Q1. Why a Post Graduate Programme in Wealth Management?

Wealth Management is an advanced form of financial planning that provides Individuals, Companies and Families with Estate Planning, Asset Management, Legal Services Resources, Trust Management, Investment Management, Taxation Advice and Portfolio Management Services. Wealth Management business has typically been an offshoot of the growth in discretionary income. With the rapid growth in India’s GDP and income levels, its WM industry has become a hot-bed of activity. New and existing players are competing in a yet nascent market. Indian HNI wealth and count has grown at a CAGR of 5-6% from 2006 to 2011, similar to Asian markets but much higher than global rates.

Wealth Management market has seen healthy growth in India, given its economic growth and rise in savings and discretionary income. The Indian market offers a good scope for growth, given its long-term economic prospects, positive demographics and current low penetration. Using 5 year historical average of HNI wealth/GDP for each year, combined with IMF's GDP projections, it is estimated that HNI wealth in India will grow to US$952 bn by 2017, a 12% CAGR from 2011.

Companies need to understand the changing client behaviour, market dynamics and reorient their operating models to adapt to new situations. Firms with the right strategy, product mix, value proposition and service levels can gain retention, revenues and profitability. Value proposition for client segments and advice-based sales will be critical.

The need for advice has never been greater, but the way it is delivered will be a challenge. There is dearth of such professional in India. The Securities and Exchange Board of India (SEBI), has already laid down guidelines and eligibility criteria for rendering financial advice. In order to develop competent professionals for advising clients in matters related to wealth management who also fulfil SEBI’s requirement, NSE as a market leader has launched a 50 weeks, Post Graduate Programme in Wealth Management (PGP-WM). The PGP-WM is offered in the weekend format, at NSE office in New Delhi, with American Academy of Financial Management (AAFM) as the knowledge partner.

Q2. I want to know about PGP-WM Programme

The PGP-WM is a highly sophisticated and specialized Programme which is designed by industry professionals after analysing job requirements to determine the knowledge, skills and abilities required to function effectively as a wealth manager.

The PGP-WM is a 50 weeks programme spread over in 3 trimesters. Each trimester will have 7 papers. The programme will commence from 31st January 2015. No specialised prior knowledge from candidates is expected except general understanding of economics, accounts, computer and internet skills. The classes will be held at centrally located NSE office in Delhi on Saturday and Sunday. The Programme is intensive with more than 500 hours of training. Candidates are also expected to supplement their learning with matching hours on account of individual study, case studies, individual and group assignments, research project, presentation, project report, e-learning etc.

Q3. What is the programme coverage for PGP-WM?

The PGP-WM is programme of 50 weeks, divided into 3 trimesters. Each trimester will have 7 papers as given below.
Trimester I

1. Financial Planning and Wealth Management
2. Investment Vehicles
3. Investment and Risk Management
4. Mutual Fund
5. Banking and Depository Services
6. Economics and Accounting for Wealth Managers
7. Wealth Management Environment

Trimester II

1. Investment Analysis and Portfolio Management
2. Managing Risk through Insurance
3. Regulatory Framework for Wealth Management Services
4. Real Estate Valuation and Analysis
5. Managing Credit and Loans
6. Marketing of Wealth Management Services
7. Personal Branding and Corporate Grooming

Trimester III

1. Entrepreneurship and Wealth Management
2. Taxation for Wealth Management
3. Project Financing and Private Equity
4. Applied Wealth Management
5. Technology for Wealth Management
6. Retirement & Wealth Transfer
7. Emerging Trends in Wealth Management

Q4. When and where will the classes take place?

The classes will be held on weekend basis on Saturday (from 2pm to 6:15pm) and on Sunday (from 10am to 6pm) at centrally located office of NSE in Delhi at the address given below. It is on the main road of Parliament Street, near Jantar Mantar and adjacent to Patel Chowk metro station.

National Stock Exchange
4th Floor, Jeevan Vihar Building
Parliament Street,
New Delhi – 110 001

Q5. What is the teaching pedagogy?

