walk down the corridors of nostalgia. It is one of the most remarkable evenings that comprises of the convocation, cultural show, prize-distribution & reunion.



## 51 Corporate & Student Events

### Mahurat Trading 2018

Muhurat is a Hindi word which means “antauspicious time”. In Indian Stock Markets, Muhurat Trading is done on the auspicious occasion of Diwali, every year. The festival of lights is considered to be one of the most propitious time to invest. It is believed that Muhurat trading on this day brings wealth and prosperity throughout the year. This year on the eve of Diwali a market-wide buying was observed on the Diwali Muhurat trading.

At BSE, Muhurat trading takes place on the Third day of the festival period of Diwali which is the last



day of the Vikram Samavat year and hence most important day of Lakshmi-Puja, devoted entirely to the worship of Goddess Lakshmi. On this day “Chopada-Puja” is done by the business community. Brokers perform “Chopada puja” to invoke Goddess Laxmi for progress and prosperity and do ‘Muhurat (auspicious) trading’ or symbolic auspicious business deals to mark the beginning of the new Vikram Samavat. The Lakshmi Puja was followed by the bell ringing ceremony. Bollywood actress Neetu Chandra rang the bell and started the Muhurat Trading this year.

### BSE Institute Ltd. signs MoU with IIM Lucknow



BSE Institute Ltd. has signed a Memorandum of Understanding (MoU) with IIM Lucknow to offer joint program in Advance Management. The MoU was exchanged at IIM Lucknow campus. BSE Institute was represented by Vinod Nair, Head Academics & Pradeep Chowdhary, Business Head and IIM Lucknow was represented by the chairman of the Long Duration Management Development program and Dr. Ajit Prasad, Director IIM Lucknow. The Advanced Management Program is designed to sharpen critical thinking skills and hone leadership capabilities.

### BSE Institute Ltd. signs MoU with IIT Madras

BSE Institute Ltd. signed a Memorandum of Understanding (MoU) with IIT Madras to offer a joint program in Business Analytics. The MoU was exchanged at IIT Madras campus between Mr. Ambarish Datta, MD and CEO, BSE Institute Ltd. and Dr. Ashok Kumar Mishra, Professor, Dept of Chemistry and Dean- Academic Research in presence of Dr. V. Kamakoti, Professor Department of Computer Science & Engineering, IIT Madras and Mr. Pradeep Chowdhary, Business Head, BSE Institute Ltd.

It will provide excellent opportunities to students from both the cities who aspire to study with a diverse peer group and a global, life-long network of trusted connections. Through this program one can turn complex data into a competitive advantage with the efficient use of Business Analytics & thereby support business decisions.



### BSE Institute Ltd. signs MoU with IIT Patna



BSE Institute Ltd. signed MoU with IIT Patna to jointly offer Post-Graduate Certificate Program in Data Analytics & Business Intelligence. The MoU was signed by Shri Ambarish Datta, Managing Director & CEO, BSE Institute Ltd. & Dr. Sumanta Gupta, Associate Dean IIT Patna in the presence of Mr. Pradeep Chowdhary, Business Head, BSE Institute Ltd., Prof. Pushpak Bhattacharya, Director, IIT Patna & HODs of Continuing Education Programme (CEP) in IIT Patna Campus. Post-Graduate Certificate in Data Analytics & Business Intelligence is a one-year online program wherein some modules will be taught by IIT Patna and the rest by @BSE Institute Ltd..

## 52 Corporate & Student Events

### GIFT City



An emergent India represents a beacon of light, illuminating the shores of financial growth. GIFT (Gujarat International Finance Tec-City), India's first International Financial Services Centre, embodies this vision with conducive multi-service SEZs & an exclusive domestic zone. GIFT is one of the most ambitious projects ever undertaken in India's Financial services space. A project of this scale will require an army of professionals to set-up & run. BSE Institute recognizes this as an excellent opportunity for its expertise in financial training, acquired over the years, to be put to good use in helping the nation grow. A Centre of Excellence (CoE) will be established in collaboration with GIFT city for this purpose.

