



Certificate Program in Financial Markets - Sales & Operations

Duration - 1 months

Industry Endorsed

Placement Assistance

Blended Learning Format

Comprehensive Program in Banking and Finance,
Financial Markets - Sales & Operations

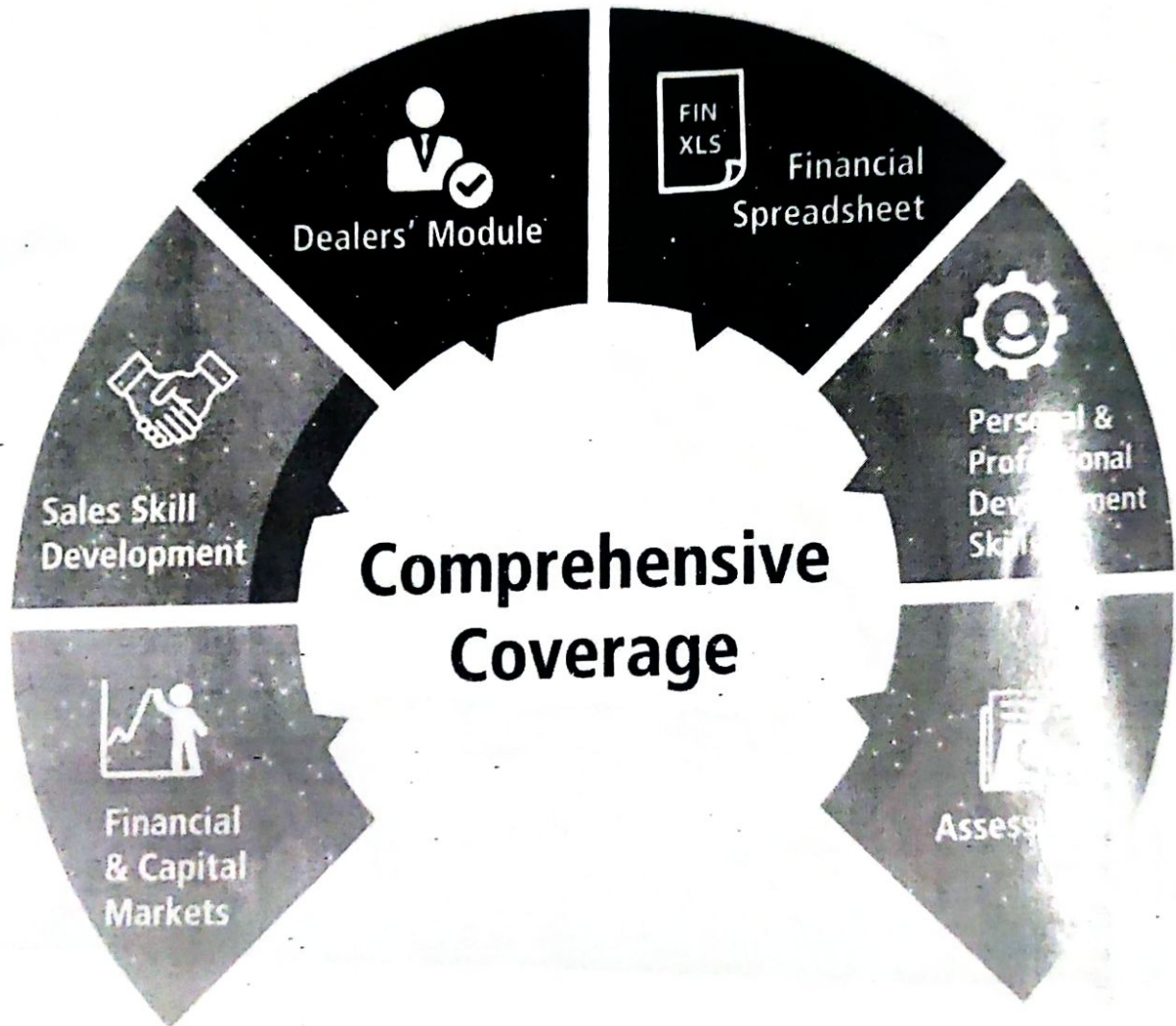


BSE
INSTITUTE LIMITED

[Signature]
Shrawan MOAN
Course Coordinator

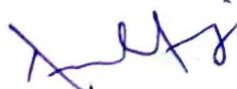
Overview Of Program

The Certificate Program in Financial Markets - Sales & Operations is a comprehensive program with placement assistance that provides you with an in-depth understanding of Banking & Finance and Capital Markets. This program enables candidates to develop career-specific skills and take on new paths towards various new job roles at leading banks and capital & wealth management firms.



Eligibility

- Graduation in Commerce stream


DR. ARWAN MADAN

Course Coordinator



*T&C APPLY

Detailed Curriculum

LEVEL - 1

Financial & Capital Markets

- Introduction to Financial Markets
- Mutual Funds
- Fixed Income Securities
- Fundamental Analysis
- Technical Analysis
- Derivatives

LEVEL - 2

Sales Skill Development

- Identifying Prospective clients
- Preparing for Sales Calls
- Communication - Verbal, Non-verbal
- Needs Identification
- Presenting a solution/ closure
- Managing Customer Expectations

LEVEL - 3

Dealers' Module

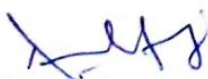
- Introduction to Trading and its Softwares
- Basic - Work Station & Market Watch
- Type of Orders
- Function Keys
- Scrips in Equity, Futures and Options

LEVEL - 4

Personal & Professional Development Skills

- Dynamics of Communication
- Attire and Business Etiquettes
- Time Management
- Personal Effectiveness
- Team Building
- Interview Preparation
- Identifying Prospective clients
- Managing Customer Expectations




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Course Coordinator