



INDIAN INSTITUTE OF CAPITAL MARKETS
(Formerly UTI Institute of Capital Markets)



INTERNSHIP BROCHURE
Securities Markets Programme
(2008-2009)

A ONE YEAR FULL-TIME POSTGRADUATE DIPLOMA IN SECURITIES MARKETS

IN-CHARGE'S MESSAGE

Indian capital market, has been growing fast in all its spheres. Therefore, it needs well trained and nimble capital market technocrats. Indian Institute of Capital Markets (IICM) has been in the forefront for almost two decades in identifying, structuring and providing, well ahead of the market developments, sophisticated and trained manpower. As yet another innovative addition to this menu, IICM thought of a full-fledged one-year specialized and intensive full-time programme in Securities Markets four years back. The students of first three batches have been placed in the industry in different segments of the market. In order to make our students aptly useful to the industry the curriculum is incorporated with internship in one term. During this internship our students will work with a practical problem/issue facing a company. They will try to work out innovative solution to it. Large number of companies in financial markets have availed services of our students by offering internship.

I hope you will take this opportunity by offering internships to our students this year also. Looking forward to a fruitful partnership with you.

Dr. M.T. Raju
E-mail: mtraju@utiicm.com

ABOUT THE INSTITUTE

The UTI Institute of Capital Markets, was established by Unit Trust of India in 1989 now rechristened as Indian Institute of Capital Markets (IICM), to contribute orderly development of Indian Capital Markets as well as other developing countries.

In the initial years to meet the paucity of qualified market professionals, the Institute has single-mindedly pursued the task of assisting the capital market professionals in capacity building activities. During the past decade and half, the Institute had conducted over 750 executive education programmes and trained over 16,000 practising professionals from India and other Asian countries. It has established itself as a premier institute in India for providing professional training in the area of financial markets. IICM follows a multi pronged approach that combines education, research and advisory services. Susequently, realising the need for developing a cadre of highly specialised and skilled professionals for taking up carries in the securities markets, IICM conceived the idea of launching a one-year full-time post graduation programme in the year 2004 viz. Securities Markets Programme.

SECURITIES MARKETS PROGRAMME (SMP)

The Indian financial markets have been growing in leaps and bounds. It is setting new trends and surpassing boundaries like never before and still holding immense potential. It was with this view that the course was started in the year 2004 and the previous batches have already been a vital part of the growth story. The thrust of the one-year full-time Securities Markets Programme (SMP) is to prepare a cadre of professionals primarily for careers in the securities market.

Objectives

- Abstract the building blocks of the securities market, understand them conceptually and develop a capability to design the solutions that meets specific requirements.
- Develop skill sets necessary to perform the key technical activities in the securities markets.

Structure

The programme is divided into four terms. During the first two terms and in fourth term students would will be undergoing a total of 23 courses including two half credit courses. In the third term student will be undergoing internship with an organisation in the securities market. Course details are as follows:

Term I	Term II	Term III	Term IV
Economics for Securities Markets	Theory of Investments	Internship	Global Securities Markets and Investments
Accounting for Management	Equity and Debt Markets	10 - 12 Weeks starting from 1st week of December 2008	Behavioral Finance
Mathematic for Securities Markets	Fundamental and Technical Analysis		Principles and practice of Regulating Securities Markets
Applied Statistics for Securities Markets	Econometrics and Time Series Analysis		Institutions and Intermediaries in Securities Markets
Financial System	Portfolio Management		Venture and Private Equity
Corporate Finance	Commodity Derivatives Market*		Mergers and Acquisitions
Investment Banking	Financial Derivatives		Risk Management and Hedge Funds
	Case in Investments Management*		
	Valuation		

*These courses carry half credit. (One full credit carries thirty hours of classroom teaching.)

PEDAGOGY

The programme is intensive and application based. The highlights of the programme delivery structure are:

- The academic rigour- consisting of planned & surprise quizzes, presentations, mid and end term examinations.
- Two-way interaction leading to information enhancement.
- Practitioners from the industry are invited time to time for sharing their experience and practical insight on the contemporary topics to keep abreast of the latest developments of the market

OBJECTIVE OF INTERNSHIP

IICM believes that the learning experience should result in enhancement of practical capabilities of an individual. It is towards this objective the 'Internship' term has been conceptualized. It serves the purpose of gaining insight into the practical implementation of the academic knowledge acquired during the first two terms.