This CoE will develop customized programs to train young graduates & prepare them to meet the requirements of the companies at GIFT City. The Centre will also have a simulated trading lab to allow students to experience live trading in an environment which mirrors the real markets. This association with GIFT City is an excellent opportunity to provide a pipeline of professionals with transnational skills & thereby increasing employability of the youth in the state of Gujarat. We have plans in place to skill 25000 professionals in the next 5 years. BSE Institute's CoE will further strengthen our commitment to government of India's Skill India Mission by supporting international mobility of the Indian workforce by preparing them for work in international companies operating from GIFT city.



## 53 Corporate & Student Events

### BSE Institute Limited in association with BHU, Varanasi and NITI Aayog launched AIC



BSE Institute in association with Banaras Hindu University, Varanasi and NITI Aayog has launched the start-up incubator, the Atal Incubation Center – Mahamana foundation of Innovation & Entrepreneurship for promoting entrepreneurship in Varanasi & neighboring cities on 18th September, 2018. AIC- Mahamana foundation of Innovation and Entrepreneurship was inaugurated by Hon. Prime Minister Shri Narendra Modi.

The objective of the incubator is to help identify new start-up companies and in this process help them accelerate, provide mentorship, connect them with investors and help them scale up. The incubator is expected to help entrepreneurs, youth and individuals passionate about starting their own venture. In multiple domains including eGov, social, watertech, clean tech, defense, financial inclusion amongst other areas.

The incubator set up along with NITI Ayog, under the Atal Innovation Mission, will help startups and entrepreneurs build their businesses and scale up. It is spread across 10000 sq. ft. and offers co-working space, ideation center, collaborative pods, tinkering labs and administrative area. As part of the launch, 20 start-ups were selected and have commenced a 3-month-long mentorship program delivered by Zone Startups India.



## 54 Corporate & Student Events

### Boot Camp with Western Sydney University



We are happy to announce that we hosted under-graduate students from Western Sydney University for Bootcamp under the Global Mobility Program organized by NSW Government. The students visited BSE Institute Ltd. and learned about BSE Ltd. and the Institute. They were briefed about India's economy, Mumbai, the financial capital of India & Employment in India.

Prof. Suhas Worlikar spoke about how India is developing a mixed economy and it is the sixth-largest economy of the world, as per nominal GDP and the third-largest by purchasing power parity (PPP). He also discussed how after the economic liberalization in 1991, India achieved 6-7% average GDP growth annually.

In the Financial Years of 2015 and 2017, India's economy became the world's fastest growing major economy overtaking China.

As per the global brokerage, Morgan Stanley, India's digitization drive would provide a boost of 50-75 basis points to GDP growth in the coming decade. It is estimated that the country is expected to be a USD 6 trillion economy - the third largest in the world by 2027, majorly because of digitization. Post the Bootcamp program, the students were felicitated with certificate from BSE Institute Ltd..

### Cloud Security Redefined Conference

The growing importance of cloud computing makes it increasingly imperative that we understand the meaning of trust in the cloud and how the customer, provider and society in general establish that trust. Securing any cloud infrastructure is a big job. You have to be constantly up-to-date when it comes to skills, tools and technology as well as the vulnerabilities and threats that crop up continuously. As the use of cloud computing spreads to support digital business efforts, risk executives are wary of emerging cloud-based data management risks. We hosted "Cloud Security – Redefined" a conference which was designed with an aim to bring together the cloud computing community to connect, collaborate, and learn about cloud security.

Dr. Sanjay Bahl, Director General, Indian Computer Emergency Response Team, gave the opening address. He said "In Cloud Security, we need to recognize the problem before it becomes an emergency so that the customers have faith in this new technology. When we are moving to 'Cloud' for data storage then we have to be pretty mature and need to see it more from a governance perspective so that we can make the most out of it and use it to solve our problems. It was followed by another address by Mr. Aamir Thokar, Business Head, India and Saarc – Cloudfare.

After the keynote address, a panel discussion on "Trust Management in Cloud Computing" including panellist Mr. Tarun Gupta, Sapthum, Mr. Aamir Thokar, Cloudfare, Mr. Shivkumar Pandey, BSE Ltd & Mr. Narendra Nath, NIC commenced. They discussed about the importance of Security in the Cloud. Post to which, another panel discussion on "Big Data Security Issues and Cyber - crime" started, it was moderated by Mr. Guarav Shinh, Managing Partner, Data Analytics Service with panellists Tarun Gupta, Cognizant Retail & Consumer Goods & Mr. Submit Gupta, SpineMedia LLC.