The teaching methodology is practical, hands-on and real-time, rather than merely theoretical. The classes will be taken by academicians and professionals from wealth management industry. In addition to classroom teaching, learning will be through case studies, simulation games, assignments, role plays etc. Candidates may also be assigned to faculty / industry mentors. Candidates are also encouraged to have active class room participation, make presentations, seminars, workshops etc. Each trimester is followed by a computerised, objective type examination for most of the papers which will carry a weightage of 70%. Another 30% weightage is for internal assignments based on continuous learning by the students as reflected in their class participation, presentations, individual and group assignments, peer learning, research project, project report, e-learning etc.

Q6. Who should enrol for PGP-WM?

The PGP-WM is suitable for 3 types of candidates. The 1st category is working professionals who are already dealing with Wealth Management in their current job profile. This Programme
is suitable for professional engaged in Financial Planning and Risk Management, private equity companies, Investment Banks, Stock Broking firms, real estate firms, NBFCs, commodities, currencies, credit rating agencies, securities research firm, KPO firms etc. Such candidates feel that they lack adequate knowledge and skills to handle their job profile and a specialised Programme such as PGP-WM will provide them necessary knowledge, tools and techniques to succeed in their profession.

The 2\textsuperscript{nd} category of candidates is working professionals from any industry who want to switch from their current job profile to Wealth Management Industry in view of the growing requirement in this area.

The 3\textsuperscript{rd} category of candidates is students who have acquired professional qualifications such as MBA, M.Com, CA, CFA, Engineering, Computer stream who want to utilize their academic back ground and pursue a highly specialised career in Wealth Management.

**Q7. Why should I join the weekend, PGP-WM at NSE?**

Mr. Abraham Lincoln, former president of USA has also said “If I had six hours to chop down a tree, I’d spend the first four sharpening the axe”. Henry Ford also opined that, “Anyone who stops learning is old, whether at 20 or 80. Anyone who keeps learning stays young.” The very fact that you are reading these FAQs for the weekend Programme is an indication of your initiative to sharpen your professional skills. The main **advantages** of joining, week end, PGP-WM are:

1. Globally benchmarked curriculum with Indian focus
2. American Academy of Financial Management is the Knowledge Partner
3. You can continue to earn, learn and grow without leaving your job
4. The programme is designed for aspiring as well as seasoned wealth managers
5. It is a fast track, intensive training of 500 plus hours in 50 weekends
6. Simultaneously one can earn CWM®, SEBI’s accreditation for Investment Advisory
7. Experiential learning, industry mentors, case studies, simulations etc.
8. Placement Assistance
9. Multiple career options in banking, financial services and insurance sector

We encourage you to enhance and sharpen your competence and skills in wealth management by joining the weekend, PGP-WM offered by NSE.

**Q8. Does NSE or AAFM assist in placements?**

The dedicated team from NSE and AAFM looking after placements will act as a close link between successful pass-outs students and organizations needing professionals. Thus, whereas AAFM & NSE provide placement assistance to successful candidates but they do not guarantee any placement.

**Q9. What career opportunities are available on completion of PGP-WM?**

The demand for the Wealth Managers remains strong in banking, financial services and insurance sector. The candidates, who have the relevant qualification in the field such as PGP-WM are likely to be employed by every major Private Equity, Banking Institution, Assets Management Companies, Consulting Firms, Credit Rating Agencies, Hedge Funds, Technology, Insurance, NBFCs, Financial Services Institutions etc.

While individual career prospects will always vary according to the nature of your earlier academic qualification and professional experience, PGP-WM will provide you with a professional edge compared to your peers to make a career in Wealth Management with various designations like Wealth Manager, Analyst-Equity, Technical, F&O, Commodity, Forex, Portfolio Managers, Relationship Managers, Risk Managers, Teaching/Content Development, Financial Journalist, Operations Manager etc.
Many participants are able to launch their own ventures as Independent Financial Advisors, Consultants which can grow over a period of time into large companies.

Q10. What is the status of PGP-WM?

In India, management of wealth is a new emerging area requiring cutting-edge knowledge and skills. There is a strong need to create new breed of experts capable of handling wealth for the individuals as well as corporates in a professional way. It is clarified that PGP-WM is neither a degree nor a diploma and is not recognized either by AICTE or UGC. The Post Graduate Programme in Wealth Management is awarded by National Stock Exchange of India Limited with American Academy of Financial Management as the Knowledge Partner.

Q11. Generally, what are the duties and responsibilities of Wealth Managers?

