



**BSE Training  
Institute Limited**

# **PLACEMENT BROCHURE**

**2011-2012**



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## About BSE Ltd.

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BSE Ltd. is the first stock exchange that came into existence in Asia. BSE Ltd. was established as “The Native Share & Stock Brokers’ Association” in 1875. BSE Ltd. was granted permanent recognition under the Securities Contract Regulation Act, 1956 and was the first exchange in India to be granted this recognition.

Over the past 136 years, BSE Ltd. has facilitated the growth of the Indian corporate sector by providing it with an efficient capital raising platform. It boasts of the following:

- Today, BSE Ltd. is the world’s biggest stock exchange in terms of the number of listed companies (over 5000)
- It is the world’s 5th most active exchange in terms of number of transactions handled through an electronic trading system, and is in the top ten global exchanges in terms of the market capitalization of its listed companies
- The companies listed on BSE Ltd. command a total market capitalization of USD 1.66 Trillion as of Nov, 2010
- It is BSE Ltd’s pride that almost every leading corporate in India has sourced its services in capital raising and is listed with BSE Ltd.
- It is the first exchange in the country and second in the world to obtain an ISO 9001:2000 certification
- It is also the first exchange in the country and second in the world to receive Information Security Management System Standard BS 7799-2-2002 certification for its BSE On-Line Trading System (BOLT). Presently, we are ISO 27001:2005 certified, which is an ISO version of BS 7799 for Information Security
- The BSE Ltd. Index, SENSEX, is India’s first and most popular Stock Market benchmark index

With its tradition of serving the community, BSE Ltd. has been undertaking Corporate Social Responsibility (CSR) initiatives with a focus on Education, Health and Environment.

[www.bseindia.com](http://www.bseindia.com)



## Introduction to BSE Training Institute Limited

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With the global financial markets at an inflection point, we strive to equip future leaders with the competence and character to address emerging global businesses and social challenges.

The BSE Training Institute Ltd. (BTIL) is a wholly owned subsidiary of the BSE Ltd. BTIL inherits from BSE Ltd. the knowledge and insights into the capital markets industry, garnered over the past 135 years.

The world around us is in a constant state of transformation and we need to be able to deal with this change effectively. To succeed in today's competitive and complex environment, we need to develop and demonstrate "the personal capabilities, underlying characteristics and behaviors that drive superior performance at work". The courses designed at the BTIL are to help in developing the required capabilities and understanding the trends and being prepared for what's around the bend.

### Our Vision

Our vision is to be the most sought after learning provider in the world in areas of financial and leadership learning, by pioneering the generation and dissemination of knowledge for the enhancement of skills and capabilities of professionals and aspiring professionals.

### Our Mission

As a centre of learning, our mission is to promote an open learning environment that brings together people, cultures and ideas from around the world, changing lives and helping transform organizations through innovative learning programs.

Through our learning programs, we develop responsible, thoughtful leaders and entrepreneurs who create value for their organizations and their communities.



## **Mr. Madhu Kannan**

Managing Director & CEO  
BSE Ltd.

## **Message from Managing Director & CEO BSE Ltd.**

It gives me great pleasure in introducing our first batch of MBA Financial Markets students. The curriculum to which this group has been exposed is at par with national and international curricula.

At the BSE Training Institute Ltd., besides ensuring the quality and standards of our curriculum, we emphasize on sustainable development and business practices, ethical values and behavior, and concern for society. We have pioneered several new initiatives to bring about closer interactions between students and academia, exposed the participants to diverse and emerging fields of study, and in addition to ensuring proper rigor, stressed on creation of a unique quality experience for the MBA Financial Markets participants.

The BSE Training Institute Ltd., remains committed to its already established goodwill and promises to continue to bring glory to the nation. It aims to develop into a modern Centre of Excellence in management education & research in the national and international arena.

I am sure that you will find our students among the best in the country, to take on the challenges of the financial markets industry. Let me assure you that our students are well equipped, confident, flexible, hard working, intelligent, problem solvers and will be definitely an asset to the industry.