Mr. Vinay Godse, Vice President - Data Security Council of India addressed the audience and spoke about the importance of securing data in cloud. An interesting panel discussion on "Cloud Computing



## 55 Corporate & Student Events



### RBI Visit

BIL students visited the Reserve Bank of India. This visit was primarily an educational visit but the real timeliness that students got to learn was something which enriched their knowledge even beyond their textbooks or curriculum.

Students were shown the monetary museum, wherein a small audio video was showcased which was a small compilation of the origin of currency and the evolution of money since the 1st piece of metal exchanged to the current system.

Students were then escorted to National Cheque Clearing Corporation of India (NCCCI), Nariman Point. This house is the focal point of all the cheque clearing procedures in the country. The procedure used for the clearing of cheques at the national level was explained using quantitative examples. The overall experience for students was very enlightening & enriching.



### China Visit

A delegation of 16 Finance Professionals from BSE Institute Ltd. (including 7 students from the institute) went to China for an exchange program for 15 days hosted by the Ministry of Commerce of the People's Republic of China and organized with the support of Beijing International Chinese College (BICC). There were various sessions conducted for the delegates where they learnt about the Chinese culture, economy, business environment, politics and their language too.

They were given an overview of China in a session conducted at China Foreign Affairs University. They learnt applied Chinese, Chinese Festivals and Culture of Old Peking at BICC and overview of Chinese economy and China's financial system at University of International Business and Economics. They discovered the hard work put in by Chinese companies in the areas of research, development and design on their visit to Dishang and Wego.

### BSE Institute limited and Simon Fraser University, Vancouver Canada signed MoU to launch the program in MSc. Finance

BSE Institute Limited & Simon Fraser University, Vancouver have signed a Memorandum of Understanding on 29th October, 2018 to jointly offer MSc in Finance course. The MoU was signed by Mr. Ambarish Datta, MD & CEO, BSE Institute Ltd and President Andrew Petter of Simon Fraser University.

The MSc in Finance program at BSE Institute Ltd. and Simon Fraser University will equip the students with the knowledge & skill needed to manage investments and risk in a rapidly changing world. The course is designed to meet the increasing global demand for skilled risk management & investment management professionals. The program provides a unique blend of rigorous training and real-world experience. Students will get an unparalleled opportunity to gain world-class, inter disciplinary educational experience with life-long value. The program offers students to study for 3 months at the BSE Institute Ltd. campus & then move on to Simon Fraser University Canada for 16 months giving a truly world-class learning experience.



## 56 Corporate & Student Events

### Vice President's Visit

Hon'ble Vice President of India, Shri M. Venkaiah Naidu addressed the congregate at BSE delivering the first Prof. Yashwantrao Kelkar Memorial Lecture.

He said "I express my gratitude to the organizers for having invited me to deliver the first Prof. Yashwantrao Kelkar memorial lecture. I recollect him as a selfless, simple, affable, affectionate and a caring individual. He was a friend philosopher and guide to many people", he also added "He gave purpose and goal to the life of thousands of students and youth and made them participate in all walks of life with nation-first attitude. The Indian philosophy with its unique definition of the relationship between individual, society, nature, creation and the creator and its distinct concept of human happiness provides the basis for meeting the multi-pronged challenges faced by the world community today."



The students of BSE Institute had the privilege to attend the event. Shri M. Venkaiah Naidu spoke about the progress of India and the role that students play in the development. He pointed out to the fact that is a need to promote a nationalistic outlook among the youth and involving them in constructive nation-building activities is necessary and student organizations such as Vidyarthi Parishad must instil the feeling of 'nation first' among the youth and encourage them to actively participate in national development. He quotes, "This is the age of innovation, incubation and start-ups and we must fully tap the entrepreneurial potential among the youth of the country."

He spoke about need of the hour issues like preparing the students to effectively face the challenges of the 21st century and revamping the education system and reorienting the curriculum to suit the needs of the 21st century, while upholding the Indian values and ethos at the same time. He highlighted the need of the Indian education system to be at par with international standards giving the child a holistic education.

