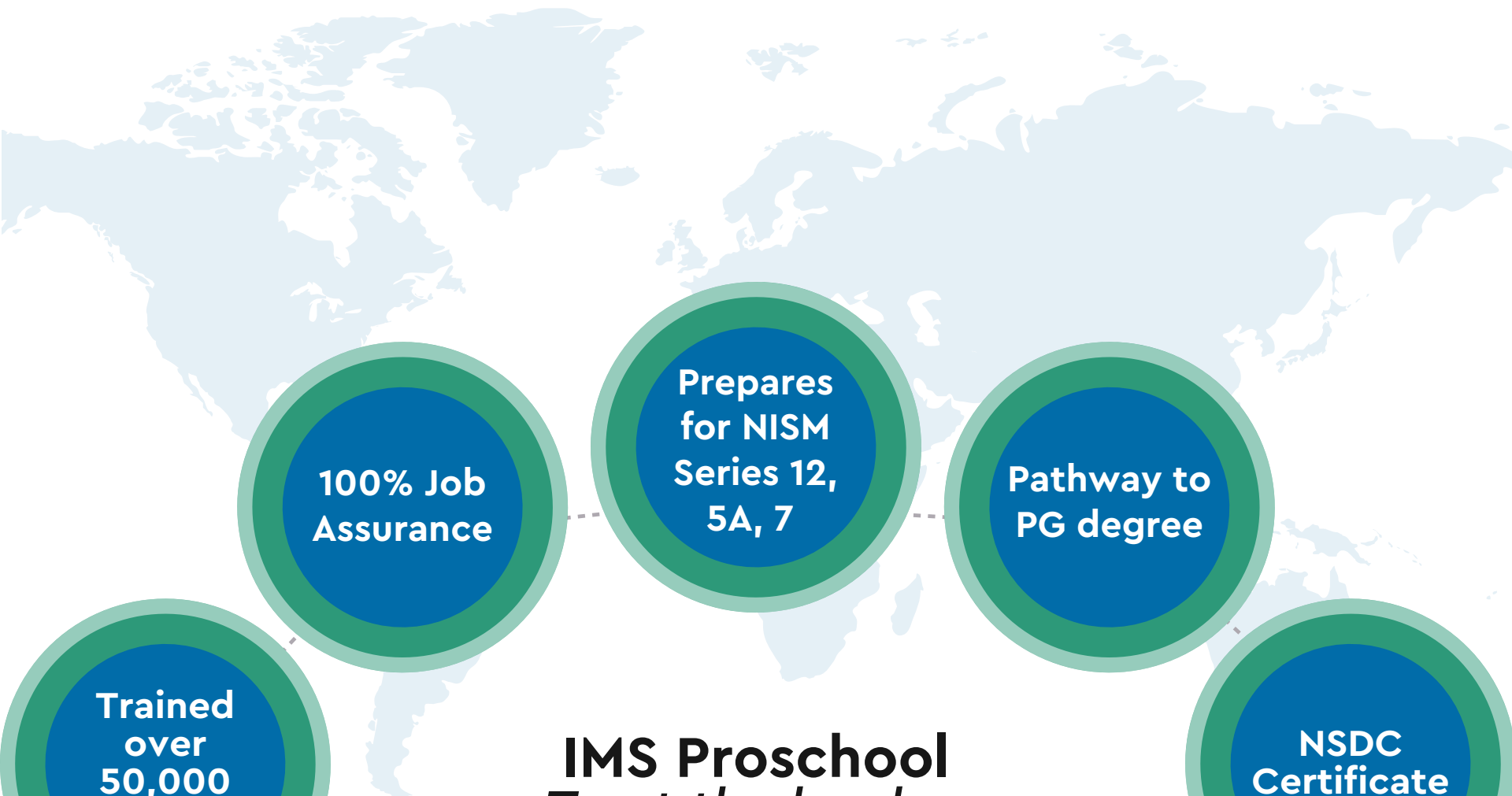




INVESTMENT BANKING OPERATIONS



IMS Proschool
Trust the leader

Why learn Investment Banking Operations?

