



ISE Training Centre

OURSELVES

ISE Training Centre is the training division of the Inter-connected Stock Exchange of India Ltd. (ISE), which has been promoted by 12 regional stock exchanges. ISE provides cost-effective trading linkage to multiple markets. ISE is a national-level SEBI recognised stock exchange providing trading, clearing, settlement, risk management and surveillance support, especially to the small and medium enterprises (SMEs). ISE is a demutualised stock exchange.

ISE Training Centre, established in November 2000, has been conducting classroom training programmes on different subjects related to the capital market, such as Equities Trading, Day Trading, Arbitrage Operations, Derivatives-Futures & Options, Fundamental Analysis, Technical Analysis, Financial Planning, Compliance Requirements for Brokers & Sub-brokers, Depository Operations, IPO Processes and Regulations, Wealth Management, Buy-back, Takeovers, Mergers & Acquisitions, Equity Research & Valuation, Financial Modeling & Advanced MS Excel Programme etc.

THE COURSE

The Certificate Courses organized by ISE Training Centre are developed by experts and include interactive and informative case studies, discussions and presentations and are aimed at providing theoretical & practical 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 Training Centre 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 - day Certificate Course in Capital Market

COURSE CONTENTS

- ▶ Introduction to Capital Market, Concepts & Terminologies.
- ▶ Primary Market, Instruments and their features, Issue of Capital and Disclosure norms, Procedures for issue of capital, Book building, Listing of securities on Stock Exchanges.
- ▶ Secondary Market - Equities Trading, Clearing and Settlement, Arbitrage, Day Trading, Hedging, Speculations
- ▶ DP - Depository Participants.
- ▶ Introduction to Derivatives, Futures & Options, Pricing of Futures & Options - Index and Stocks, Trading Strategies
- ▶ Fundamental analysis Ratio analysis, Analysis of financial statements, Industry Analysis, Company analysis & Equity Valuation.
- ▶ Risk Management
- ▶ Mutual Funds
- ▶ Personal Financial & Investment Planning
- ▶ Online Trading



2 - day Certificate Course in Derivatives - Futures & Options


COURSE CONTENTS

- ▶ Introduction to Derivatives - Definition, Participants, Functions, Types, International Derivatives Market, Forward & Futures - Distinction between Forward & Futures
- ▶ 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 Workshop on Mutual Funds

COURSE CONTENTS

- ▶ Introduction, Concept & Role of Mutual Funds, Fund Structure and Constituents
 - ▶ Legal and Regulatory Environment
 - ▶ Offer Document
 - ▶ Fund Distribution and Channel Management Practices
 - ▶ Accounting, Valuation and Taxation
 - ▶ Returns, Risk & Performance of Funds
 - ▶ Scheme Selection - Selecting the right product to investors
 - ▶ Helping investors with financial planning
 - ▶ Recommending model portfolio and financial planning
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2 - day Workshop On Advanced MS Excel

COURSE CONTENTS

- ▶ Excel Overview & Basic excel tools, The Excel application,
 - ▶ Exploring Excel Options from a practical point of view, Data Filter and Data Sort,
 - ▶ Custom lists & Auto correct, recurring rows and columns, Referencing, Introduction to formulae & excel features, Relative and absolute referencing,
 - ▶ Advanced formulae (vlookup, hlookup), Group & Outline, Linking Excel to web, Thesaurus in Excel,
 - ▶ Advanced excel formulae, Charts & Pivot tables, Conditional formatting, Data validation, Miscellaneous functions, Charts, Pivot tables and Pivot charts,
 - ▶ Dynamic charts with the OFFSET formula, String functions, Introduction to arrays/cse formulae, Analysis tools,
 - ▶ Introduction to macros & Visual basic for applications, Running Macros, Writing Macros in visual Basic, Loops
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2 - day Workshop on Fundamental Analysis

COURSE CONTENTS

- ▶ Need & Usefulness of Fundamental Analysis, different theories
- ▶ Economic Analysis, Industry Analysis & Company Analysis
- ▶ Ratio Analysis & Interpretation of Financial Statements
- ▶ Fund Flow Analysis
- ▶ Valuation Models
- ▶ Market Dynamics

2 - day Workshop on Technical Analysis

COURSE CONTENTS

- ▶ Introduction to Technical Analysis - Fundamental Analysis vs Technical Analysis
- ▶ Chart type and scaling - Bar charts, Japanese candle sticks, Dow Theory, Trend lines, Support & resistance levels, Role of importance of volumes
- ▶ Price Patterns and their interpretation - Continuation pattern - Reversal pattern - Identification pattern - Precautions - Measuring targets - Candlestick pattern
- ▶ Oscillators, Types and Interpretations
- ▶ Technical Tools - Moving Averages - Types and Interpretation, Fibonacci Number, their significance
- ▶ Elliott wave theory; Origin & basic principles
- ▶ Trading Psychology
- ▶ Practical applications demonstration and use of software package for technical Analysis.

2 - day Workshop on 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
- ▶ Issue of capital and disclosure norms - Regulations
- ▶ Book building basic concepts - basis and process of allotment
- ▶ Concept of ASBA - Application supported by blocked amount
- ▶ Reduction in Timeline for listing
- ▶ Concept of underwriting, IPO grading
- ▶ Green Shoe Option
- ▶ Case Studies
- ▶ Stock Exchange formalities, initial listing and continuous 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 Joint Accounts, due diligence by the registered intermediaries, etc.
- ▶ Non-compliance with the SEBI provisions - fines and penalties and their norms



2 - day Workshop 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



2 - day Workshop On Financial Modeling

COURSE CONTENTS

- ▶ Advanced Excel functions for Financial Modeling.
- ▶ Overview of Financial Functions, Overview of Statistical Analysis, data Analysis using Goal seek, Scenarios, Solver etc.
- ▶ Financial modeling concepts, What is financial modeling in excel, General Concepts.
- ▶ Workbook Structure, Sheet, Structure, Format & Styles.
- ▶ Assumption, Sensitivity Analysis, Outputs and Presentations.
- ▶ Calculation Formulae, Naming Principles, Time Series Analysis, Checks.
- ▶ Printing and Viewing, Multiple Workbooks.
- ▶ Security and Protection.
- ▶ VB Programming, Miscellaneous, Sample Models Few models using above concepts will be explained.



2 - day Workshop 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



3 - day Workshop on 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 - FII's flows, cross border financial services, Crude Oil Prices.
- ▶ Market Dynamics- Demand /Supply of Floating Stocks- sector wise, Selection of Stocks, Inter-linkage of Financial markets, Regulatory Issues

Note

ISE Training Centre also provides In - house training programmes for Corporate and other organisations such as Broking Houses, Financial Institutions, Banks, Management Institutions etc.

Registration

For registration, please contact Mr. Vinay Kumar Singh / Ms. Swasti Dixit at (022) 67941132 / 67941129 or email at training@iseindia.co.in 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 Study Material, Tea and Lunch etc as applicable.

Course fee

You may contact above officers at ISE Training Centre for details of the course fees applicable for the different programmes and any other information.



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