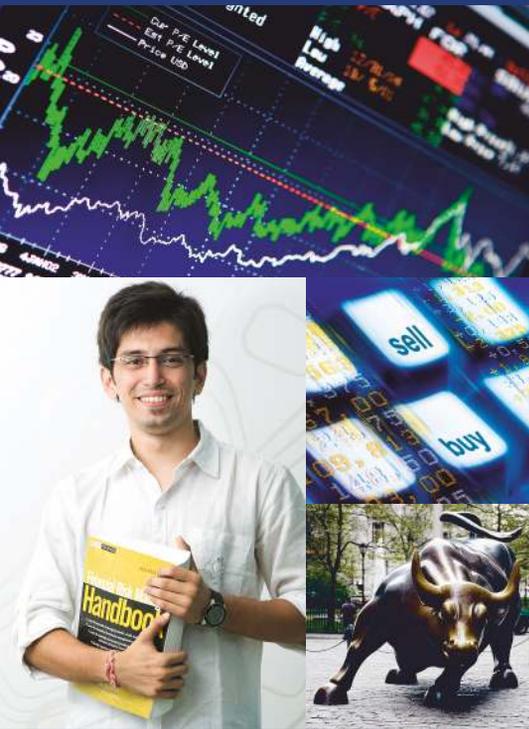


# BSE

INSTITUTE LIMITED

## INDUSTRY RELEVANT INTERNSHIP PROJECTS



# INDUSTRY MENTORED INTERNSHIP

MARKETING • FINANCE • IT  
HUMAN RESOURCE • OPERATIONS



## FINANCIAL MARKETS ECOSYSTEM

*leading to*  
ENHANCED CAREER OPPORTUNITIES  
VENTURE CREATION OPTIONS  
PRE PLACEMENT OFFERS



**MR. AMBARISH DATTA**  
Managing Director & CEO  
BSE Institute Limited

Dear Professor

Internship Project is a significant aspect and contributes considerably in realizing the career aspirations of a management graduate. **INDUSTRY MENTORED INTERNSHIP (IMI)** is designed with an objective to offer meaningful internship projects that are industry relevant, thereby providing numerous opportunities for a rewarding professional careers and establishing proprietary trading desks

IMI is a great opportunity to invest in your student's future career. The Program links the student with an experienced professional in his or her chosen field of interest.

The goal of the program is to assist students' transition from study to work by facilitating in-depth understanding of potential employing organizations, roles and workplaces relevant to their area of interest. The Program also aims to expand the employer base for your students by providing an avenue of involvement for your students with various industry professionals and organizations.

Our goal is to produce leaders in the corporate arena. We believe that mentoring by practicing professionals can be a key part of generating excitement among students and enhancing their success.

*Industry Mentored Internship essentially encompasses an end-to-end orientation on the financial markets ecosystem, hands-on experience of the functioning of live financial markets, flexibility to choose a internship project of interest, guidance and mentorship from practicing professionals, networking with industry experts, and showcase of the project amongst the peer industry, leading to enhanced career opportunities and pre placement offers.*

As many jobs are not advertised, IMI is an opportunity for students to expand their networks that could lead to interesting job openings. An industry mentor could pave the way for the enrolled students in meeting their career aspirations.

We will be happy to extend any further assistance for strengthening this unique industry-academia cooperation and we look forward to hear from you in our endeavor to provide industry-relevant, career-linked, and industry-mentored internship projects for the students of management studies.

# INSIGHTS INTO EMERGING CAREER OPPORTUNITIES

*Engage. Explore. Excel*

## INDUSTRY RELEVANT INTERNSHIP

- Meaningful Projects for Enhanced Career Opportunities
- Project Guidance by Domain Experts

## REAL-TIME ORIENTATION

- Insights into working of Financial Market Ecosystem
- Visits to Various Ecosystem Intuitions
- Networking with Practicing Professionals
- Multi-Asset-Class Simulation for Analytics and Trading Strategies

## REWARDING CAREERS

- Project Showcase to Various Industry Partners
- Industry Endorsed Certifications
- Pre Placement Opportunities
- Venture Creation Options

# NEXT-GENERATION FINANCIAL MARKETS

## *Emerging Opportunities*

Financial markets in India are in a rapid growth mode. The Indian financial system stands out as unique among developed and emerging markets because of its growth in scale and scope, adoption of international standards, harnessing the prowess of technology for enhancing market efficiency, and introduction of extensive delivery, distribution, and marketing systems.

