

BOOT CAMP CURRICULUM

Mumbai, 2019



GROUND RULES:

- Sharp 9AM start every day.
- **Late arrivals to the classroom (in the morning, after tea breaks and after lunch) can be marked as “absent” for the day and will affect attendance requirements.**
- Participants will be divided into “learning teams”, with each learning team consisting of 5 participants. These learning teams will remain for the duration of the boot camp, and group presentations and activities will be per “learning team”.
- Classroom set-up is roundtables, and each learning team will occupy one roundtable (10 roundtables in the room).

Day 1 Monday 20th May 2019

	Topic	Speaker
9:00AM to 11:00AM	Welcome <ul style="list-style-type: none"> a. Formal kick-off b. Introduction to the program c. Why are you here 	Jason Hale (Deutsche Bank), Gaurang Trivedi, CFA (CFA Society India), KJ Somaiya Institute of Management & Research, CFA Institute
11:00AM to 1:00PM	Let’s get started <ul style="list-style-type: none"> a. Rules of the program, college, hostel, etc. b. Formation of “learning teams” (5 per team, 10 learning teams) c. Structure of the four weeks d. Participants’ expectations from the program e. Getting to know one another 	Amit Chakarabarty, Sachin Naik, Aswathi Nair (CFA Institute)
1:00PM to 2:00PM	LUNCH	
2:00PM to 6:00PM	Investment industry overview <ul style="list-style-type: none"> a. Describe the financial services industry; b. Identify types of financial institutions, including banks and insurance companies; c. Define the investment industry; d. Explain how economies benefit from the existence of the investment industry; e. Explain how investors benefit from the existence of the investment industry; f. Describe types and functions of participants of the investment industry; g. Describe forces that affect the evolution of the investment industry. 	Shamit Chokshi, CFA (ICICI Prudential)



Day 2 Tuesday 21st May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 10
9:15AM to 11:00AM	Team building exercise	
11:00AM to 1:00PM	Ethics and Professionalism <ul style="list-style-type: none"> a. Describe the need for ethics in the investment industry; b. Identify obligations that individuals in the investment industry have to clients, prospective clients, employers, and co-workers; c. Identify elements of the CFA Institute Code of Ethics; d. Explain standards of practice (professional principles) that are based on the CFA Institute Code of Ethics; e. Describe benefits of ethical conduct; f. Describe consequences of conduct that is unethical or unprofessional; g. Describe a framework for making ethical decisions. 	Amit Khurana, CFA (Dolat Capital)
1:00PM to 2:00PM	LUNCH	
2:00PM to 6:00PM	Writing workshop <ul style="list-style-type: none"> a. Writing best practices b. Model for writing a blog post / report c. Exercises to practice writing 	Shreenivas Kunte, CFA, CIPM (CFA Institute)
6:00PM to 6:15PM	End of day summary – “learning team” led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 1

Day 3 Wednesday 22nd May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 9
9:15AM to 12:00PM	Microeconomics <ul style="list-style-type: none"> a. Define economics; b. Define microeconomics and macroeconomics; c. Describe factors that affect quantity demanded and supplied; d. Describe market equilibrium; e. Distinguish between accounting profit and economic profit; f. Identify factors that affect pricing; g. Compare types of market environment: perfect competition, pure monopoly, monopolistic competition, and oligopoly. 	Rajendra Kalur, CFA (TrustPlutus Wealth)



12:00PM to 1:00PM	OPEN	
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	<p>Macroeconomics</p> <ol style="list-style-type: none"> a. Describe why macroeconomic considerations are important to an investment firm and how macroeconomic information may be used; b. Define gross domestic product (GDP) and GDP per capita; c. Identify basic components of GDP; d. Describe economic growth and factors that affect it; e. Describe phases of a business cycle and their characteristics; f. Define inflation, deflation, stagflation, and hyperinflation, and describe how inflation affects consumers, businesses, and investments; g. Describe and compare monetary and fiscal policy. 	Ritika Mankar, CFA (Ambit Capital)
4:00PM to 6:00PM	<p>Mentoring – part 1</p> <ol style="list-style-type: none"> a. What, why and how of mentoring; b. Finding the right mentor – effective relationship for both mentor and mentee. 	Arati Porwal (CFA Institute)
6:00PM to 6:15PM	<p>End of day summary – “learning team” led</p> <ol style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 2

Day 4 Thursday 23rd May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 8
9:15AM to 1:00PM	<p>Investment industry participants and structures</p> <ol style="list-style-type: none"> a. Describe needs served by the investment industry; b. Describe financial planning services, investment management services, investment information services, trading services; c. Compare the roles of brokers and dealers; d. Distinguish between buy-side and sell-side firms in the investment industry; e. Distinguish between front-, middle-, and back-office functions in the investment industry; f. Identify positions and responsibilities within firms in the investment industry; g. Compare direct and indirect investing in securities and assets; 	Sivananth Ramachandran, CFA (Morningstar)