The Internship is a corporate project carried out as a part of course requirement. Internship for a trimester twelve weeks starting from first week of December after completing two rigorous academic trimesters, giving immense theoretical exposure at the institute. It is expected that the student will apply skills and techniques developed in the class room.

BENEFITS TO ORGANIZATIONS

Improved work force quality

The organization will have a scope to capitalize on experienced talent brimming with high energy levels and innovative ideas of budding professionals.

Enhanced contribution towards project

Rigorous academic inputs, concepts & skills imbibed over two terms ensures improved performance leading to superior contribution to the organisation hiring interns.

Knowhow of Financial Database Tools

Students are exposed to Bloomberg, CMIE's Prowess & Alpha, Market View, a product of Financial Technologies India enabling them to deliver the tasks assigned with hands on experience.

EVENTS

CONVERGENCE:

The SMP students interact every year with leading corporates and organise open house panel discussion, seminars and workshops. This forms an integral part of the overall learning experience.

FINSIGHT :

The SMP students conduct B-School meet and hold financial quiz, paper presentation, case study analysis which invite innovation in the field of financial product design and knowledge share and increase the competition level among peers.

INDUSTRY PROSPECTS

The programme provides wide range of inputs in the securities market to equip the students to play active role and become indispensable members of organizations operating in the following fields

- Investment/ Merchant Banking
- Banking Services
- Equity Research
- Mutual Funds (AMCs)
- Wealth Management
- Advisory Services

- Depository and Stock Exchanges
- Market Regulation
- Private Equity and Venture Capital
- Credit Rating
- Insurance and Risk Management
- Treasury

STUDENT'S PROFILE (2008-2009)



Abhishek Kumar
Age: 28
Educational Qualification:
B.Tech (Electronics)
Experience: 29 Months
Odell Info Tech
Technical Consultant (ABAP, SAP)



Abhishek Verma
Age: 25
Educational Qualification:
M.Com (Accounting & Finance),
NCFM, Comprehensive Study
of Tech Analysis(BSE)
Experience: 15 Months
Anugrah Stock Broking Pvt. Ltd.
Dealer



Aditya Banerjee
Age: 26
Educational Qualification:
MBA (Finance), NCFM
Experience: 8 Months
HSBC Data Processing India Ltd.
Jr. Administrator (Back Office
Operations Support)



Amar Ranu
Age: 25
Educational Qualification:
MBA (Finance), BE (Electronics),
NCFM, AMFI
Experience: 29 Months
Indian Institute of Banking & Finance
Officer(Business Development/Analysis)



Ankur Gupta
Age: 27
Educational Qualification:
B.Tech (Mining - Machinery)
Experience: 34 Months
Sandvik Asia
Senior Sales Engineer



Ashish Jindal
Age: 24
Educational Qualification:
B-Tech (Electronics&instt),
Experience: 31 Months
Career Launcher Pvt Ltd
Maths Faculty Cum Content Developer



Ashish Kumar Rajput
Age: 26
Educational Qualification:
B-tech (Computer Science &
Engg.) NCFM
Experience: 36 months
Infosys Technologies Limited
Sr. Software Engineer (CRM)



Deepak Thakkar
Age: 27
Educational Qualification:
Bachelor of Management Studies
Experience: 44 Months
Hexaware Technologies Limited
Business Analyst (Capital Market)



Dhiren Gokani
Age: 27
Educational Qualification:
B.Com, NCFM
Experience: 78 Months
CRISIL
Executive Analyst

STUDENT'S PROFILE (2008-2009)



M. Divakar Gangadharan
Age: 29
Educational Qualification:
B.Com
Experience: 69 Months
Run Diamonds Garments
Manager



K. Rajasekar
Age: 24
Educational Qualification:
M.A Econometrics , PGDCA
Experience: 14 Months
Zenta
Analyst



Kapil Rajkumar Makkar
Age: 25
Educational Qualification: BBA
Experience: 36 Months
ICICI Lombard GICL Unit sales Manager



Kumar Dhananjay Rakesh
Age: 25
Educational Qualification:
Executive General Management
(IIM Calcutta) Enterprise
Management (IIT Delhi)
Experience: 44 Months
I 2I Enterprise Ltd
Assistant Manager (CRM Services)



