



**PGDM (2012-14)**  
**Wealth Management and Alternative Investment**  
**Finance Elective (3 Credits)**  
**Jan-March 2014**  
**Course Outline**

**Course Instructor:** Dr. Aman Srivastava (Office Ext: 180)

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**Chamber Consultation:** All weekdays 3:00 to 4:00 PM

**Overview**

This course looks at the many challenges faced by an individual in a complex financial environment and rising uncertainties of one's life. It focuses on achieving long-term financial comfort of individual and family through goal setting, developing financial and life strategies, acquiring personal financial planning knowledge and managing risk throughout one's life. In order to make this course more experiential case studies, application based assignments and exercises, videos, and guest lecturers would be used along with classroom lectures and discussions. Specific areas of study include personal financial statements, budgets, income tax planning, time value of money, effective retirement planning, and estate planning.

**Learning Outcomes**

After going through this course, the students would be able to:

- Understand the basic concept of financial planning
- Appreciate the need for financial planning and wealth management
- Select the suitable investment and insurance products for clients
- Appreciate the significance of retirement planning
- Create a financial plan

**Text**

- Joehnk & Gitman (2008), *Personal Finance*, South Western Cengage Learning, New Delhi

**References**

- Ohri Arun & S. Sundaran (2011), *Introduction to Financial Planning* (Third Edition), New Delhi :Taxmann Publications Private Limited,
- Mishra K.C., I.S. (2009). *Basics of Financial Planning* (First Indian Impression ed.). New Delhi: Cengage Learning.

**Pedagogy**

The course focuses on experiential learning of the students and would be using interactive sessions, guest lectures, case study, spreadsheet exercises, and assignments for achieving its objective. The course is covered by adopting a combination of lecture methods, case discussion, and self-study sessions. The students are expected to come prepared for the class both by reading the prescribed text and case materials as well as by obtaining insights through library research & financial newspapers.

**Assessment**

S. No.		
1	Mid Term	30
2	End Term	30
3	Project Presentations	20
4	Quiz	20

### Session wise Plan

Session	Topic	Method/Case	Readings
1	Introduction to course, need for personal planning, life cycle of an individual and financial needs, phases of life and financial needs, process of financial planning	Discussion	Text book Ch. 1
2	Developing financial statements and plans	Exercises	Text book Ch. 2
3	Managing cash and savings	Discussion on saving accounts vs. Liquid funds Fixed deposits vs. FMP's	Text book Ch. 4
4	Making automobile and housing decisions, Managing personal Credit	Discussion on use of credit cards, consumer loans, personal loans, auto loans and housing loans	Text book Ch. 5,6,7
5	Financial Planning , credit and cash management: Practitioners' perspective	GUEST LECTURE	
6	Insurance planning: how to select appropriate insurance products : Life insurance and health insurance		Text book Ch. 8, 9, 10
7	Need for nonlife insurance products		
8	How to select appropriate insurance product: Practitioners' perspective	GUEST LECTURE	
9	Managing Investments: Investment planning, investment in stocks and bonds: mutual funds		Text book Ch. 11, 12, 13
10	Investment in gold and real estate		
11	Personal Tax Planning : Income tax, wealth tax, property tax, gift tax etc.	Discussion	Handouts
12	Personal Tax Planning : Income tax, wealth tax, property tax, gift tax etc.	Exercises	
13	Personal Tax Planning: Practitioners' perspective	GUEST LECTURE	
14	Retirement Planning: why and how? Estimating future needs, pension plans, NPS		Text book Ch. 14
15	Exercises on Retirement planning		
16	Retirement Planning: Practitioners' perspective	GUEST LECTURE	
17	Estate Planning		Text book Ch. 15
18	Project Presentations		
19	Project Presentations		
20	Project Presentations		