**Mr. Ambarish Datta**

Managing Director  
BSE Training Institute Ltd.

## **Message from Managing Director BSE Training Institute Ltd.**

I am honoured to introduce the BSE Training Institute Ltd's first batch of MBA Financial Market students. We are indeed fortunate to have a group of highly motivated, bright young students in our very first batch.

This has been an exciting journey for us. A journey of exploration and experimentation in which we have discovered new ways to make learning an enjoyable and enriching experience.

The knowledge and skills that our students gain due to the academic rigor of our curriculum and the industry exposure brought in by our market professional faculty is helping them evolve into balanced professionals.

I am sure as prospective recruiters you will find our students to be a motivated, enthusiastic lot who will contribute to the growth of your organization.

# Governing Board



**Mr. Sudhakar Rao**, Chairman

- Ex-member of the Public Enterprises Selection Board
- An alumnus of the IAS cadre, served in various capacities like:
  - Chief Secretary to the Government of Karnataka,
  - Embassy of India, Washington



**Mr. Ambarish Datta**, Managing Director

- SMP from IIM – Calcutta
- 18 years of Industry Experience
- Extensive domain knowledge in BFSI, Retail, SCM, elearning solutions and manufacturing business



**Mr. Madhu Kannan**, Director

- Is the MD & CEO of BSE Ltd.
- Ex - Managing Director in the Corporate Strategy Group with Bank of America - Merrill Lynch based in New York
- Ex - Senior Vice President at NYSE Euronext



**Mr. Praveen Chakravarthy, Director**

- Senior financial services professional of repute, a public policy activist and an active angel investor
- Currently is on a stint with the Unique Identity Authority of India (UIDAI)
- Worked as a senior professional in BNP Paribas, IBM and Microsoft
- Co-founder of Mumbai Angels, India's most active angel investment network & is an investor and board member in 3 start-ups



**Dr. Raghu Sundaram, Director**

- Is the Yamaichi Faculty Fellow and Professor of Finance at New York University's Stern School of Business
- Formerly taught at University of Rochester
- MBA from the IIM A and PhD in Economics from Cornell University
- Research covers agency problems, executive compensation, corporate finance, derivatives, pricing and credit risk & credit derivatives



**Mr. Ashish Kumar Chauhan, Director**

- Is the Deputy CEO at BSE Ltd.
- Ex-CEO of Mumbai Indians and has served as CIO @ RIL & RComm
- Was a founder member of NSE and instrumental in establishing NCFM certification





## **Dr. Ravi Jaganathan**

- Is the Chicago Mercantile Exchange/John F. Sandner Professor of Finance and a Co-Director of the Financial Institutions and Markets Research Center
- Member of the American Finance Association, the Western Finance Association, and the Econometrics Society
- Has served on the advisory group on Share Based Compensation at the International Accounting Standards Board and as consultant to several companies in the financial services sector
- Was a member of the Board of Directors of the American Finance Association, a research associate at the National Bureau of Economics Research, and President of the Society of Financial Studies



## **Mr. Suresh Sundaresan**

- Is the Chase Manhattan Bank Professor of Economics and Finance at Columbia University
- Has worked as a senior strategist at Lehman Brothers in their Fixed Income Division
- Has conducted training programs for leading investment banks including, Goldman Sachs, Morgan Stanley, CSFB and Lehman Brothers
- Author of the text "Fixed-Income Markets and Their Derivatives"
- Has served on the Treasury Bond Markets Advisory Committee
- Was the resident scholar at the Federal Reserve Bank of New York during 2006



## **Dr. Viral V. Acharya**

- Is the Professor of Finance in the New York University Stern School of Business
- Was a Professor of Finance and Academic Director of the Private Equity Institute at the London Business School
- Served as Research Affiliate of the Center for Economic Policy Research
- Was an Academic Advisor to the Bank of England
- Has received numerous awards and recognition for his research



