FinX™

B.Com
Capital Markets
Generalist to Specialist

Your journey to become an industry expert starts here

FinX

“Degrees are valuable,
but Skills make you indispensable”

PM Narendra Modi

The Education World Is Transitioning

FinX

EARLIER

- Focus on Marks & Degrees
- Generalized Programs
- Theory-Focused Learning
- Fixed Curriculum
- No Focus on Entrepreneurial Finance or Startups

Focus on Academics

NOW

- Focus on Skills & Experience
- Specialized Courses
- Practical & Application-Based Learning
- Curriculum Aligned to Industry Requirement
- Encourages Entrepreneurship & Startup Culture

Focus on Skills

Spot The Difference

	Qualification	CGPA	Work Experience	Internships	Projects	Certifications
Candidate A	B.Com	4.5/5	Nil	Nil	Nil	Nil
Candidate B	B.Com Capital Markets	3.8/5	Nil	2	2	4

Who is better suited for the corporate world?

Who has stronger credentials to secure admission for a global degree?

Did You Know?

- BFSI sector contributes ~30% of Nifty 50 Market Cap.
- It is one of the Fastest-Growing sectors recording 31% YoY growth.
- BFSI is also among the Highest-Paying sectors.
- India is a leading Startup Hub, with 40% of Unicorns from BFSI-Fintech.

Source: nseindia.com, Mckinsey, IBEF.org

Data as on Feb'2025

Capital Markets = Growth & Opportunities

Drives & Benefits From Economic Growth

- Capital markets are catalyst to economic growth

Expanding Industry & Careers

- High demand for skilled professionals
- Exciting career oppurtunities

Beyond Just Jobs

- Essential for personal finance management
- Opens entrepreneurial opportunities

From Degree to Career

Profile Boost

Certifications embedded into the program to help you stand out.

Internship & Placement Support

Get hands-on experience with top firms and secure your future.

Career Support

Resume-building, interview prep, and networking opportunities.

Entrepreneurship Support

Guidance on taking forward and starting your own business.

Industry Opportunities

FinX™

Asset Management

- Mutual Funds
- PMS & Alternate Investments

Banking

- Commercial Banking
- Liabilities
- Retail Banking
- Third Party Financial Products

Broking

- Commodity
- Depository
- Stock Market

Insurance

- General Insurance
- Health Insurance
- Life Insurance

Investment Banking

- Investment Banking
- VC & Private Equity

Loans & Lending

- Fintech (Loans & Lending)

Wealth Management

- Financial Product Distribution
- Fintech (Wealth Management & Distribution)

Global Capability Centres (KPO's)

- Investment Banking Operations
- Other Processes

Jobs In 2000 Vs JOBS In 2025

Job Roles in 2000 Standardized Roles	Job Roles in 2025 Specialized Roles
Bank Clerk	Wealth Manager
Accounts Manager	Risk Analyst
Loan Officer	Credit Risk Manager
Branch Manager	Quantitative Analyst (Quant)
Finance Manager	Blockchain & Crypto Specialist
Insurance Agent	Portfolio Manager
Sales Manager	Alternative Investment Specialist
Stock Broker	Technical Analyst
IPO Distributor	Algorithmic Trader
Audit & Compliance Officer	Private Equity/Venture Capital Analyst
Stock Market Dealer	Derivatives Trader

FinX™

Introducing

B.Com

Capital Markets Program

Designed & Taught by Industry Experts

Advisory Council

Abhay Tewari
MD & CEO, SUD Life

Nitin Rao
CEO, Incred Wealth

Anshul Arzare
MD & CEO, Yes Securities

Deepak Gaddhyan
Head Branch Banking and Retail Liabilities, RBL Bank

Sunil Subramaniam
Market Expert and Ex. MD, Sundaram AMC

Swarup Mohanty
Vice Chairman and CEO, Mirae Investment Managers

Program Highlights

- **Industry-Aligned Curriculum** designed by industry experts
- Taught by **Industry Practitioners**
- **Job-Readiness** - Internships, Projects, Industry visits and Certifications
- **Holistic Skill Development** – Functional and Behavioral Skills
- **Foundation** for higher education
- Offers **Honours Option** (4th year specialization)