Manoj Kumar
Age: 24
Educational Qualification:
B.Tech (Electronics), NCFM
Experience: 21 Months
Capgemini
Associate Consultant



Mohana Vijayan ponniah
Age: 29
Educational Qualification:
B.E (Manufacturing),AMFI, IRDA, NCFM
Experience: 54 months
Kotak Life Insurance
Deputy Sales Manager



Mukta Agarwal
Age: 27
Educational Qualification:
B.Tech(Elec. and Comm.)
Experience: 54 Months
ST Microelectronics Pvt. Ltd.
Design Engineer -II



Nirmal Kumar
Age: 25
Educational Qualification:
B. Sc. Maths(University of Delhi)
Experience: 31 Months
Genpact
Senior Process Associate



Pretimaya Samanta
Age: 25
Educational Qualification:
M. Phil (Economics)
Experience: 9 Months
IBS Case Development Centre
Research Associate

STUDENT'S PROFILE (2008-2009)



Priyojit Chatterjee
Age: 25
Educational Qualification:
PGDM (Finance)
CIDB(University of Cambridge)
Experience: 19 Months
Worbus Management Consultants Ltd
Analyst- Strategy & Business
Development



Renu Vishwakarma
Age: 25
Educational Qualification:
M.Com (Marketing)
Experience: 12 Months
Standard Chartered Bank
Executive (Administration)



Rohitesh Hota
Age: 24
Educational Qualification:
Masters of Finance and Control
Experience: 17 Months
Worbus Management Consultants Ltd
Analyst- Strategy & Business
Development



Saptarshi Mukherjee
Age: 27
Educational Qualification:
MBA (Marketing & Finance)
Certified Course in International
Marketing (CCIM) under Ministry
of Commerce
Experience: Fresher



Shakti Satapathy
Age: 23
Educational Qualification:
MFC (Master of Finance & Control),
NCFM
Experience: Fresher



Sunil Sangle
Age: 28
Educational Qualification:
MMS (Systems), B.E (Computers)
Experience: 38 Months
Ness Technologies Ltd.
Sr. Business Analyst



Sunita M. Math
Age: 23
Educational Qualification:
MSc (Biochemistry), AMFI
Experience: 8 Months
Paramatrix Technologies Pvt Ltd.
Human Resource Executive



Swapnil Modi
Age: 24
Educational Qualification:
MBA (Finance), NCFM
Experience: 12 Months
Kotak Securities
Executive



Venkata Laxmi Narayana. D
Age: 22
Educational Qualification:
MBA (Finance)
Experience: Fresher

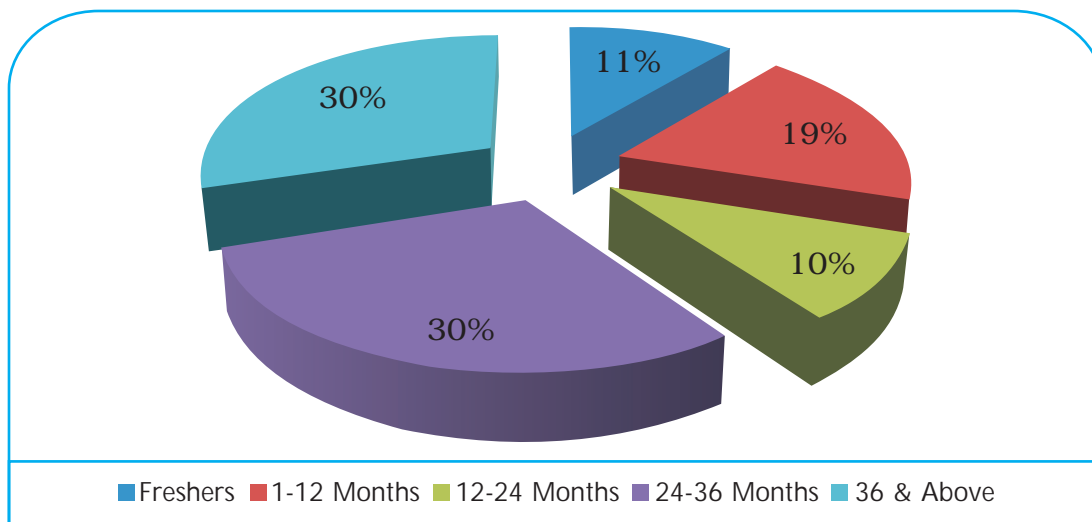


Virender Thakur
 Age: 25
 Educational Qualification: BE (Chemical)
 Diploma in Cement Tech.
 (The Milan Polytechnic)
 Experience: 34 Months
 Italcementi Group
 Assistant Manager (Process)