## **Dr. Raghu Sundaram**

- Is the Yamaichi Faculty Fellow and Professor of Finance at New York University's Stern School of Business
- Was formerly associated with University of Rochester
- Is the author of A First Course in Optimization Theory
- Has served on several editorial boards
- Research in finance covers a range of areas including agency problems, executive compensation, corporate finance, derivatives pricing, and credit risk & credit derivatives



## **Dr. Gangadhar Darbha**

- Is currently working as Executive Director, Nomura Securities
- Is a Post-doc in Finance from The Wharton School, University of Pennsylvania
- Has worked with Royal Bank of Scotland and Morgan Stanley in London; Indian School of Business, Hyderabad; National Stock Exchange of India Ltd, Mumbai; National Institute of Public Finance and Policy, New Delhi; University of Pretoria, South Africa; and Free University, Amsterdam
- Is a regular columnist in Financial Express, Economic Times and Business Standard



## **Dr. Mukund Govind Rajan**

- Is currently the Managing Partner, Tata Opportunities Fund, Tata Capital Limited
- Has served on the Boards of a number of Tata companies
- Has also served as President of the Association of Unified Access Service Providers of India (AUSPI)



# Advisory Council



## Dr. Ajit Ranade

- Is the Chief Economist at the Aditya Birla Group focusing on macro-economic, policy and sectoral issues
- Has also been the Chief Economist at ABN Amro Bank
- Member of the Board of India Today Economists
- Chairs the CII West Zone Sub Committee on Economic Affairs
- On the Research Advisory Panel of the Indian Institute of Banking and Finance
- Has held a faculty position at the Indira Gandhi Institute of Development Research, the Indian Council of Research on International Economic Relations and JNU, New Delhi



## Mr. Urjit Patel

- Has been with Reliance Industries Limited since 2007
- Is a Nonresident Senior Fellow at the Brookings Institution, Washington, D.C
- Has worked at the International Monetary Fund and as an adviser to both the Reserve Bank of India and the Ministry of Finance in New Delhi
- Was involved with financing of infrastructure in India for almost a decade as Executive Director, Infrastructure Development Finance Company Limited
- Was also a Consultant to the Ministry of Finance, Government of India
- Since June 2005 he has been a Board Member of the Multi Commodity Exchange of India
- Also serves as an independent director of the Gujarat State Petroleum Corporation
- Has served on diverse official committees and task forces, including those pertaining to pension reform, direct taxes and most recently, Government of India's Expert Committee on Integrated Energy Policy



## Infrastructure

BTIL has a state of the art training facility in the BSE building which provides the environment required to facilitate the participant's learning process. Our infrastructure provides students with:

- Spacious Classrooms with various seating capacities
- Library and Learning Facilities
- A Computer Lab for Simulated and Online learning environment
- A Conference Hall
- A cafeteria that caters a wide range of cuisines with a stimulating ambience

# Corporate Connect

BTIL being a premier facility in financial and capital market training is popular amongst a whole range of institutions in the Indian Securities Market, market participants like Government, external agencies, financial institutions and corporate and also enjoys their support in its functioning.

Our clients comprise not only the leading lights from the Banking, Financial Services and Insurance sector in India but also from various other countries. Our global clients regularly fly down their employees to gather the unique insights that the BTIL programs have to offer into the working of financial markets in India.