### Visit of Vice President of the USA, Joseph R. Biden Jr.



Former Vice President ,Joe Biden, on the U.S.-India Partnership visited BSE Ltd. where he mentioned the launch of an annual dialogue between Indian & USA governments that covers everything from counter-terrorism to higher education. He emphasized on the essentials to take the additional steps necessary to spur further growth and enhance influence of the Indian economy around the world and in the process lift the whole world. Mr. Joe Biden stressed on deepening economic relationship which will help to accomplish overarching individual domestic goals of both economies.

## 57 Corporate & Student Events

### MoU with Udaipur Chamber of Commerce & Industry



We are pleased to announce that BSE Institute Ltd. has signed MOU with Udaipur Chamber of Commerce & Industries (UCCI), to set up the Centre of Excellence in Udaipur.

The MoU was signed by Mr. Ramesh Kumar Singhvi, UCCI and Mr. Pulock Bhattacharya. The initiative has been taken for imparting Skill Development Training in financial and banking sectors which has a huge employment potential. The centre will also have various certification programs to help the youth start their career in the world of finance.

#### About Udaipur Chamber of Commerce & Industry

The Udaipur Chamber of Commerce & Industry (UCCI), a multi-district apex body of trade, industry, mining & tourism and partnering industry and government alike through advisory and consultative processes, works to create and sustain an environment conducive to the growth of industry in Southern Rajasthan.

### HR Conclave 2019



HR Conclave 2.0 brought bright minds of the HR community under one roof to spread their wisdom with others. It provided a common platform for networking and discussing the latest trends of human resource management. Panel discussions helped to cover three of these trends. The first one was on “Disruption of On-Campus Recruitment”, moderated by Alok Sheopurkar-Executive VP-HDFC Asset Management Company. Followed by a discussion on “GIG Economy Disrupting Permanent Jobs”, moderated by Mr. Jyormoy Bhaacharya - Head HR Business- Mahindra Finance.

To conclude, the final panel discussion addressed the topic “Can HR be replaced by artificial intelligence?” It was moderated by Mr. Anil Salvi- MD and Group Head HR JM Financial Group. The panellists for the event were a set of senior professionals from the HR Industry. The event was successfully sponsored by Free Press Journal as Media partner, Event partners: BSE IPF and HRM Thread, Gift partner- Alan gifts, Beverage partners- Sosyo and Desire, Food partners- Bhojan tree & Oasis desserts.

## 58 Awards & Accolades



### **BSE Institute Ltd received the Skoch Order of Merit Award**

BSE Institute Ltd. has been awarded The Skoch Renaissance Award for the best projects in the country in the field of Vocational Education and Financial Literacy & conferred the Skoch Order-of-Merit during the 38th Skoch Summit on "Resurgent India, Competitive India" at the India Habitat Centre, New Delhi.

The Skoch Renaissance Award is conferred upon corporates which demonstrate outstanding business leadership while simultaneously contributing to India's socio-economic growth.

The Skoch Renaissance Award considers corporate entities that have contributed significantly to India's growth through an exemplary, sustainable & balanced business performance. The organisation should have exhibited strong business leadership, a commitment to improving the sector they operate in by value creation for all stakeholders, business process and quality enhancement, skill development, employment generation and being a good corporate citizen.