	<ul style="list-style-type: none"> h. Distinguish between pooled investments, including open-end mutual funds, closed-end funds, and exchange-traded funds; i. Describe security market indices including their construction and valuation, and identify types of indices; j. Describe index funds, including their purposes and construction; k. Describe hedge funds, funds of funds and managed accounts. 	
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	Regulations and regulators <ul style="list-style-type: none"> a. Define regulations; b. Describe objectives of regulation; c. Describe potential consequences of regulatory failure; d. Describe a regulatory process and the importance of each step in the process; e. Identify specific types of regulation and describe the reasons for each; f. Describe elements of a company's policies and procedures to ensure the company complies with regulation; g. Describe potential consequences of compliance failure. 	Biharilal Deora, CFA (Abakkus Asset Management)
4:00PM to 6:00PM	Group presentations by learning teams	Learning teams 1-4
6:00PM to 6:15PM	End of day summary – "learning team" led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 3

Day 5 Friday 24th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 7
9:15AM to 1:00PM	Financial modeling workshop Day 1: <ul style="list-style-type: none"> a. Excel warm up exercises 	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 1: <ul style="list-style-type: none"> b. Excel (contd.) 	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – "learning team" led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 4

Day 6 Saturday 25th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 6



9:15AM to 1:00PM	Financial modeling workshop Day 2: a. Excel (contd.)	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 2: a. Financial statement analysis	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – “learning team” led a. Send summary of learning to CFA Institute	Learning team 5

Day 7 Monday 27th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 5
9:15AM to 1:00PM	Financial modeling workshop Day 3: a. Financial statements	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 3: b. Financial statements	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – “learning team” led a. Send summary of learning to CFA Institute	Learning team 6

Day 8 Tuesday 28th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 4
9:15AM to 1:00PM	Financial modeling workshop Day 4: a. Time value, capital budgeting, cost of capital	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 4: b. Time value, capital budgeting, cost of capital	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – “learning team” led a. Send summary of learning to CFA Institute	Learning team 7

Day 9 Wednesday 29th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 3
9:15AM to 1:00PM	Financial modeling workshop Day 5: a. Statistical concepts, normal distribution, portfolio risk and return	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 5: b. Statistical concepts, normal distribution, portfolio risk and return	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – “learning team” led a. Send summary of learning to CFA Institute	Learning team 8



Day 10 Thursday 30th May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 2
9:15AM to 1:00PM	Financial modeling workshop Day 6: a. Valuation techniques and equity valuation report	Gaurav Somani, CFA (FinOptions)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Financial modeling workshop Day 6: b. Valuation techniques and equity valuation report	Gaurav Somani, CFA (FinOptions)
5:45PM to 6:00PM	End of day summary – “learning team” led a. Send summary of learning to CFA Institute	Learning team 9

Day 11 Friday 31st May 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 1
9:15AM to 1:00PM	Effective communication a. Professional communication – written and spoken; b. Business etiquette; c. Communicating with global colleagues; d. Cultural nuances; e. Dealing with senior leaders and peers; f. What NOT to do in communication.	Radhika Gupta (Edelweiss Asset Management)
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	Group presentations by learning teams	Learning teams 5-8
4:00PM to 6:00PM	Quiz 1	

Day 12 Monday 3rd June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 10
9:15AM to 1:00PM	Risk management and mitigation a. Define risk and identify types of risk; b. Define risk management; c. Describe a risk management process; d. Describe risk management functions; e. Describe benefits and costs of risk management; f. Define operational risk and explain how it is managed; g. Define compliance risk and explain how it is managed; h. Define investment risk and explain how it is managed;	Pravin Goel (BlackRock)



	i. Define value at risk and describe its advantages and weaknesses.	
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:00PM	Art of networking a. What is networking; b. Dos and Donts of networking; c. Elevator pitch; d. Networking and relationship building.	Richard McGillivray (CFA Institute)
5:00PM to 7:00PM	Networking event over high tea a. Practice networking skills	ALL, including institutional invitees

Day 13 Tuesday 4th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 9
9:15AM to 1:00PM	Speaking / Presentation workshop a. Best practices; b. Simulation;	Richard McGillivray (CFA Institute)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:30PM	Speaking / Presentation workshop (contd.) a. Group exercises; b. Role play.	Richard McGillivray (CFA Institute)
5:30PM to 6:30PM	Announcement of internships	Amit Chakarabarty (CFA Institute)

Day 14 Wednesday 5th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 6
9:15AM to 1:00PM	Machine learning workshop a. What is machine learning; b. Understand and practice python basics;	Shreenivas Kunte, CFA, CIPM (CFA Institute)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:30PM	Machine learning workshop (contd.) c. Understand basic machine learning models; d. Create basic machine learning models: linear regression, logistic regression, artificial neural networks.	Shreenivas Kunte, CFA, CIPM (CFA Institute)
5:30PM to 6:30PM	Group presentations by learning teams	Learning teams 9-10

Day 15 Thursday 6th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 8
9:15AM to 1:00PM	Building careers a. Finding a purpose;	Sudha Jayashankar (MSCI)



