

**POST GRADUATE DIPLOMA IN MANAGEMENT**  
**WEALTH MANAGEMENT**

CREDIT: 1.5 credits

SESSION DURATION: 60 Minutes

TERM: IV

YEAR: 2021-22

Batch: PGDM 2020-22

**Faculty:** Dr. Sougata Ray

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**Office hours:** 9:30 AM to 5:30 PM

**Consulting hours:** Can be decided based on prior appointment.

**Course Introduction:** This course focuses on the fundamental issues of personal financial planning. Student is required to build upon the knowledge gained in the other courses and incorporate all aspects of personal finance for developing a comprehensive financial plan. The course covers the various steps involved in collecting and evaluating client data, developing, recommending & executing strategies suitable for the clients and monitoring & review of financial plans. This course introduces the students to the nuances of various investment avenues, life cycle of investors, their objectives and asset allocation.

**Learning Outcomes**

- LO1 Gaining an in-depth understanding of the Wealth Management Process and financial needs of customers.
- LO2 Gaining an understanding of personal balance sheets; calculation of net worth and Human Capital.
- LO3 Knowledge about financial planning, setting financial goal, budgeting, and debt management.
- LO4 Gaining in-depth knowledge of different financial products and associated risks profile

**Course Pedagogy:** The course will be delivered in classrooms and constitute a mix of lectures supported by power-point presentations, cases/ articles & activities.

**Recommended Book:**

1. Dunn & Bradstreet. Wealth Management, Finance essentials series. New Delhi: Tata McGraw Hill Publications, 2010.

**Reference Books:**

1. Financial Planning: Theory and Practice, Sid Mittra, Sage Texts, Indian Edition
2. Financial Planning: A Ready Reckoner, Madhu Sinha, McGraw Hill, 1st Edition

**Course Evaluation criteria:**

<b>Evaluation Scheme</b>	Surprise Quizzes	20%
	Assignment	20%
	Project	20%
	End Term Exam	40%

**Description of evaluation components:**

1. Surprise Quiz: Each quiz will contain MCQs, fill in the blanks and/ or short questions. Each quiz would be based on pre-readings and course covered till the latest session. The quizzes will be conducted in the class without making any prior announcement. Any student who misses any of the quizzes for any reason whatsoever would not be granted any make-up.
2. Assignment: Individual student will do a spending analysis and prepare a detailed budgeting for himself / herself. A report shall be submitted on completion of the task as a part of the assignment.
3. Project (Group activity): This project will be conducted in groups of students. The group will seek appointment with two prospective clients and prepare individual financial plans. The group will gather information about financial status (income, assets, liabilities), and assess the risk appetite of the clients.
4. Comprehensive End Term Exam: The end-term examination will be in pen & paper mode with duration of 2-3 hours. The paper will consist of questions aimed at testing the ability to apply conceptual knowledge in real life situations. These may include case-based questions. The purpose of this component is to assess the ability of the student to apply the concepts learned in the course to practical applications. The answers to the questions should be relevant to the context, should reflect the understanding of the student and the ability of the student to apply the knowledge to practical issues.

**Session Plan:**

<b>Session No.</b>	<b>Topics</b>	<b>Learning Outcomes</b>	<b>Readings/ Case Study</b>
1	Wealth Management Introduction	LO1	Dun & Bradstreet Ch 1
2 - 3	Financial planning and Wealth Management Industry	LO1, LO2	Notes Case study
4 - 6	Personal Balance Sheet, Net Worth Human Capital estimation	LO2	Notes Case study
7	Personal Life cycle analysis and identification of investment need	LO2	Notes

8	Personal Budgeting & Debt Management	LO3	Notes
9	Retirement Planning	LO3	Dun & Bradstreet Ch 1
10	Asset Classes – Equity & Debt	LO4	Dun & Bradstreet Ch 4
11	Role of Insurance - Risk mitigation through insurance, introduction to various types of risks, Concept of Insurable risk, various Insurance	LO4	Dun & Bradstreet Ch 5
12	Mutual Funds as an Asset class – Introduction, Structure of mutual funds in India.	LO4	Dun & Bradstreet Ch 4
13	Types of Mutual funds and their appropriateness	LO4	Dun & Bradstreet Ch 4
14	Alternate Asset Classes- Gold as an asset, investing in Gold in India, Real Estate as an asset, Means & Challenges in investing in Real Estate.	LO4	Dun & Bradstreet Ch 4&7
15	Wealth Management Strategy	LO1	Dun & Bradstreet Ch 8