



ISE Training & Research Centre

OURSELVES

ISE Training & Research Centre (TRC) is the training division of the Inter-connected Stock Exchange of India Ltd., which has been promoted by 13 regional stock exchanges. ISE provides cost-effective trading linkage to multiple markets. ISE is a national-level stock exchange providing trading, clearing, settlement, risk management and surveillance support, especially to the small and medium enterprises (SMEs).

ISE TRC, established in November 2000, has been conducting classroom training programmes on different subjects related to the capital market, such as Equities Trading and Settlement, Derivatives Trading, Day Trading, Arbitrage Operations, Fundamental & Technical Analysis, Financial Planning, Compliance Requirements, Commodity Derivatives, Depository Operations, IPO Processes and Regulations, Wealth Management, Buy-back, Takeovers, Mergers & Acquisitions, Equity Research & Valuation etc.



THE COURSE

The Certificate Courses organized by ISE-TRC are developed by experts and include interactive and informative case studies, discussions and presentations and are aimed at providing knowledge on various subjects related to the capital market.



FACULTY

Faculty for the course consists of experts drawn from the industry and leading professionals from the capital market.



The rapidly transforming economic and business environment is redefining the way business is done all over the globe. Innovation is becoming the key to continued growth and success. India is no exception. Innovation, globalization, deregulation and technology are driving fast-paced changes, more so in the Indian financial markets. The new business paradigms are getting increasingly dictated by the course the knowledge-driven economy is adopting today. Consequently, the power of information and the ability to synergize it has emerged as the key to success. To survive and thrive in today's dynamic environment, executives and professionals need to continuously acquire new knowledge and skills.

ISE Training Programmes

The basic objective of ISE training programmes is to make the participants aware of the entire gamut of capital market and related subjects, including Personal Financial Planning. ISE TRC aims to make and build the professional careers of capital market intermediaries and MBA / post - graduate / graduate / under-graduate students with a view to equipping them with the requisite knowledge for working effectively in securities trading, risk management, financial management, corporate finance disciplines or function as intermediaries (viz. Depository Participants (DP), stock brokers, sub-brokers, Investment Bankers, Merchant Bankers, Clearing Houses, Financial Institutions, Mutual Funds, Bankers, Registrar & Transfer Agents, Custodians, etc.)

FOR WHOM :

The training programmes are designed for :

- New entrants to Capital Market, including traders, investors, students and housewives.
- Market Intermediaries, Regulators, Investment Bankers, Merchant Bankers, Mutual Funds, Financial Institutions, Research Analysts
- Management Students, Post Graduates, Graduates, Under-graduates who intend to pursue their career in capital market.



3 - week Part time Certificate Course in Capital Market

COURSE CONTENTS

- ▶ Overview of Indian Capital Market, developments and reforms
 - ▶ Primary Market
 - ▶ Instruments, IPOs, Issue of Capital, Book building process
 - ▶ Listing of Securities
 - ▶ NEAT, BOLT & ODIN (with live session)
 - ▶ Depositories & Depository Participants
 - ▶ Trading, Clearing & Settlement
 - ▶ Stock Indices
 - ▶ Risk Management
 - ▶ Introduction to Derivatives and Trading Strategies
 - ▶ Financial Ratios - Fundamental analysis
 - ▶ Mutual Funds
 - ▶ Commodity Derivatives
 - ▶ Investor Rights & Obligations
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2 - day Seminar on Wealth Management

COURSE CONTENTS

- ▶ Interpretation of news, views and terminology
 - ▶ Case Study of Past Multi - baggers
 - ▶ Present Market conditions - Potential growth drivers
 - ▶ Tips for Wealth Management, appreciation - trading strategies through hedging
 - ▶ Systematic approach to Wealth Management through asset allocation strategies / Importance of financial planning in wealth management - risk profile and setting goals
 - ▶ Tax efficient ways to Wealth Management
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2 - day Seminar on Buy back, Takeovers, Mergers & Acquisitions

COURSE CONTENTS

- ▶ Buy back - Objectives & Benefits Legal Framework - Procedure - Tax Implications
- ▶ Takeover Code - when triggered Roles & Responsibilities - Disclosures - Legal Framework and Procedures - Delisting
- ▶ Mergers & Acquisitions - Overview of Financial Restructuring - Strategies for restructuring - Assets & Liabilities Restructuring - Legal Framework
- ▶ Mergers & Acquisitions - Strategies and perspectives - Valuation and Pricing - Procedures and Process - Case study

5 - day Certificate Course in Equities, Derivatives, Portfolio Management & Personal Financial Planning

COURSE CONTENTS

- ▶ Primary Market; Instruments and their features, Disclosure norms; Procedures for issue of capital; IPOs; Book building
- ▶ Listing of securities on Stock Exchanges
- ▶ Equities Trading, Clearing and Settlement, Arbitrage, Day Trading, Margin Trading
- ▶ Depositories
- ▶ Introduction to Derivatives, - Definition, Features, Stock indices
- ▶ Pricing of Futures & Options - Index and Stocks
- ▶ Futures & Options - Trading Strategies
- ▶ Fundamental analysis Ratio analysis, Analysis of financial statements, Valuation of equity
- ▶ Fundamental analysis - Industry & Company analysis
- ▶ Technical analysis
- ▶ Personal Financial & Investment Planning
- ▶ Risk Management
- ▶ Portfolio Management - concept & rationale, alternatives - investment, risk and return analysis, models for portfolio risk management - portfolio construction for investors