The unprecedented growth in financial markets and banking has created a huge volume of transactions. Indian stock markets are now in the Top 5 globally in terms of size, and the banking sector is growing at over 10% CAGR. The sheer volume of transactions is creating huge job opportunities in the operations side.

How IB Operations work:

1 Investment banks underwrite new debt and equity securities for all types of corporations, aid in the sale of securities, and help facilitate mergers and acquisitions, reorganizations, and broker trades for institutions and private investors. Investment banks also provide guidance to issuers regarding the offering and placement of stock.

2 Many large investment banking systems are affiliated with or subsidiaries of larger banking institutions, and many have become household names, the largest being Goldman Sachs, Morgan Stanley, JPMorgan Chase, Bank of America Merrill Lynch, and Deutsche Bank.

3 You will work on all the trades executed by these entities as they require backend execution, reconciliation, risk management, settlement and regulatory disclosures.

4 Entering the Investment Banking sector through this route allows you to gain meaningful experience that you can use to grow in the Investment Banking and Securities Markets sector.

Who Should Pursue IBO?



Any student considering a career in Investment Banking



Freshers looking to get a job in Securities Markets

Anyone looking to switch to Finance sector



Anyone who needs an entry-level job in Finance



I liked the part where there are various study material provided such as recorded lectures & quizzes to help us better prepare for the upcoming live lecture, where I can raise doubts and get them answered.

- **Aryan Tupe**



IBO Job Profiles

Freshers (UG level)

CTC
3-4 lacs

Typical roles in,
BFSI sector (e.g.,
Trade Executive,
Operations Executive)

Experienced
Individuals

4 lacs++
(depends on experience)

Typical roles include
Team Leader, Assistant
Manager, Operations
Manager



100% Job Assurance



Employability Grooming:

Including CV building, aptitude tests, communication skills, mock interviews, 1-on-1 mentorship and GD's.



Curated Job Opening:

Proschool guarantees at least 5 entry-level job listings that match the course curriculum. Lateral roles are listed on a case to case basis.



Interview Coordination:

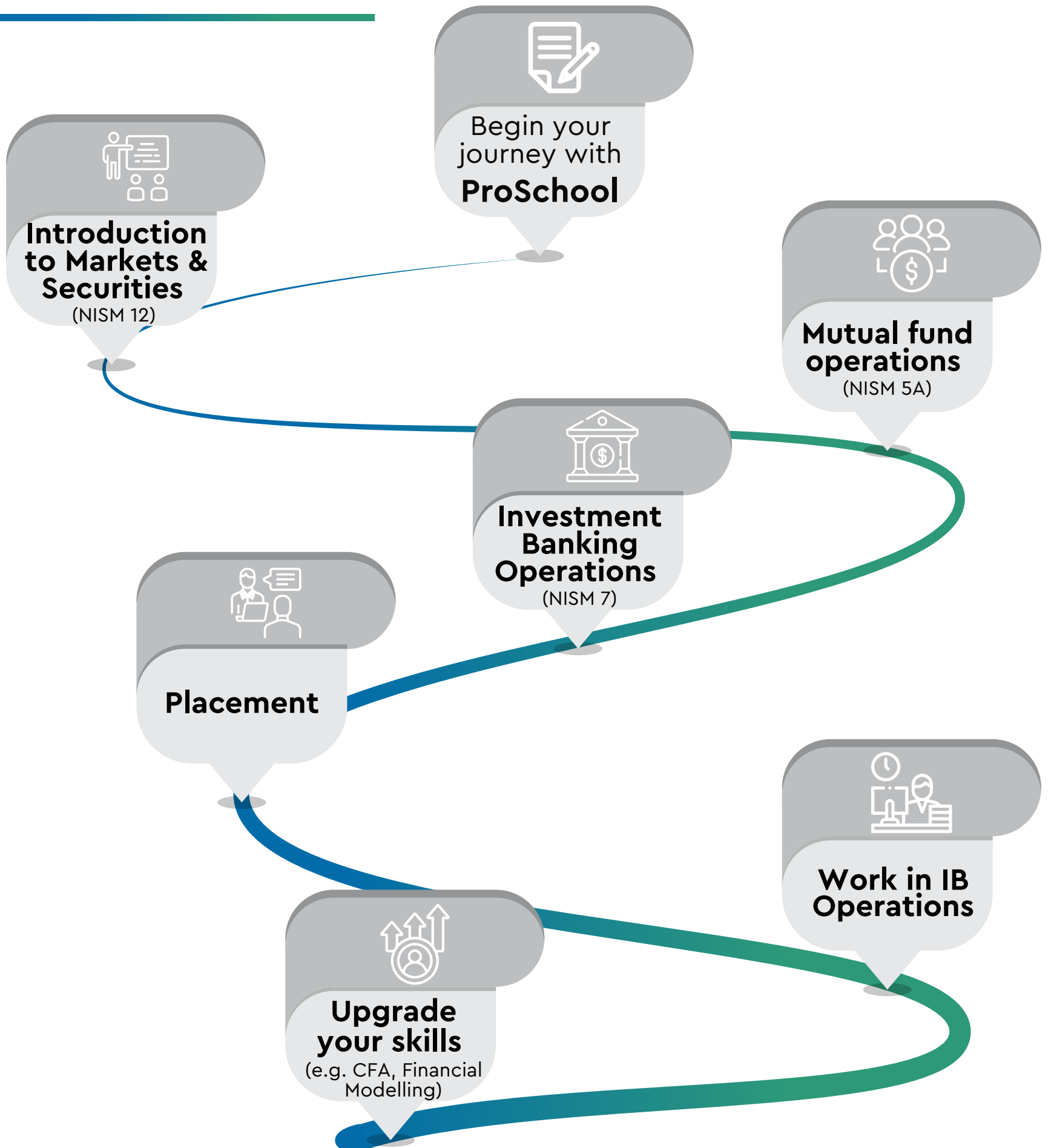
Shortlisted students receive personalized handholding through all interview stages.



Job Assurance:

Students applying for entry level roles are assured at least 3 shortlists within 6 months of course completion.

IBO Roadmap



Course Highlights

Over 5 Live Cases & Projects:

Gain real-world expertise through 5+ live cases, transforming theory into practice for tangible skills.

i

200 Hour of Direct Faculty-training:

Immerse in 200 hours of direct instruction from industry veterans, equipping you with market-relevant expertise.

ii

4 Month Course Duration:

Advance swiftly with our focused 4-month course, designed for comprehensive skill acquisition without the long-term commitment.

iii

6 Month Extended Placement Support:

Enjoy 6 months of dedicated placement assistance, ensuring your transition from classroom to career is smooth and successful.

iv



The most appealing thing about Proschool is the study material and the structure does emphasis on mostly practical based approach which makes learning and understanding more efficient.

- Shubham Alurkar



Curriculum

SYLLABUS

Know the basics of the Indian Securities Markets and their associated processes.

1. Understand Securities Markets and Securities.

The candidate should be able to:

- 1.1. Describe the securities markets, their structure and participants, their role and their technology advancements.
- 1.2. Describe securities available in the market, characteristics of debt and equity, hybrid instruments, commodities, derivatives.
- 1.3. Explain asset allocation and diversification and their measures
- 1.4. Explain investment-related aspects and underlying factors like price, value etc and how to invest in equity, debt and other securities
- 1.5. Describe the Primary markets role and function, its intermediaries, issues, issuers, investors and regulation
- 1.6. Describe public issue of shares and debt securities, types of public issues, listing of shares, private placement.
- 1.7. Describe the Secondary markets role and function, structure, participants
- 1.8. Describe trade execution, clearance, settlement, regulations, risk management, reporting as well as customer rights, obligations and grievance redressal

2. Understand Mutual Funds and Derivative Markets

The candidate should be able to:

- 2.1. Describe types of open and closed ended Mutual Funds, and their key terms and concepts.
- 2.2. Distinguish between active and passive investing, the investment process and systematic transactions.
- 2.3. Explain switching process, costs and benefits of Mutual Funds, regulations and Investor service standards
- 2.4. Explain the concept behind Derivatives and the types of derivatives
- 2.5. Describe the derivative market structure and its indicators, and the trading and settlement process
- 2.6. Explain risk in derivative markets and role of derivatives in risk management

Understand, evaluate and advise on Mutual Fund products and schemes

3. Understand how Mutual Funds are evaluated and distributed

The candidate should be able to:

- 3.1. Describe structure of Mutual Funds in India, roles of Asset Management Companies, SEBI and AMFI and other intermediaries
- 3.2. Describe the regulatory framework, due diligence process by AMC's, Consumer Grievance redressal and intermediary Code of Conduct
- 3.3. Understand scheme documentation, how funds are distributed and channel management practices, including commissions, due diligence and distributor changes.
- 3.4. Evaluate the fund in terms of fair value principles, net assets, NAV, dividends, reserves, entry / exit loads, accounting requirements, expense ratio, unit pricing for segregated portfolio

4. Advise customers on investing in Mutual Funds, including underlying tax, legal and regulatory aspects

The candidate should be able to:

- 4.1. Identify investors risk profile, financial goals, behavioral biases and asset allocation
- 4.2. Describe the risk, return and performance of a fund; describe MF Scheme performance and scheme selection, including benchmarks for equity, debt and other schemes
- 4.3. Recommended funds or schemes based on the investor profile
- 4.4. Provide investor services, including NFO process, investment plan, unit allotment, application procedures, account statements, KYC, SIP set-up, special investor categories etc.

4.4. Provide investor services, including NFO process, investment plan, unit allotment, application procedures, account statements, KYC, SIP set-up, special investor categories etc.

5. Understand investment banking operations

The candidate should be able to:

- 5.1. Describe the products traded in securities markets, role of International Finance Services Centres (IFSC), the market structure and participants, and the regulators and regulatory framework
- 5.2. Describe the trade life cycle
- 5.3. Explain the roles and functions of front office, middle office and back office operations
- 5.4. Describe the process of risk management, compliance and regulatory reporting and the core settlement guarantee fund.

6. Execute clearing and settlement processes

The candidate should be able to:

- 6.1. Describe the role of the clearing corporation and the role of clearing banks, members and custodians and their respective functions.
- 6.2. Explain depositories and depository participants.
- 6.3. Execute the clearing process
- 6.4. Execute the settlement process
- 6.5. Determine the settlement obligation, and settle funds and securities.
- 6.6. Describe how securities are auctioned and how to adjust corporate actions

7. Provide other investor services

The candidate should be able to:

- 7.1. Explain types of investor grievances and how online dispute resolutions are done in the Indian Securities markets.
- 7.2. Explain the Investor Protection Fund
- 7.3. Explain operations relating to other services, including IPO applications, trading of Mutual Fund units, portfolio management services, depository services and margin trading
- 7.4. Describe the structure and purpose of research reports, internet based trading (IBT) and Securities Trader using Wireless Technology (STWT)

Nature of Roles in Investment Banking

This roles prepares you for Middle and Back Office

Front Office	Middle Office	Back Office Roles
<ul style="list-style-type: none">• Investment Banking• Equity Research• Sales and Trading	<ul style="list-style-type: none">• Risk Management• Financial Control• Corporate Treasury	<ul style="list-style-type: none">• Operations• Technology Staff (IT)• Accounting

