PGDM - FINANCIAL SERVICES

TWO YEAR FULL-TIME MBA PROGRAM IN FINANCE

K J Somaiya Institute of Management Studies & Research, Mumbai, India
THE FINANCIAL SERVICES SECTOR
Financial Services: A Look at the Sector

Financial services may be broadly defined to include:

- corporate finance
- investment banking
- commercial banking
- risk management
- capital markets
- mutual funds
- insurance
- project finance
Key Employers in the Financial Services Sector

Financial Institutions
Commercial & Payment Banks
Insurance Companies
Capital Markets
NBFCs
Regulatory Bodies
Consulting Firms
Rating Agencies

Financial Services
Why Specialized Program in Financial Services?

- The financial services sector in the country is expanding rapidly
- The sector is becoming quite diversified with the introduction of new services and products
- Disruptive innovations changing the industry dynamics drastically with newer entities entering & operating successfully
- Growth of financial literacy and penetration of financial services across the country
- Increase in Mergers and Acquisition (M&A) activity. In H1 2018, 74 deals of acquisition took place in financial sector
- Relaxation of foreign investment rules has further boosted the growth of the sector

Abundant employment opportunities in the Financial Services sector
Why Specialized Program in Financial Services?

Growth drivers in years to come:

- The country is projected to become the fifth largest banking sector globally by 2020
- India’s life insurance sector is the biggest in the world with about 360 million policies
- Investment corpus in India is expected to reach $1 trillion by 2025
- Mobile wallet industry is estimated to grow at a Compound Annual Growth Rate (CAGR) of 150 per cent to reach US$ 4.4 billion by 2022
- India has one of the most vibrant and well-regulated capital markets in the world
- India is now the sixth largest economy in the world

Abundant career advancement & growth opportunities in the Financial Services industry for many years.
PGDM FINANCIAL SERVICES PROGRAM AT SIMSR

9th Batch 2019-2021
The PGDM-FS program seeks to
Establish Academic Leadership
through
INDUSTRY SPECIFIC EMPLOYMENT-ORIENTED Teaching Learning Model
PGDM - Financial Services Program at SIMSR

- PGDM - Financial Services is a specialized program in ‘Financial Services’ sector approved by AICTE.

- It is a two year full time program spread across six trimesters.

- Each trimester is of around 12 weeks.
THE FS ADVANTAGE

SIMSR offers PGDM -Financial Services to the aspirants wanting to pursuing career in finance. The program not only provides the learners an exposure into the basics of Financial Accounting and Financial Management but also ensures that they are work-ready by imparting keen analytical ability, excellent interpersonal skills and a hands-on understanding of some key industry-standard software.

*FS students have an advantage as:*

- FS is a super-specialized program where the students are exposed to advanced concepts in finance right from trimester I

- The courses offered to FS students are unique and have extensive focus on financial modelling, analysis, use of spreadsheets, research methods and financial instruments, making the learners more industry-ready with contemporary skill set.
Courses Offered*

Trimester I
- Business Communication
- Business Perspectives
- Business Statistics
- Financial Accounting
- Financial Statement Analysis
- Marketing Management
- Organisation Behaviour and Human Resource Management
- Spread sheet for Data Analysis

Trimester II
- Business Research Methods
- Cost and Management Accounting
- Financial Institutions and Markets
- Financial Management
- Legal Aspects of Business
- Logistics and Supply Chain Management
- Macro Economics for Finance
- Strategic Management
- Commercial Banking

Trimester III
- Corporate Finance
- Enterprise Systems
- Fixed Income Securities
- Indian Economy
- Operations Research
- Portfolio and Investment Management
- Services in Financial Markets
- Technical Analysis

*Institute reserves the right to change any course if required
Courses Offered*

**Trimester IV**
- Behavioural Finance
- Derivatives and Risk Management
- Econometrics
- Insurance Management
- International Business
- Investment Banking
- Marketing of Financial Services
- Mergers and Acquisitions
- Quantitative Models in Finance

**Trimester V**
- Advanced Derivatives and Risk Management
- Commodity Markets
- Data Analytics (Using R Programming)
- Infrastructure and Project Financing
- International Finance
- Leadership Lab
- Wealth Management