	<ul style="list-style-type: none"> b. Understanding the industry and finding the right path; c. Choosing the right career and working towards one's long term goal. 	
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Data analytics and interpretation <ul style="list-style-type: none"> a. Types of market data (static data, reference data, pricing data and transactional data); b. Data with regards to listed and unlisted securities, funds, benchmarks, ETFs etc.; c. Use of market data including income accounting, taxation, financial reporting and risk analysis; d. Market data – permitted use and usage principles. 	Bhakti Mhatre / Aniket Tamhane, CFA (MSCI)
5:45PM to 6:00PM	End of day summary – “learning team” led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 10

Day 16 Friday 7th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 7
9:15AM to 1:00PM	Securities <ul style="list-style-type: none"> a. Issuers, features and types of debt securities; b. Define current yield and yield curve; c. Explain the relationship between a bond's price and its yield to maturity; d. Explain risks of investing in debt securities; e. Describe the discounted cash flow approach to valuing debt securities; f. Features and types of equity securities; g. Compare risk and return of equity and debt securities; 	Jayna Gandhi, CFA (Quantmac Capital)
1:00PM to 2:00PM	LUNCH	
2:00PM to 5:45PM	Alternative investments <ul style="list-style-type: none"> a. Describe advantages and limitations of alternative investments; b. Describe private equity investments; c. Describe real estate investments; Describe commodity investments.	Nalin Moniz, CFA (Forefront Capital)
5:45PM to 6:00PM	End of day summary – “learning team” led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 1

Day 17 Monday 10th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 5



9:15AM to 1:00PM	<p>Securities (contd.)</p> <ul style="list-style-type: none"> h. Describe approaches to valuing common shares; i. Describe company actions that affect the company's shares outstanding; j. Define a derivative contract and describe uses of derivative contracts; k. Describe key terms of derivative contracts; l. Describe forwards and futures, and distinguish between them; m. Describe options and their uses; n. Define swaps and their uses. 	Jayna Gandhi, CFA (Quantmac Capital)
1:00PM to 2:00PM	LUNCH	
2:00PM to 6:00PM	<p>Personal finance</p> <ul style="list-style-type: none"> a. Creating a "life map"; b. Short term vs. long term goals; c. Managing money, savings and investments; d. Risk management; e. Retirement planning. 	Gajendra Kothari, CFA (Etica Wealth)
6:00PM to 6:15PM	<p>End of day summary – "learning team" led</p> <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 2

Day 18 Tuesday 11th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 4
9:15AM to 1:00PM	<p>Efficient financial markets</p> <ul style="list-style-type: none"> a. Distinguish between primary and secondary markets; b. Explain the role of investment banks in helping issuers raise capital; c. Describe primary market transactions, including public offerings, private placements, and right issues; d. Explain the roles of trading venues, including exchanges and alternative trading venues; e. Identify characteristics of quote-driven, order-driven, and brokered markets; f. Describe market efficiency in terms of operations, information, and allocation. 	Rakesh Chawla, CFA (Deutsche Bank)
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	<p>Economics of international trade</p> <ul style="list-style-type: none"> a. Imports and exports, and the need for and trends in imports and exports; b. Balance of payments and relationship between current account and capital and financial account; 	Aditi Gupta (State Street)



	<ul style="list-style-type: none"> c. Relevance of a country's current account deficit, and its impact on the currency; d. Factors affecting value of a currency; e. Describe foreign exchange rate quotes; f. Compare spot and forward markets. 	
4:00PM to 6:00PM	Quiz 2	
6:00PM to 6:15PM	End of day summary – “learning team” led <ul style="list-style-type: none"> a. Send summary of learning to CFA Institute 	Learning team 3

Day 19 Wednesday 12th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 3
9:15AM to 1:00PM	Valuation review and valuation of start-ups	Aviral Jain, CFA (Duff & Phelps)
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	Mentoring – part 2 <ul style="list-style-type: none"> a. Review of mentoring covered earlier in the boot camp; b. Practical tips as everyone heads for their internships; c. How to effectively utilize a mentor-mentee relationship. 	Arati Porwal (CFA Institute)
4:00PM to 6:00PM	REVIEW – Networking best practices, elevator pitch, business etiquette, etc. <ul style="list-style-type: none"> a. Group exercises; b. Role play. 	Lisa Plaxco, CFA (CFA Institute)

Day 20 Thursday 13th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 2
9:15AM to 1:00PM	Resume review and interview preparation <ul style="list-style-type: none"> a. What does an employer look for; b. Dos and Donts’ of an effective resume; c. How to write a sharp resume; d. How to prepare for an interview; e. Role play of interview process. 	Gayatri Puranik (Julius Baer)
1:00PM to 2:00PM	LUNCH	
2:00PM to 6:00PM	Personal branding for women leaders	Tanvi Bhatt, Tanvi Bhatt International



Day 21 Friday 14th June 2019

	Topic	Speaker
9:00AM to 9:15AM	Daily summary of financial news	Learning team 3
9:15AM to 1:00PM	Final presentations – all learning teams*	Learning teams 1-6
1:00PM to 2:00PM	LUNCH	
2:00PM to 4:00PM	Final presentations – all learning teams*	Learning teams 7-10
4:00PM to 5:30PM	Wrap-up of boot camp	

*Final presentation topics to be provided in the first week of the boot camp