### **BSE Institute Ltd. received IPN Global Best Award 2018, for impacting youth Employability Skills at NASA**

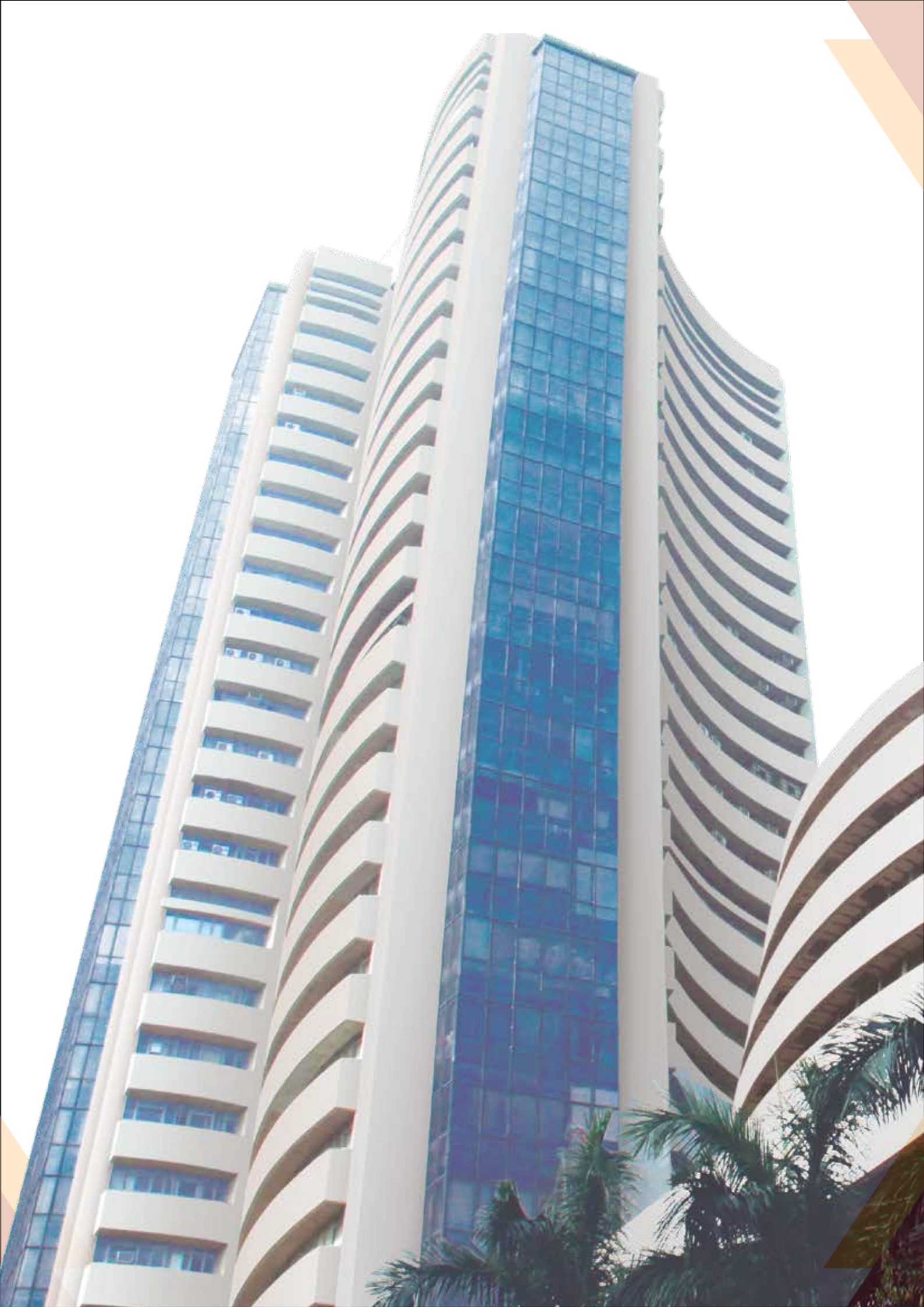


The 2018 IPN Global Best Awards that was held at NASA, Jackson Space Station, Houston honored and felicitated BSE Institute Ltd. for the dedicated effort to provide employment opportunities to the youth in Asia.

Mr. George Abby, former director of NASA's Jackson Space Centre & Mr. William McArthur, American Astronaut presented the award to Shri Ambarish Datta, MD and CEO, BSE Institute Limited and Mr. Rahul Ranadive, Vice President, BSE Institute Limited.

BSE Institute Limited launched a program that would allow to expedite the training of the graduate populace that was looking for jobs, while simultaneously

addressing the serious need for quality workforce for Investment Banking Back Offices in India. The resultant of these efforts is the Certificate Program in Investment Banking Operations. It is a course which prepares graduates for investment banking operations job roles. The course provides career and training opportunities to youth. The program has been created in consultation with industry experts. During the duration of 10 weeks, students acquire in-depth knowledge of investment banking back office operations as well as personal and professional development skills.





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