BATCH PROFILE

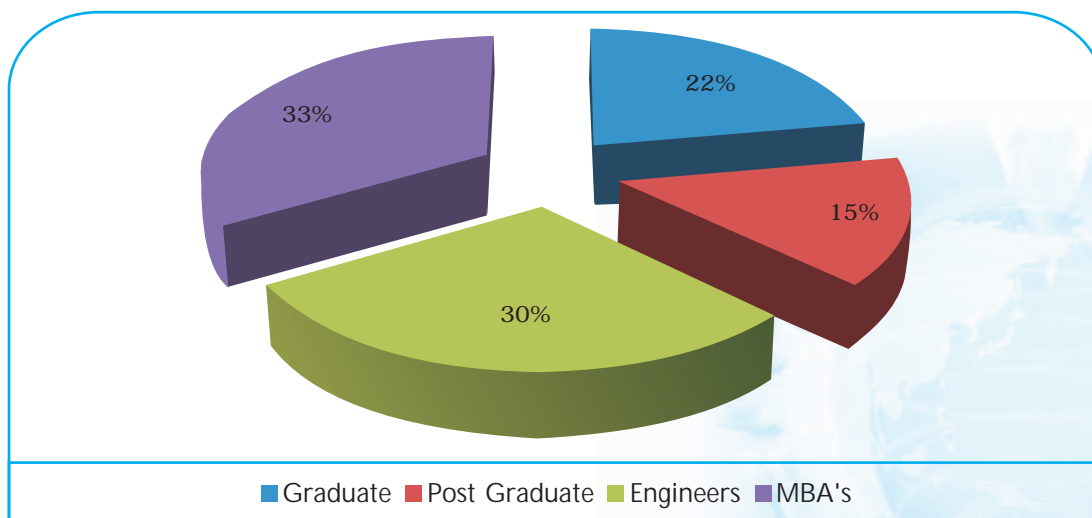
All SMP students are either holding a Master's degree or a Bachelor's degree along with minimum of two years of relevant experience. The average age of the class 28 students is around 25 years.

Work Experience



The average work experience of the class is around 2 years.

Academic Profile



Some of the Organizations that offered Internship/Placement to SMPians:

Banks

AXIS Bank
Bank of Baroda
Bank of India
HDFC Bank
Indian Bank
Punjab National Bank
YES Bank

Mutual Funds

ABN Amro AMC Ltd
Franklin Templeton AMC Ltd
LIC Mutual Fund
SBI Mutual Fund
Sundram BNP Paribas

Investment Banks

Deutsche AMC
Darashaw & Co
IDBI Capital Market Services
SBI Capital Markets
UBS

Insurance

Birla Sunlife
ICICI Lombard

Research Firms

Dawnay Day AV Analytics
Evalue Serve
Syven Technologies

Exchanges

Bombay Stock Exchange
Interconnected Stock
Exchange
Multi Commodity
Exchange
National Stock Exchange

Brokerage Houses

ABN Amro Securities
Asit C Mehta Investment Ltd.
Parag Parikh Financial
Securities
Sushil Finance
UTI Securities

Information Technology

Infosys Technologies

Media

Economic Times

GOVERNING COUNCIL

Chairman

Prof. K. R. S. Murthy Former Director, IIM, Bangalore

Members

Shri D. Basu
Shri Nimesh N. Kampani
Prof. G. Sethu

Chairman, STCI
Chairman, J M Financial Pvt. Ltd.
Officer on Special Duty,
In-Charge of NISM, SEBI

Shri M.S. Ray
Dr. M. Thiripal Raju

Executive Director, Officer
on Special Duty, SEBI
Professor & In-charge, IICM

IN-HOUSE FACULTY

Dr. M. Thiripal Raju
Dr. Jignesh N. Panchali
Prof. G. Sethu

In-Charge
Professor
Officer on Special Duty,
In-Charge NISM (on deputation)