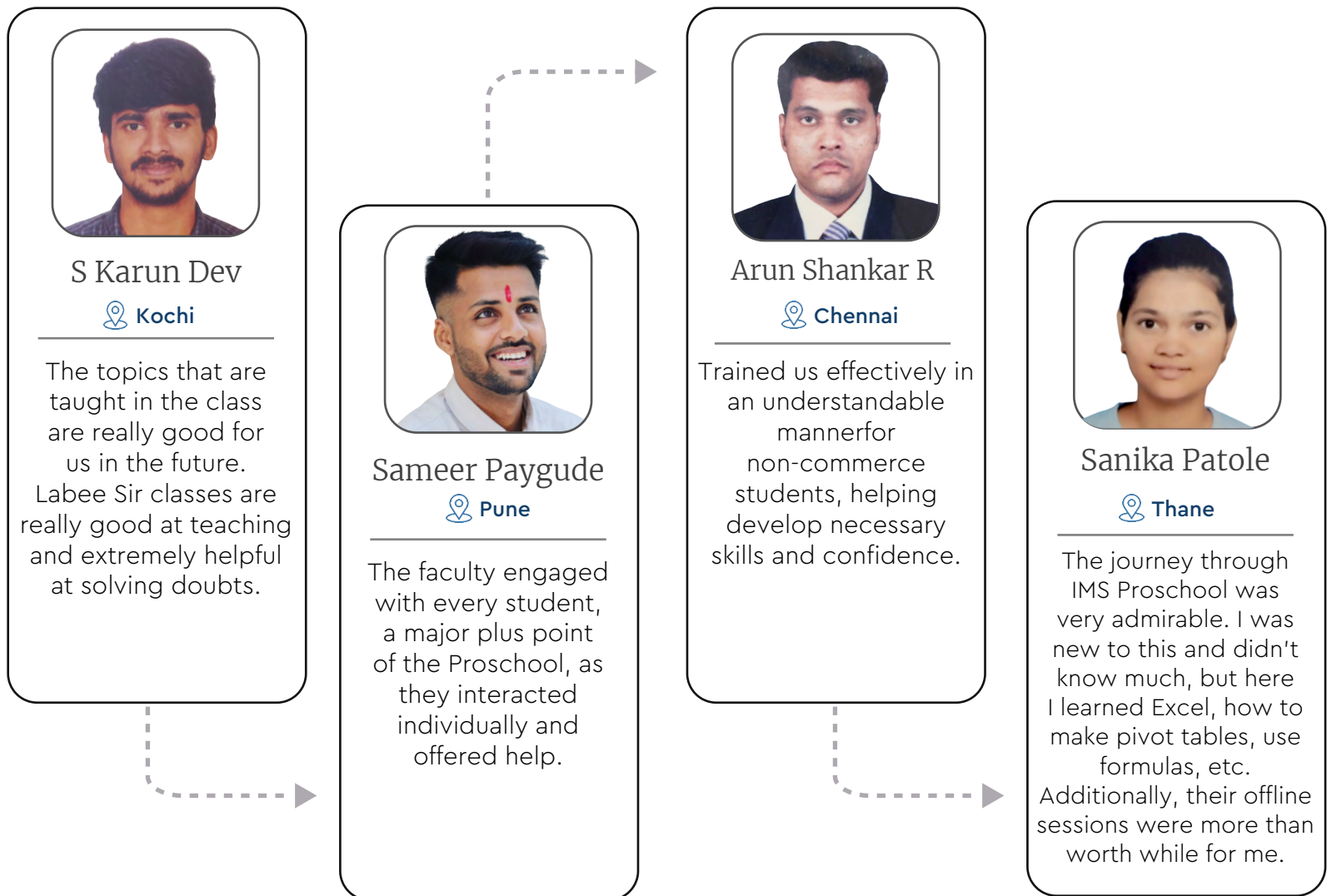


I appreciate the faculty's teaching and online lectures. They also offer placement sessions that provide advice on interview preparation and resume building.