2 - day Certificate Course in IPO Processes & Regulations

COURSE CONTENTS

- ▶ Introduction to Primary Market & IPO processes
- ▶ Role of Merchant Bankers finalisation of prospectus - selection of lead managers and book running lead managers - book building process marketing of IPO / public relations
- ▶ Allotment process, listing and post listing formalities and related issues
- ▶ Disclosures and Investor Protection (DIP) Guidelines and IPO regulations
- ▶ Performance of IPOs over the last 3 years
- ▶ Rating of IPOs by Credit Rating Agencies
- ▶ Stock Exchange formalities, initial listing and continued listing requirements

1 - day Certificate Course on Compliance Requirements for Brokers & Sub-brokers

COURSE CONTENTS

- ▶ Introduction to SEBI (Stock-brokers and Sub-brokers) rules, regulations & by-laws of BSE, NSE & ISE
- ▶ Inspection of brokers & sub-brokers by the Stock Exchange & the areas of inspection - Compliance requirements with regard to submission of audit report, annual accounts, net worth certificate, margin certificate, unique client code, KYC, registration, contract note, receipt and payment of funds & securities, margin requirements, operation of point accounts, due diligence by the registered intermediaries, etc.
- ▶ Non-compliance with the SEBI provisions - fines and penalties and their norms

2 - day Certificate Course in Fundamental & Technical Analysis

COURSE CONTENTS

- ▶ Need & Usefulness of Fundamental Analysis, different theories, Interpretation of Financial Statements & ratios, Economic Analysis, Industry Analysis & Company Analysis
- ▶ Need for Technical Analysis
- ▶ Fundamental vs. Technical Analysis
- ▶ Technical Analysis - Involvement of various theories, Moving averages
- ▶ Pricing pattern, Candle Sticks, Construction of Charts, Bar Line, Arithmetic/ Logarithmic, Price, Value, Time, Trend line, Channel, Fan Line, Oscillators



2 - day Certificate Course in Derivatives - Futures & Options


COURSE CONTENTS

- ▶ Introduction to Derivatives - Definition, Participants, Functions, Types, International Derivatives Market, Forward & Futures - Types of Futures, Distinction between Forward & Futures, Commodity & Financials Futures & Options,
- ▶ Futures - Index Futures, Stock Futures, Pricing of Index and Stock Futures, Cost of Carry Model, Trading Strategies
- ▶ Options - Index options Stock options pricing of Index and Stock Options - Black & Scholes Model, Trading Strategies
- ▶ Risk Management system in Futures & Options, Margin, requirements and procedures
- ▶ Strategy workshop, Put Call Parity, Synthetics, Spreads, Combinations, etc.,
- ▶ Regulatory Framework




2 - day Certificate Course in Commodity Derivatives

COURSE CONTENTS

- ▶ Overview and Introduction to Commodity Derivatives
 - ▶ Trading Platform of Commodity Exchange (Live), Clearing and Settlement
 - ▶ Market Monitoring, Surveillance and Risk Management
 - ▶ Commodity Futures & their pricing
 - ▶ Regulatory framework
 - ▶ Strategies in Futures (Hedging, Speculation and Arbitrage); Agricultural policy, WTO, International developments and their impact on Commodity markets
 - ▶ Technical Analysis
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2 - day Certificate Course in Mutual Funds

COURSE CONTENTS

- ▶ Overview - Introduction to Mutual Funds, Structure, Organisation and Constituents
 - ▶ Legal and Regulatory Framework and Offer Documents - Investor's rights & obligations
 - ▶ Investors Services
 - ▶ Nav Pricing, Accounting, Taxation and Disclosure
 - ▶ Risk Management
 - ▶ Financial Planning Strategies to investors and selecting the right products for Investments
 - ▶ Distribution, Marketing and Sales of Mutual Funds, Portfolio management/ Fund Management and its evaluation
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3 - day Certificate Course in Equity Research and Valuation

COURSE CONTENTS

- ▶ Introduction to Equity Research and Valuation meaning, concept, tools and techniques, Approach and role of valuation Top down & bottom up approach, Company/ Industry/ Economy Approach, Valuation techniques.
- ▶ Valuation Approach - Dividend Discount Model, Case Study, Free Cash Flows to Equity Discount Models, Free Cash Flow to Firm Valuation Model - Case Study, Earning discounting model
- ▶ Financial Valuation and Relative Comparable Valuation - Cyclical Firms, Firms in Financial Distress- Case Study, Firms with Product Options- Case Study, Use of P/E Ratios, Estimating P/E Ratios from Fundamentals, Price to Book Value Ratios, Price to Sales Ratio.
- ▶ Valuation in Mergers and Acquisitions, Actual Application Case Study
- ▶ Country Research- Growth Potential of a Country -Scope of an industry - Company Analysis - monetary and fiscal policies of the country, Global Factors which affect the Market - FI's flows, cross border financial services.
- ▶ Market Dynamics- Demand /Supply of Floating Stocks- sector wise, Selection of Stocks, Inter-linkage of Financial markets, Regulatory Issues

Note

ISE TRC also provides in - house training programmes for Corporates and other organisations such as Broking Houses, Financial Institutions, Banks, Management Institutions etc.

Registration

For registration, please contact Mr. Sandeep Prajapati / Ms. Anagha at (022) 67941132 / 67941129 or email at training@iseindia.com. Corporates / entities sponsoring 3 or more participants for the course or students pursuing accredited full-time courses are eligible for discount of 25% in the participant fees. Course fee includes participant kit containing Study Material and Tea and Lunch etc as applicable.

Course fees for the different modules

You may kindly contact Head, ISE TRC for details of the course fees applicable for the different programmes.



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