A few clients of BTIL are:



# Faculty Database

Sr. No	Name	Professional Details
1	Bhagirat Merchant	Ex-President BSE & Founder member of BTIL
2	Sandeep Gokhale	President, JSW Steel Ltd.
3	Praneel Kothare	CEO, Finance Rendezvous
4	T. Ramji	Advisor-Strategic Planning to the Chairman, VVF Ltd.
5	S. Ramesh	Chief Operating Officer, Kotak Mahindra Capital Company Ltd.
6	V S Parthasarathy	Group CIO, EVP-Finance & M&A, Member of Group Executive Board, Mahindra & Mahindra
7	Gajendra Kothari	Vice-President, UTI Asset Management Company Ltd., UTI Asset Mgmt. Co. Ltd.
8	B Narasimhan	VP, Karvy Computershare Pvt. Ltd.
9	V Rajgopal	Ex Chief Dealer- Forex, Ex Kotak Bank Ltd.
10	Sadanand Raje	Head - Institutional Sales / Technical Analyst, Infinity.com Financial Securities Ltd. (PINC)
11	Jitendra Panda	Head Sales- Broking, Future Capital
12	D.T .Khilnani	Author of FEMA & NRI Books & FEMA Consultant, Ex RBI, Foreign Exchange
13	G Chandrashekhar	Associate Editor, The Hindu Business Line
14	Prof. P. M. Nayak	Visiting Faculty at various Mgmt Institutes
15	Prof. Mehul Raithatha	Visiting Faculty at various Mgmt Institutes
16	Dr. Suniti Nagpurkar	Head, Dept.of Eco. - V.E.S College
17	Prof. Nandini Lele	Head - Dept of Computer Science - Dalmia College (Retd.)

# Faculty Database

Sr. No	Name	Professional Details
18	Prof. Venkat Iyer	Visiting Faculty at various Mgmt Institutes
19	Prof. Shailesh Kale	Visiting Faculty at various Mgmt Institutes
20	Prof. Sarojini Seth	Academecian
21	Prof. Deepak Bhattacharya	Visiting Faculty at various Mgmt Institutes
22	Dr. Kirti Arekar	K J Somaiya Institute of Management Studies and Research
23	Prof. Sanjivini	K J Somaiya Institute of Management Studies and Research
24	Parul Shukla	Director, Image 4 U Consulting
25	Asavari Shukla	Trainer
26	Dr. Lata Shetty	Director, Mainstream Training Center
27	Veronica Das	Trainer, Mainstream Training Center



Prof. Dr. Indu Shahani (Sheriff of Mumbai) with International Delegates

# Teaching Pedagogy

The classroom sessions are a combination of lively case study discussions, hands on simulation exercises and theoretical learning. This ensures that the learning is an enriching experience.

Our blended learning programs are aimed at having the highest impact, lowest cost way to drive major corporate learning initiatives.

Our curriculum is continuously updated keeping in line with the industry trends, regulatory guidelines and global best practices. We have a panel of industry stalwarts and academicians who review and help evolve our curriculum to ensure that it meets the needs of the industry professionals.

Our learner – centered, participant – directed learning approach is as stimulating for the participants as it is for the faculty. The use of case studies and hands on exercises ensures that the learning is complete and the right skills are imparted.

We recognize the need for the right blend of theory and practice in teaching, especially for a subject like Financial Markets, where although the basic principles never change, new techniques, practices and organizational structures frequently evolve to meet the ever changing needs of the markets and its various participants.



Lecture Series





# Advantage: MBA in Financial Markets

BTIL recognizes the growing need for well- qualified, dynamic and perceptive finance professionals both in India as well as globally. It is essential for finance professionals to have not just their domain knowledge, but also awareness about the market as a whole.

If Mumbai has to become an international financial hub and sustain the position, then apart from new and innovative global financial services, the industry needs manpower that will do expert financial analysis and define and shape financial products and do expert market analysis.

The financial market arena is a field which is constantly evolving, in which updated and specialized knowledge is essential. Financial companies today seek candidates who not only have excellent knowledge of their field and specialist skills, but who can cope with dynamism and lead the company successfully through changes. The innovations of the financial markets, as well as the globalization process and technological changes require highly trained professionals, able to face the challenges of the financial areas of corporate business. They seek individuals who can be a positive face of the company when dealing with clients and transmitting in them confidence of the company's ability to manage the funds.