"Industry Alignment" is in the Program DNA

From Generalization to Specialization

FinX

B.Com (General)

- Financial Markets
- Accounting
- **Financial Management**
- Corporate Law
- Cost Accounting
- Principles of Auditing
- **Microsoft Excel Skills**
- Environmental Studies
- Business Perspectives
- Business Ethics and Corporate Governance

B.Com (Capital Markets)

- Equity Investing, Fixed Income Markets, Currency and Commodity Derivatives
- Financial Statement Analysis
- **Financial Modelling**
- Investment Banking; Mergers and Acquitions
- Financial Risk Management
- Technical and Fundamental Research and Analysis
- **Financial Spreadsheets and Calculators**
- FinTech and Artificial Intelligence Application
- Blockchain and Crypto
- Capital Market Operations

Course Curriculum & Structure

FinX

Semester 1

- Financial Markets and Products
- Time Value of Money and Financial Calculators
- Marketing & Sales of Financial Product
- Fintech and AI application
- Business Communication-I

Semester 2

- Business Economics
- Equity Markets
- Financial Accounting
- Mutual fund + Preparatory training for NISM VA
- Block Chain & Crypto Currencies
- Business Communication-II

Semester 3

- Financial Reporting & Fundamental Analysis
- Corporate Finance
- Business Law
- Macro Economics
- Banking & Insurance (Life, Health, General)

Semester 4

- Capital Market Operations + (Preparatory training for NISM SORM)
- Equity Derivatives + (Preparatory training for NISM VIII)
- Commodities and Currency
- Derivatives
- Financial Spread Sheet

Semester 5

- Financial Modelling
- Fixed Income Securities
- Technical Analysis
- Financial Planning & Personal Finance
- Research Analysis + Preparatory training for NISM XV
- Campus to Corporate
- Internship

Semester 6

- Investment Banking
- International Business
- Mergers & Acquisition
- Financial Risk Management(FRM)
- Taxation
- Internship

Industry Faculty

Rajendra Kalur

Independent Consultant & Financial Educator with 25+ years in Asset Management, Investment Banking, and Wealth Management.
CFA India Board Member.

Dr. R S P Singh

Academic & Corporate Trainer with expertise in Financial Planning, Wealth Management, and Regulatory Frameworks.
Author & Researcher.

Meghdoot Karnik

Chartered Accountant with 29 years in BFSI, training, and leadership roles at JP Morgan, Tata AIG, and Symbiosis University.

Joydeep Sen

Corporate Trainer & Author with 4 books, 500+ financial columns, and expertise in Fixed Income & Wealth Management.

Nayan Marphatia

Corporate Trainer & Angel Investor with 30+ years across Banking, Insurance, and Entrepreneurship.
Trainer at ICAI & BFSI institutions.

Manmeet Singh Khuarana

Senior Business Leader with 25+ years in Financial Services & FMCG, specializing in investments, distribution, and product management.

Gaurav Agrawal

Finance Educator & Founder, FinModel Digital Solutions, specializing in financial data analysis, investment research, and valuation.

Nikunj Sharma

Corporate trainer, Published author & Motivational Speaker with over 27 years of experience in business development, investments & sales training.