Dr. S. K. Ghose
Dr. S. Arumugam
Dr. Rachana Baid

Associate Professor
Assistant Professor
Assistant Professor

VISITING FACULTY

Dr. B Madhuprasad
Mr. Conrad Vincent
Prof. Neeraj Hatekar
Dr. M Venkateshwarlu
Prof. M. Ravi Sundar
Prof. Sundar Ram Korivi
Dr. M. H. Suryanarayana
Dr. K. Kiran Kumar
Dr. Kaushik Bhattacharya
Shri Golaka C. Nath
Dr. Anil Biswas
Shri S. K. Parida
Dr. Sapat Narayan Rao
Mr. Hemant Kale
Dr. Shirang Joshi

Mr. A Venkateshwarloo

Exe. Vice Chairman, Keynote Corporate Services Ltd.
Director, Mutual Fund, JM Financial
Prof. Of Econometrics, Mumbai University
Prof. Of Finance, NITIE, Mumbai
Exe. Director, Morgan Stanley, India
Dean (In-charge) School of Business Management, NMIMS, Mumbai
IGIDR, Mumbai
ISB, Hyderabad
IIM, Lucknow
Clearing Corporation of India Ltd.
IIM, Kolkata
Forward Market Commission
Associate Prof. of Finance, Shailesh J Mehta School of Management, IIT, Bombay
Technical Analyst, Founder Member of Tech3, Gurukul of Technical Analysis
Psychiatrist and Technical Analyst, Founder member of
Tech3, Gurukul of Technical Analysis
Corporate Trainer & Education Consultant

GUEST FACULTY

Mr. Arup Mukherjee
Mr. Murlidhar Rao
Dr. P. C. Basu
Shri G. Anantharaman
Prof. P. G. Apte
Prof. J. R. Varma
Shri Kanu Doshi
Shri M. R. Gandhi
Dr. S. Amanulla
Shri D.S. Kolamkar
Shri A. P. Kurian
Smt. Usha Narayanan
Shri Rashmin Sangvi
Shri Shekhar Sathe
Shri Shailesh Haribhakti
Shri Dharmakirti Joshi
Shri B. Gopalakrishnan
Shri Y. Venkata Rao
Shri Anirban Chakraborty
Shri P T S Murthy

Senior Vice President, NSE
Chief General Manager, SEBI
CFO, Reliance Communication
Whole Time Member, SEBI
Former Director, IIM Bangalore
IIM, Ahmedabad
Dean, Wellingkar Institute of Development & Research
CGM, RBI
Associate Professor, IIM, Luknow
Member, Forward Markets Commission
Chairman, AMFI
Executive Director, SEBI
Tax Consultant, Rashmin Sangvi & Co.
Group Head, Risk Management, Kotak Mahindra Bank
Managing Partner, Haribhakti & Co.
Director & Principal Economist, Crisil
Sr. Vice President, AXIS Bank
Secretary (Investments), LIC India.
AVP AXIS Bank
Chief Manager, Bank of India, Mumbai

Alumni Speak

"SMP imparts both theoretical as well as practical insights that have enabled me to hone my skills and face critical challenges in the ever changing capital markets."

Bajrang Kumar Bafna, SMP 2004-05
Asst. Fund Manager,
DBS Choladamandalam.

"ICM was a great learning experience for me. It gave me insights into the field of finance which not only helped me in getting the job but also in rising up to the corporate challenge. I also learnt to cope with diverse challenges at the same time. It gave me an opportunity to explore and realise my managerial leadership capabilities. It also honed my ability to deal with the people of varied background and learn from their strengths."

Abhijeet Bhandari, SMP 2005-06
Consultant,
Headstrong Corporation.

"I take immense pride in being associated with Indian Institute of Capital Markets. Industry is fostering a great deal of appreciation, admiration and respect for IICM students, and this goodwill will grow in the years to come. IICM not only provided a deep insight into techniques and innovative products popular in securities markets, but also imparted a holistic macro-perspective on converging global financial system. Programme is truly international in content, approach and rigour."

Mayank Vishnoi, SMP 2006-07
Senior Associate – Consultancy
Darashaw & Co. Pvt Ltd

Internship/Placement Co-ordinators

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Amar Ranu
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