Graduates of our program will have a solid understanding of the fundamental quantitative tools ranging from applied economic theory, probability and statistics, to financial modeling and securities law all of which are becoming increasingly vital in the financial industry. As for any aspirant looking forward to entering in this vibrant field, it is essential to have a sound technical knowledge. However, at the same time, it is also essential for one to be well versed in their soft skills, that is, their communication abilities and overall presentation.

The MBA - Financial Markets program is intended to prepare students for a wide range of careers both inside and outside the financial markets industry, including Investment Banking, Fund Management, Debt and Capital Markets, Mergers and Acquisitions, Investment Analysis and Research to name a few.

One cannot learn about the financial markets operations without participating in it. Keeping this in mind the MBA- Financial Markets from BTIL has been designed to interlace practical sessions such as case study discussions, projects, group discussions, simulation programs and internships along with the theory sessions so that the students can correlate between theory and practice and develop a wholesome understanding of the subject.

The course will commence with the core modules that provide the prerequisite skills in mathematics, economics, probability and statistics necessary for the study of financial markets at a sophisticated level. It will then proceed to explore the specialized financial market subjects in depth.

An MBA - Financial Markets from BTIL will give you the edge to deal with complex scenarios and make a difference in the respective field.



Prof. Dr. Indu Shahani (Sheriff of Mumbai), Mr. Damodaran (Ex-Chairman-SEBI), Prof. P. R. R. Nair (IGNOU) at MBA Inauguration with BTIL Team

# Program Details

## SEMESTER 1

- Module 1: Management Functions and Behavior
- Module 2: Economic and Social Environment
- Module 3: Quantitative Analysis for Managerial Application
- Module 5 : Accounting and Finance for Managers
- Module 5: Marketing for Managers
- Module 6: Organizational Design and Management of Human Resources

## SEMESTER 2

- Module 7: Strategic Management
- Module 8: Information Systems for Managers
- Module 9: Capital Markets
- Module 10: Economics for the Financial Markets
- Module 11: Quantitative and Statistical Techniques for Financial Markets
- Module 12: Corporate Finance
- Internship for 8 Weeks

## SEMESTER 3

- Module 13: Derivatives
- Module 14: Debt Markets
- Module 15: Forex Markets
- Module 16: Credit Risk Analysis
- Module 17: Financial Modeling
- Module 18: Technical Analysis

## SEMESTER 4

- Module 19: Portfolio Management
- Module 20: Market Instruments and Processes - Existing, New and Emerging
- Module 21: Private Equity and Venture Capital
- Module 22: Securities and Business Law
- Project Evaluation

# Student Activities

Our students have been organizing many club activities despite their rigorous academic schedule and duties. The various clubs that conduct such activities include Cultural Club, e-Newsletter Club, Financial Literacy Club, Movies Club, Management Club and Sports Club.

## A few activities organized by them were:

- The Management Club organized an Ad-making event where groups were to innovatively craft an Advertisement, topic for which was given impromptu. The result was a novel blend of creativity and glee.
- The Management Club also conducts Quizzes which reveal the brilliant side of students.
- The Movie Club screens the inspirational and motivating movies which are then watched by the entire class jointly. Learning from the movie is then discussed by the class with inputs from a faculty.
- The Sports club had organized football & cricket matches over weekends; which enhance the sportsmanship and competitive spirit in students.

## The events where our students participated are:

- Listing ceremonies held at BSE Ltd.
- Ceremony of Coal India's inclusion in the SENSEX
- Mock-stock game conducted by our students, based on the yester years 'open outcry system'. Our students got the first-hand experience of how trading happened in the good-old days.