**Trimester VI**
- Business and Personal Ethics
- Corporate Governance
- Entrepreneurship Management
- Financial Inclusion and Public Policy
- Financial Modelling
- Financial Regulation
- Management Control Systems
- Taxation

*Institute reserves the right to change any course if required*
## The Program Execution

<table>
<thead>
<tr>
<th>DUAL FACULTY format adopted for the specialized courses</th>
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<tbody>
<tr>
<td><strong>The Anchor Faculty</strong>: In-house, full time faculty to deliver the theoretical background</td>
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<tr>
<td><strong>The Industry Specialist &amp; Practitioner</strong>: to deliver latest cutting edge practices in the area</td>
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The Pedagogy

- Teaching pedagogy based on classroom coaching with integrative learning process with Industry
- Regular updating and introduction of courses as per industry developments and feedback
- Use of Harvard Business Review Case studies and projects/assignments based on live financial market data
- Regular Guest Lectures & Industry Visits to help students gain first hand information and knowledge
- Concurrent Projects and Summer Internships
Focused Learning Goals

Learning Goals

Common Goals
1. Management Knowledge
2. Critical and Analytical Thinking
3. Communication Skills
4. Team Orientation
5. Global Awareness
6. Ethical Responsibility

Program Specific Goals
1. Understanding Indian Financial System IFS
2. *identify and evaluate* the techniques to mitigate financial risks
3. *design* financial plans/techniques aligned with individual project/company/investor’s profile
Learning Beyond the Curriculum

**FINSTREET**, a student body along with faculty mentor publishes **FINLAY**, a popular online monthly magazine.

**Finance week**, an inter-collegiate festival hosting several events and a roundtable conference.

**Investrix**, an annual event of **FINSTREET**/Finance Department.

**Centre of Excellence in Capital Markets** seeks to transform and build capabilities for success in the capital markets and disseminate knowledge of capital markets to students and the citizens at large.

**SIFICO** an International Conference in the Finance area is held annually attracts research participation from India and abroad.
Subject Board - Finance

- Prof. (Dr.) Monica Khanna, Director SIMSR
- Prof. (Dr.) Pankaj Trivedi, Area Chairperson Finance & law
- Mr. Chetan Shah, Sr. VP Capital Market, HDFC Bank
- Mr. C. Vasudevan, Sr. General Manager, Bombay Stock Exchange
- Dr. Aditya Srinivas, Economist and COO BSE Brokers Forum, Bombay Stock Exchange
- Mr. Hemant Joshi, Ex Director VESIM and subject expert
- Prof. (Dr.) Swati Godbole, Assistant Professor SIMSR
- Prof. (Dr.) Aparna Bhat, Assistant Professor SIMSR
PLACEMENTS
## Our Key Recruiters

<table>
<thead>
<tr>
<th>Accenture</th>
<th>J P Morgan</th>
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<tbody>
<tr>
<td>Analytics Quotient SVC (I) Pvt. Ltd.</td>
<td>Marsh India Insurance Brokers Pvt. Ltd.</td>
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<tr>
<td>Arcesium India Pvt. Ltd. (D.E. Shaw)</td>
<td>Morgan Stanley</td>
</tr>
<tr>
<td>Bajaj Finance</td>
<td>Spandana Sphoorty Financial Limited</td>
</tr>
<tr>
<td>Citi</td>
<td>State Bank of India</td>
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<tr>
<td>Cognizant</td>
<td>Trafigua</td>
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<tr>
<td>GEP Solutions</td>
<td>Tresvista</td>
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<td>HSBC</td>
<td>Virtusa</td>
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<td>ICICI Bank</td>
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Profiles Offered

- Consultant
- Financial Corporate Analyst
- Financial Associate
- Analyst
- Management Trainee
## Our Illustrious Alumni