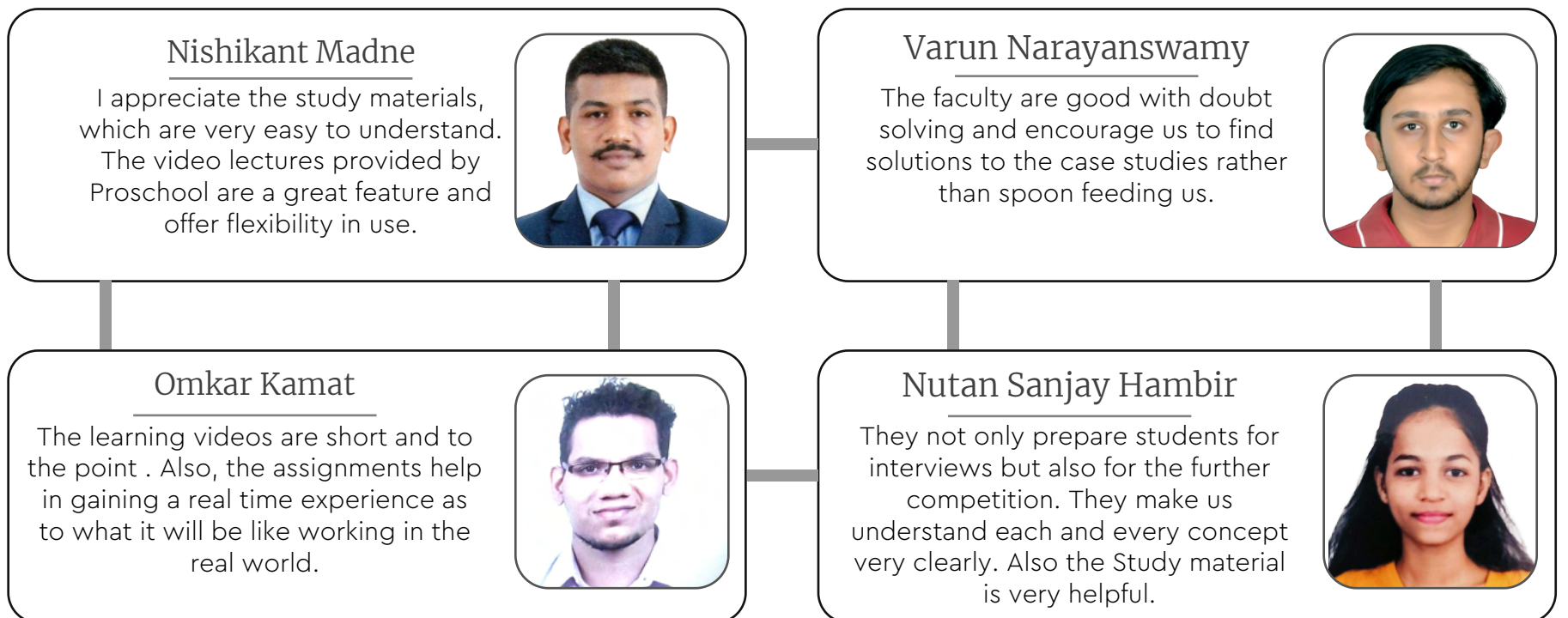
- Rutuja Vaidya



Classroom Batch Reviews



Online Batch Reviews



Faculty

Faculty for the program are experienced professionals with several years of Industry and Consulting experience and remarkable academic backgrounds.



CA Vishal Goel

FM Trainer &
Financial and Income
tax Consultant



Mihir Kapuria

Investment Manager,
Corporate Trainer-
Financial Modelling



Sameer Gunjal

Hedge Fund
Manager
MBA (NITIE)



CA Rishita Motwani

Advocate | Founder,
Finance100X | Finance
Educator

Why Proschool?

Pioneering Excellence

Since 2011, we've equipped over 50,000 professionals and students with cutting-edge skills, propelling them toward success in their careers.



Proschool stands at the forefront of finance & accounting education, continuously innovating and setting benchmarks for the industry.

Empowering Thousands



A Proud IMS Legacy



As a vital part of IMS, Proschool draws on decades of educational excellence, blending expertise with a passion for nurturing future leaders.

Our collaborations with leading firms and educational institutions ensure our curriculum remains relevant, practical, and aligned with industry needs.



Strategic Partnerships

Leadership at Its Core



At Proschool, leadership isn't just taught; it's embodied in our approach, inspiring students to reach new heights in their professional journeys.

Our Centers

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Andheri
+91 9867842800

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