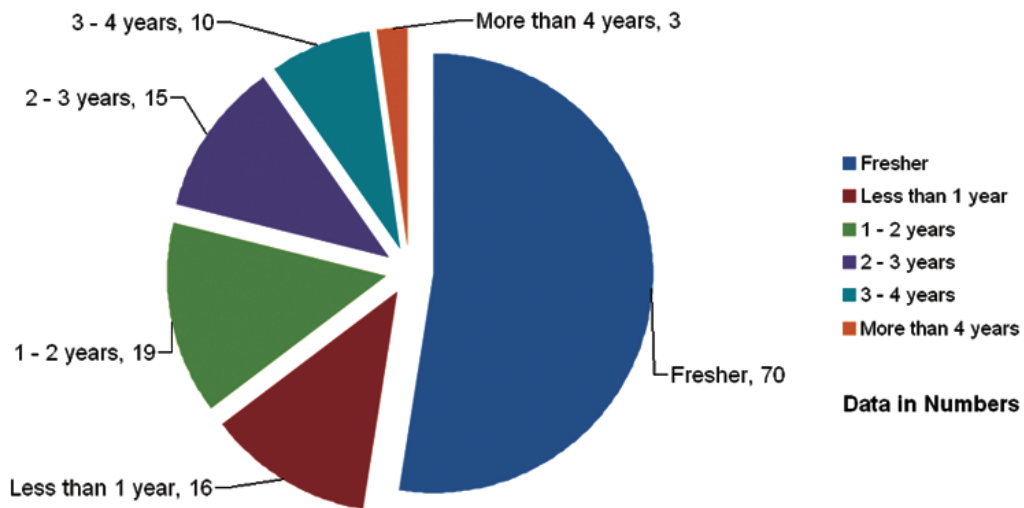


Various Student Activities

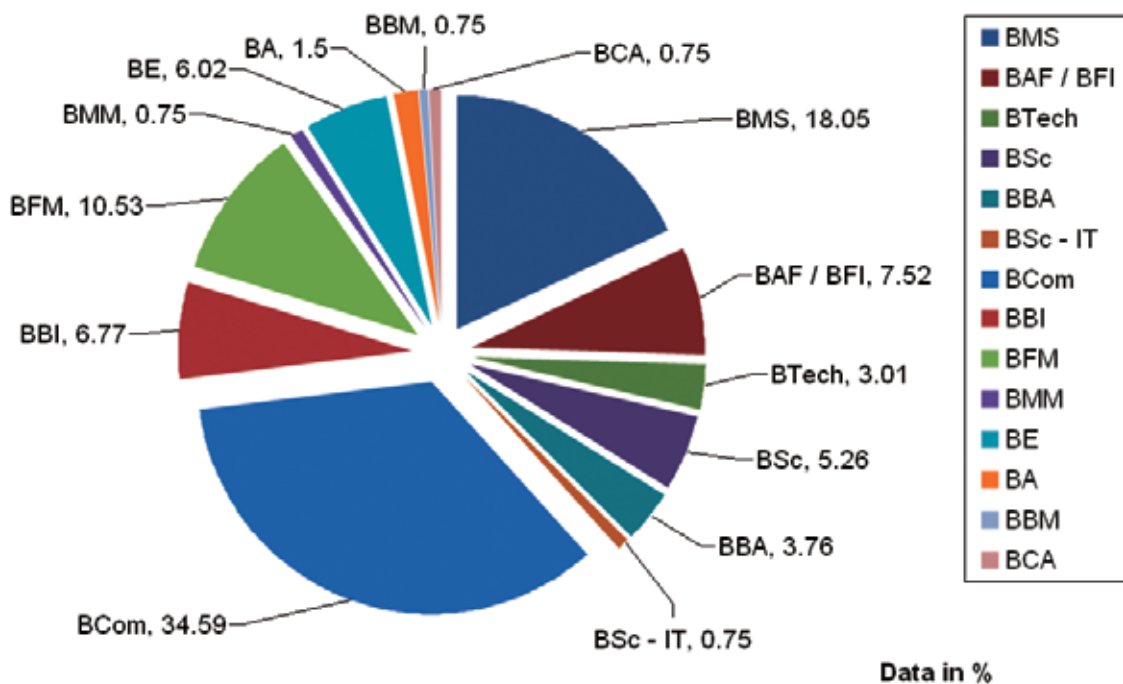
# Batch Profile: MBA – Financial Markets (2011 – 13)

Our student intake is a good blend of students from diverse background. We have had a good mix of fresher and quality work-experience students. They also come from a varied education background.