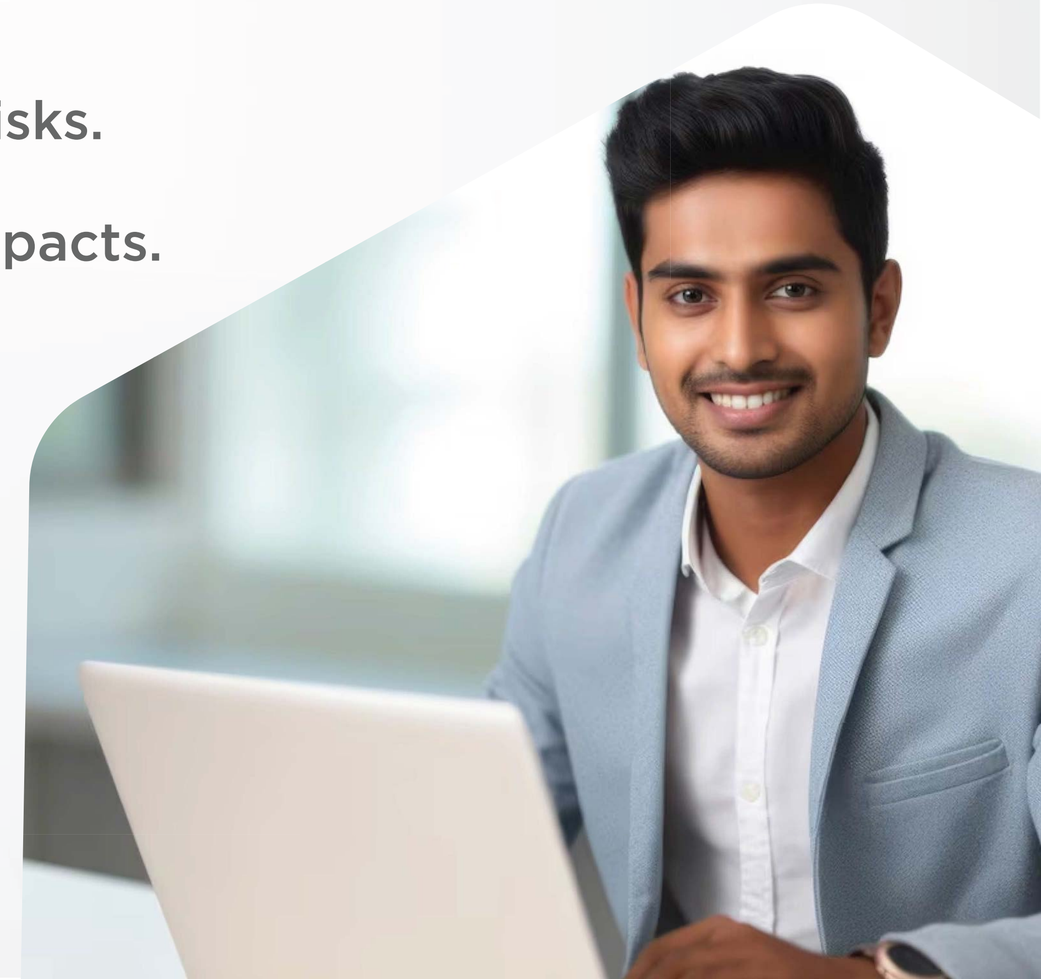
Sankha Mukherjee

CFP, Corporate trainer with over 20 years experience in Equity investing & trading

*On availability basis

Learning Outcomes

- Understand capital markets, key participants, and trading mechanisms.
- Analyze market trends, financial statements, and risks.
- Assess regulatory, ethical, and global economic impacts.
- Apply quantitative and qualitative insights to real-world scenarios.



Fee Structure

- Course Fee
- Flexible payment options
- Financing option available
- High ROI
  - No requirement of additional certifications for entry-level roles
  - Higher chances of employability with placement assistance

Invest in your future with confidence!

Finx Credentials

- **18 years** of training and skilling experience in the BFSI sector.
- **Strong partnerships** with leading Banks, AMCs, Industry Platforms & Regulators.
- Leadership team experience of over **400 years.**
- Trained over **1 million learners.**
- Over **100 industry tie-ups.**
- Remarkable learner rating of **98%** & Net Promoter Score of **97%.**
- Supported by **Elevar Equity**- A Leading Impact Venture Capital Firm.