The financial services is one of the fastest growing industries in India. Banks; public and private markets for debt, equity, commodity and currency; insurance industry; global and domestic asset management companies; investment banking and advisory services; private equity and venture capital; intermediation and broking; financial research and information dissemination; information vending; market communication; and other offerings are all poised to grow rapidly in the backdrop of ongoing economic reforms in the Indian financial sector.

*Financial markets are emerging as the largest employment generator, harnessing the country's distinct advantage in the growth of the services industry.*

# DIFFERENTIATE YOURSELF

## *Comprehensive Insights. In-depth Orientation*

The pace and diversity of growth of the financial markets warrants cultivation of a diverse range of skill-sets and expertise. The financial industry requires professionals with a broad understanding of the financial markets ecosystem and its functioning, rather than a narrow eligibility of passing one or two certificate examinations. Students with insights on the working of the financial industry from a practice perspective are highly sought after by the industry.

Such skills will make the students better prepared for emerging career opportunities as also better equipped to perform for advancement in their career.

*Industry Mentored Internship enables real-time orientation on working of financial institutions, exchange operations, intermediation, sales & distribution, market communication, brand management & advertising, information technology, and human resource management in the realm of financial markets ecosystem.*

# MEET YOUR CAREER ASPIRATIONS

## *Knowledge. Skills. Expertise*

An aspiring professional in financial markets is expected to have a comprehensive understanding of the functioning of integrated financial market and the inter-linkages of asset-classes and markets. Modern markets operate in close integration and linkages with one another. Lack of practice oriented insights, isolated understanding of one market or a particular asset-class, and narrow understanding of the entire financial markets ecosystem will not be adequate to excel as a qualified financial market professional.

It is to bridge this skills gap that **Industry Mentored Internship** is designed to provide an orientation on different perspectives of the working of financial markets ecosystem. The entire learning experience is guided through an internship project so as to provide hands-on learning and exposure. Ample opportunities are provided to undertake the internship in the area of interest and functional specialization such as marketing, finance, information technology, operations, and human resource.

*An unique opportunity to undertake industry relevant and meaningful internship projects that will equip to harness the emerging career opportunities of modern financial markets and the related ecosystems.*



# CONFIDENCE FOR EMERGING CAREER OPPORTUNITIES

## *Harness the IMI Edge*

Each student group will have a dedicated practicing professional as mentor and guide to facilitate insights into the intricacies that drive the financial markets. IMI is insightful, enriching, and experiential.

Marketplace Visits for  
**REAL-TIME MARKET** Experience



Project  
**IDENTIFICATION**



**GUIDANCE** from  
Practicing Professionals



Taught **MODULES**  
and **SIMULATION**



**RESEARCH** Methodology  
and Analytics



Industry **LINKAGES** and  
**ENGAGEMENTS**



Industry **ENDORSED**  
**CERTIFICATION**



Project **REPORT** and  
**PRESENTATION**



**PROJECT SHOWCASE**  
to Industry



Pre-placement  
**OPPORTUNITIES**



Establish a  
**PROPRIETARY DESK**

**PROJECT INCUBATION**  
options

ORIENTATION  
& INSIGHTS

IDEATION &  
EXPLORATION

PROJECT  
MENTORSHIP

NETWORKING

PROFESSIONAL  
CAREERS

VENTURE  
CREATION  
OPTIONS



## INDUSTRY RELEVANT INTERNSHIP

### *Insightful Exposure and Orientation*

Opportunity to work on real-time projects in the realm of financial markets ecosystem under the guidance of an experienced mentor is an integral part of the IMI. **Internship projects will be identified and developed based on the preference, interest, and prior background of the respective student.**

## CERTIFICATION

### *Industry Endorsement*

Certification by BSE Institute Limited will be offered as a part of IMI program. The certification has endorsement from major constituencies of the financial markets and is widely accepted by Corporate India.