Wealth Managers are responsible for financial planning and wealth management of individuals as well as large organisations. They are responsible for developing strategies for managing a significant portfolio of investments, including meeting with fund managers, preparing and reporting on the analysis of investments and investment strategies, working with the company’s investment advisors; assists in the analysis of a variety of treasury activities including internal investment activity, external investments, banking relationships, cash management, and external relations; assists in the development of funding and investment strategies for company assets.

Q12. What are the eligibility criteria?

A Bachelor’s degree recognised by Indian universities. Graduate candidates with 2 years of work experience (either as an employee or as self-employed professional or entrepreneur) or persons with professional qualification such as MBA, M.Com, CA, CFA, MCA, B. Tech etc. will be given preference. There is no upper age limit for the program.

Q13. I am interested for PGP-WM, how do I proceed?

Candidates are required to satisfy themselves about the eligibility and suitability for the Programme keeping in mind their career goals. In case of any doubt or clarification they are also encouraged to consult the education counsellor by phone, email or personal contact before registering for the program.

The admissions are based on first cum first served basis, subject to availability of seats. The last date for application is 22nd Jan 2015.

Q14. What is the investment needed for the weekend PGP-WM?

The investment for the Programme is Rs.1, 95,000/- inclusive of Service Tax (Rupees One Lakh and ninety five thousand only). The present rate of service tax is 12.36%. The payment options are given below.

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<tr>
<th>Particulars</th>
<th>Investment</th>
<th>Last Date of Payment</th>
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<tbody>
<tr>
<td>Investment</td>
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<td>Registration</td>
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<td>2nd by 12th April 2015</td>
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<td>Option III - 3 instalments</td>
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<td></td>
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<td>2nd by 12th April 2015</td>
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<td></td>
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<td>3rd by 16th Aug 2015</td>
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Q15. What does the investment include for weekend PGP-WM?

Investment includes tuition fees, cost of study material, examination & certification, working lunch, tea/coffee during weekend classes and service tax @12.36%. The costs, if any, not specifically mentioned are not included in the investment for the programme.

Q16. How about corporate or sponsored candidates?

If 3 or more candidates join from the same organisation, they are eligible for 5% discount. Further, if any corporate, sponsors 10 or more candidates, in a batch, in addition to 5% discount, NSE can also customise PGP-WM to suit their need.

Q17. How can I make payment for the program?

The amount of registration for the Programme or investment can be paid in any of the three modes given below.

1. By Net Banking* (Direct Debit) through HDFC Bank, Axis Bank, Bank of India
2. National Electronic Fund Transfer (NEFT)* as per details given below:

- **Account Name**: NATIONAL STOCK EXCHANGE OF INDIA LTD
- **BANK**: HDFC
- **ACCOUNT No.**: 00030650000016
- **IFSC CODE**: HDFC0000003
- **BRANCH**: G-3-4, SURYA KIRAN BUILDING, 19, KASTURBA GANDHI MARG, NEW DELHI – 110001


*For all Net Banking and NEFT transfer, kindly mention the transaction reference number and date of transfer in the registration form.

Q18. I am interested and want to join the PGP-WM. How do I proceed?

You can register and join the Programme as follow:

1. Download and fill the Registration form from the NSE website. Please scan the filled Registration form.
2. Please make payment by internet banking, NEFT, Credit or Debit Card or DD.
3. Please e-mail the Registration form to pgpwm@nse.co.in along with following:
   - Scanned and self-certified copies of 10th, 12th, Graduation/higher degree certificates, mark sheets.
   - Proof of at least 2 years of work experience or professional qualification.
   - Proof and details of payment made (amount, date, bank, and mode of payment such as internet banking, NEFT or DD as the case may be).
4. You can also send the completed Registration form with enclosures, super scribing the envelop (“Registration for PGP-WM”) to the following address:

   Head – Financial Education (Schools & Universities)
   National Stock Exchange of India Limited
   4th Floor, Jeevan Vihar Building
   Parliament Street,
   New Delhi – 110 001
Q19. If I need any further clarification, whom can I contact?

In case you need any further assistance or clarification you are welcome to contact the education counsellors at 8743830555 / 9911085488 / 011-49393040 / 49393062. Alternatively you can also seek clarification by email pgpwm@nse.co.in or contact in person at the address given below.

National Stock Exchange of India Limited
4th Floor, Jeevan Vihar Building
Parliament Street,
New Delhi – 110 001

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