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Name</th>
<th>Company Name</th>
<th>Designation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Anand Ramaswamy</td>
<td>Yes Bank</td>
<td>President &amp; Head - Projects</td>
</tr>
<tr>
<td>2</td>
<td>Anuj Bhargava</td>
<td>AB Associates</td>
<td>CEO</td>
</tr>
<tr>
<td>3</td>
<td>Bhalchandra Kadam</td>
<td>Schueco India</td>
<td>Finance Director</td>
</tr>
<tr>
<td>4</td>
<td>Gaurang Desai</td>
<td>Securities &amp; Commodities Authority, UAE</td>
<td>Financial Markets Advisor</td>
</tr>
<tr>
<td>5</td>
<td>Jagannath Dholakia</td>
<td>Bank of America Merrill Lynch</td>
<td>MD - Global Corporate &amp; Investment Banking</td>
</tr>
<tr>
<td>6</td>
<td>Jaikishin Chhaproo</td>
<td>ITC</td>
<td>Head - Media &amp; PR</td>
</tr>
<tr>
<td>7</td>
<td>Lata Pillai</td>
<td>Deutsche Bank</td>
<td>Director</td>
</tr>
<tr>
<td>8</td>
<td>Madhusudhan Kela</td>
<td>MK Ventures</td>
<td>Proprietor</td>
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<tr>
<td>9</td>
<td>Mahesh Peswani</td>
<td>PNB Investment Services</td>
<td>Senior Vice President</td>
</tr>
<tr>
<td>10</td>
<td>Nirav Dalal</td>
<td>Yes Bank</td>
<td>President &amp; Managing Director - Debt Capital Market</td>
</tr>
<tr>
<td>11</td>
<td>Parash Lodaya</td>
<td>Asian Paints</td>
<td>Chief Manager Accounts</td>
</tr>
<tr>
<td>12</td>
<td>Prabal Roy</td>
<td>Bank of America Merrill Lynch</td>
<td>Senior Vice President</td>
</tr>
<tr>
<td>13</td>
<td>Rahul Desai</td>
<td>Aditya Birla Fashion &amp; Retail</td>
<td>Senior Vice President - Treasury, M&amp;A &amp; Investor Relations</td>
</tr>
<tr>
<td>14</td>
<td>Rambhushan Kanumuri</td>
<td>Investec India</td>
<td>Head of Corporate Finance &amp; ECM</td>
</tr>
<tr>
<td>15</td>
<td>Sanjay Shah</td>
<td>Morgan Stanley</td>
<td>MD</td>
</tr>
<tr>
<td>16</td>
<td>Savio Pereira</td>
<td>Citi</td>
<td>Senior Vice President</td>
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OUR ACHIEVERS
Students Achievements

15-Oct-18
PGDM-FS students at MIT (Massachusetts Institute of Technology) USA

Jithin Babu & Sakshi Manthanwar received a scholarship from the Blockchain Education Network to travel to Massachusetts Institute of technology, Boston to attend and present their research at MIT BITCOIN EXPO, global blockchain conference and hackathon.

15-Oct-18
Students’ participation in SIFICO 2018

PGDM-FS students at IIM Shillong

Sonika Aneja & Apurva Deshmukh secured runners up at Equity Research organised by Niveshak Finance and Investment Club of IIM Shillong

15-Oct-18
PGDM-FS students at Melange

Sonika Aneja & Apurva Deshmukh
secured Runners up at Equity Research
organized by Finstreet at Melange,
SIMSR
PGDM-FS students for credit research challenge by NiSM

Rudra Banerjee & Umesh Kumar
national finalists in credit research challenge 2017-18 organized by Association of Financial Wealth Management India and NISM
Selected papers from SIFICO 2018 were published in an international journal with ISSN number and impact factor.
Research & Publications

- Faculty from finance department, who are amongst our key mentors, regularly present and publish research papers in various National and International Conferences.
- Our faculty has also published their research papers in many reputed national and international journals, including those on the prestigious ABDC journal listed.
# Research & Publications

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<th>Author(s)</th>
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Summary of Outcomes

The PGDM-Financial services program does not limit the management graduates to pursuing Financial Services careers in India alone.

The knowledge and skill set in Financial Services can be applied to global organizations across industry sectors.

For the last academic year Batch 2018-20 -all 60 seats for this program filled within 3-day session for admission counseling.

Good placement and internship record, year after year.
Thank You