Placement and Internship Tie-ups

FinX

- Aditya Birla Capital
- White Oak Capital Management
- Emkay
- Motilal Oswal
- Citrus Advisors
- Multi-Act
- Yes Securities
- Pantomath
- Finquant
- Blue Ocean Strategies
- Manek Financial
- Sundaram Alternates
- The MoneyMart
- 1Point
- AD Naikwealth
- Auto Hangar
- InCred
- Seabucks Finserv Pvt Ltd
- Link Intime India Pvt Ltd
- kotak
- Piramal Finance
- Morningstar
- HDFC securities
- Max Life Insurance
- Asset Mine
- pnb MetLife
- PGIM India Mutual Fund
- Oxyzen Fin

Corporates

TESTIMONIAL

HDFC securities

We want to express our sincere appreciation to CIEL for their outstanding support in certifying our team with Wealth Management Certification (Basic Level). The program was launched in two batches, it not only enhanced their understanding of wealth management fundamentals and concepts but also equipped with essential practical and application skills. We wish CIEL all the very best on completing 17 years and look forward to collaborating further.

★★★★★

Sandeep Saran
Head L&D

TESTIMONIAL

YES SECURITIES

A comprehensive program on Debt Market and Macro-Economics was facilitated for our relationship managers. The finely curated program by CIEL built a strong foundation of debt fundamentals & fixed income markets along with an understanding of macro-economics and its interlinkages with asset classes. The trainings helped our relationship managers identify the causes of different economic development and position debt funds appropriately. We are grateful for the partnership with CIEL and eagerly anticipate future collaborative opportunities.

★★★★★

Anshul Arzare
MD & CEO

TESTIMONIAL

LIC MUTUAL FUND

Congratulations to CIEL on completing 17 years. We are glad to partner with CIEL for our training initiatives, all the programs delivered for our distributors at various locations have been highly appreciated. The programs have enabled the distributors to enhance their knowledge and grow. All the best to team CIEL!

★★★★★

Sanju Kumari
Manager-Human Resources

Learners

Testimonial

★★★★★

The course study material provided me with valuable information. I was able to test my knowledge by taking mock tests after each module. Data can be easily understood and comprehended.

Diksha Shukla
Portfolio Manager
(Wealth Management)
Gurgaon

Testimonial

★★★★★

The study material offered in the course proved immensely valuable, equipping me with essential knowledge. To reinforce my understanding, I engaged in mock tests following each module. The data presented was readily comprehensible, making the learning process smooth and efficient.