## Work Experience



## Education Background



## International Outbound

BTIL has a robust track record in conducting international outbound programs, wherein professionals / experts from the Indian financial industry were taken for a business-knowledge tour to Asia: Singapore, Hong Kong, Shanghai, Malaysia, Bangkok and Australia: Sydney and Melbourne.

The program uses an experiential learning approach, which is the process of making meaning from direct experience. A participant learns about the functioning of the international financial markets through observation and interaction with the environment through study visit and walk and talk tours at wide range of institutions in the realm of Securities Market Regulation, Securities Exchange Commission / Financial Service Authorities, Stock Exchange, Investment / Commercial and Development Bank, Central Bank, Chamber of Commerce and Industry, Corporate and Consulates / High Commission / Embassy.

## International Inbound

We have been conducting a lot of quality international programs which have been highly acclaimed and well received by overseas participants representing regulators, securities exchange commission, stock exchanges, depositories, brokerage houses and financial institutions for programs in the recent period.

BTIL conducts various international programs in a year at the BSE Training Institute, Mumbai, India. These programs have received nominations from organizations world wide and so far over 30 countries from Asia, Africa, Europe and United Arab Emirates have attended – namely; Albania, Bangladesh, Bahrain, Barbados, Bhutan, Dubai, Egypt, Germany, Indonesia, Iran, Jordan, Lithuania, Kuala Lumpur, Maldives, Mauritius, Morocco, Nepal, Sultanate of Oman, Fiji, Pakistan, Poland, Sri Lanka, Syria, Taiwan, Thailand and West Indies. African Nations: Botswana, Ghana, Kenya, Mozambique, Nigeria, Tanzania and Uganda.

The list of programs include international program on Securities Markets Operations, Demat and Depositories, Surveillance, Risk Management and Securities Settlement, and likewise.



**MoU Ceremony:** BSE Training Institute Ltd., Toronto Financial Services Centre (Ontario, Canada), And International Financial Centre Montréal (Québec, Canada)

**Names of Dignitaries: From L to R :** Mr. V. Balasubramanian, Head - Business Operations, Mr. Ashish Kumar Chauhan, Deputy CEO, BSE Ltd., Mr. Benoit-Jean Bernard, Consul & Director Bureau du Québec, Hon. Marvin Hildebrand, Consul General of Canada, Mr. Ambarish Datta, CEO & MD, BTIL, Mr. Madhu Kannan, CEO & MD, BSE Ltd., Mr. Aaron Rosland, Counsellor (Commercial - Ontario), International Marketing Centre - India

# Learning outside the Classroom

The thought process behind the inception of Learning outside the Classroom was to spread financial awareness and understanding of the financial markets amongst school students. The purpose was to spread knowledge of savings and investment through a series of enjoyable activities that will help the students to learn some difficult concepts by creating an environment where the students can apply these concepts through a series of activities such as games, quizzes, simulation exercises.

The games and simulations are designed to give the students firsthand experience of the market trading activity in a manner that the students will understand and be excited about.

In case of every school, the basic expectation from the teachers was for the students to acquire an understanding of the stock market and how it functions besides giving them an experience of being present at the hub of the Indian Capital markets. BTIL took the experience one step further by introducing the students to the idea of savings and investments and the interplay between the two.

**The learning objectives of Learning outside the Classroom are:**

- To inculcate a sense of saving amongst students
- To educate the students about the purpose and role of investments
- To illustrate the role played by the Exchange and the functioning of the capital market
- To introduce students through examples and simulations to the various activities and instruments within the financial markets.





**For internship opportunities, please contact:**

**Ms. Vidya Nayak**

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BSE Training Institute Ltd.

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**Mr. Vinod Nair**

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BSE Training Institute Ltd.

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