Shane John Manickassery
Pursuing ACCA
Alappuzha, Kerala

Testimonial

★★★★★

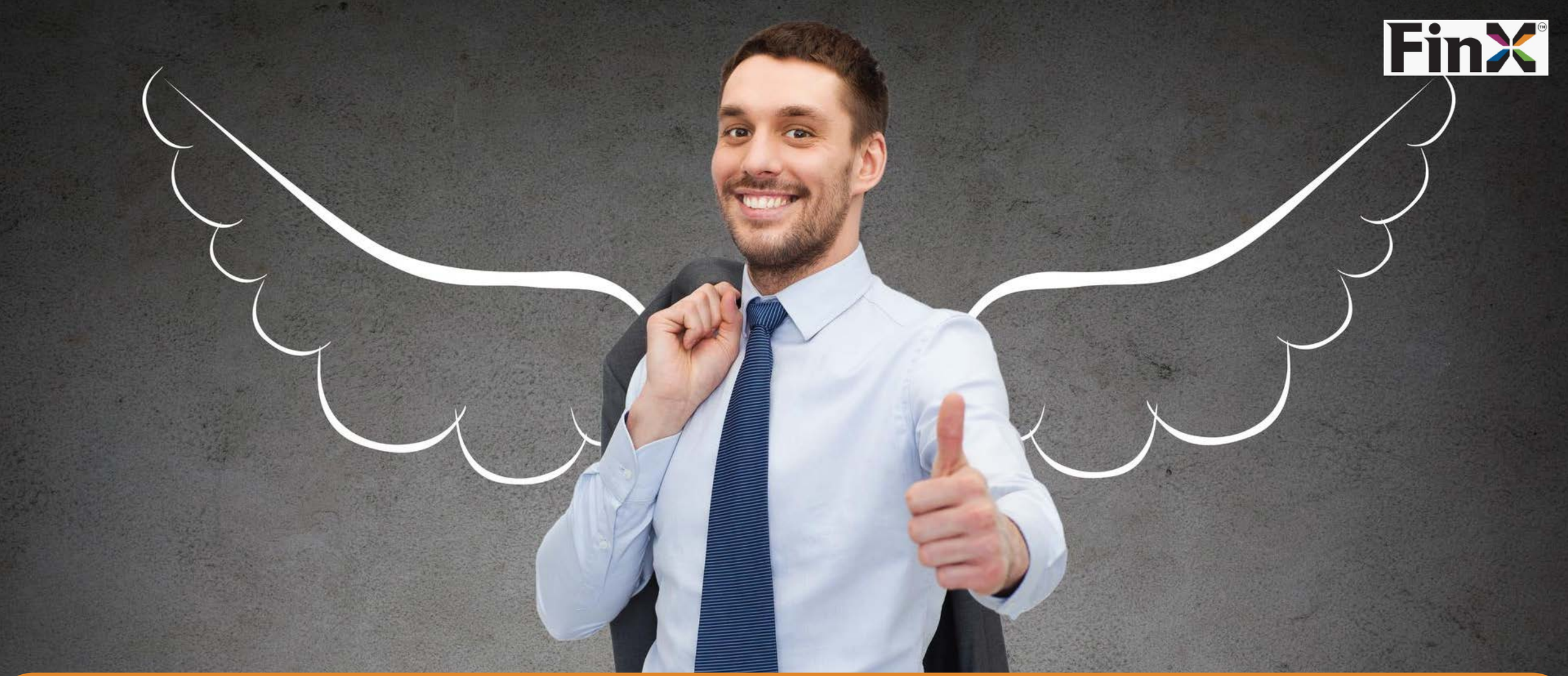
The CIEL online training materials are user-friendly and easy to learn. Mock tests help you gain an understanding of what the exam will be like, and give you a good feeling for how the actual test will be.

Rahul Subramanian
Business Manager
Bangalore

FinX™

Collaborative Platform to create Skilled & Employable resources for BFSI Industry

Employability I Entrepreneurship I Financial Education I Executive Upskilling



Fly Into Tomorrow on Wings of Relevance

Option for Honors

Honors - Capital Market	Honors - Wealth Management	Honors - Banking, Credit & Lending
Semester – VII	**Semester – VII**	**Semester – VII**
Strategic Financial Management	Wealth Management - Technical	Banking Law and Regulations
Equity Market Analysis and Valuation	Emerging trends in Wealth Management	Banking & NBFC Products and Services
Portfolio Management Services (Preparatory training for NISM XXI B)	Specialised Investment Funds (SIFs) + (Preparatory training for NISM XXIII)	Business and Household Funding
Debt Fund Strategies	Retirement and Estate planning	Principles and Concepts in Lending
Wealth Management - Technical	Relationship Management Aspects (Behavioural, Sales & Soft Skills)	Report Preparation and Presentation Techniques
Internship/ Research Project	Internship/ Research Project	Internship/ Research Project
Semester - VIII	**Semester - VIII**	**Semester - VIII**
Business Strategies	Principles of Portfolio Construction	Lending Process
Principles of Portfolio Construction	Alternates	Practical Aspects of Lending
Alternates Assets	Professional Code of Conduct	Professional Ethics and Code of Conduct for Bankers
Adv. Financial Modelling	Portfolio Management Services (Preparatory training for NISM XX1A)	Customer Relationship Management & Distribution of Financial Services
Internship/ Research Project	Internship/ Research Project	Internship/ Research Project