## MARKET SIMULATION LAB

### *Real-Time Experience of Live Markets*

Multi-Asset-Class Simulation Lab provides a virtual and simulated market environment for a real-time market experience. Students develop their analytical skills and trading strategies in multi-asset-class markets. The simulation lab provides an opportunity to test assumptions and hypotheses underlying trading and investment strategies.

## OPPORTUNITIES FOR ENTERPRISE

### *Venture Creation and Self-Employment*

A wide range of new opportunities are emerging in the financial sector, giving scope for enterprise development. IMI will be of great value in enriching the experience of students, leading to successful enterprise development, such as establishing a proprietary desk.

# EXPERIENTIAL LEARNING

## *Comprehensive Coverage. Real-Time Insights*

IMI provides 6-8 weeks of real-time experience of working with the financial markets and learning from the professionals managing these markets. Based on the student interest and project requirements, the internship shall broadly encompass:

Expanding multi-asset-class segments and innovations in product design.	Next-generation trading platforms and impact of technology advances in financial markets.	Insights into changing roles and profiles of market institutions, intermediaries, and investors.
Challenges in client acquisition and client retention.	Changing risk appetite and investment patterns. Emerging models in valuation and pricing of derivatives.	Emerging trends and innovations in resource mobilization, resource reallocation, and wealth creation.
Simulated trading in major asset classes and products. Trading trends and trading strategies.	Risk management. Analytics: Fundamental and Technical.	Credit appraisal and corporate finance.
Collateral management and warehousing.	Market communication. Brand management and creatives. Digital marketing and social media.	Talent acquisition, talent retention, and talent development.

The salient features that makes IMI meaningful and an unique learning experience is the internship-driven comprehensive orientation on the financial markets ecosystem.

Interactions and visits to various market places for experiencing <i>live</i> markets and market operations.	Expanding expectations for multi-disciplinary & cross-functional expertise from financial market professionals.	Exposure to various venture creation options in the financial markets ecosystem.
Directory of participants circulated widely in the financial services industry.	Opportunities for rewarding careers and pre placement offers.	Exposure to various professional careers in the financial markets ecosystem.

*Industry Mentored Internship is designed in extensive consultation with market professionals and practitioners to provide a wide range of perspectives on financial markets practices with an objective to develop a talent pool for meeting the growing demand for professionals with inter-disciplinary understanding of modern financial markets.*

# ENROLL FOR A PROMISING CAREER

## *A Rewarding Experience in Enhancement of Skills*

IMI is ideal for students of finance, marketing, operations, human resource, information technology, and economics.

### **VENUE:**

#### **BSE INSTITUTE LIMITED,**

BSE Limited, 18<sup>th</sup> & 19<sup>th</sup> Floor, P. J. Towers, Dalal Street, Mumbai – 400 001.

### **DURATION AND DATES:**

The duration of IMI is 6 – 8 weeks.

Every year, IMI is offered from January onwards. Each month, 4 batches are offered and the last enrollment is in the month of August.

In view of the IMI internship projects being interactive in nature, and involves visits to marketplace, each batch is restricted to limited participants. Registration is in the sequence of applications received.

Preference will be given to accommodate the internship duration and dates as per the academic calendar of respective institutions.

### **FEES:**

The all-inclusive fee per participant is **Rs 60,000/-** (+ taxes) which shall broadly cover:

*orientation on market ecosystem – project identification – project mentorship – market place visits – experience of live markets and market operations – assignments and classroom sessions – multi-asset-class integrated simulation – test and quiz – project writing – interactions with industry professionals – project presentation and showcase to peer industry – certification – career opportunities – pre placement offers – venture creation options – occasional social visits – participant’s kit – courseware – reference reading materials.*

The travel to Mumbai, lodging & boarding, and incidental & personal expenses shall be borne by the respective participant.

### **ACCOMMODATION:**

Assistance for availing accommodation at youth hostels and other safe & secure accommodation options will be provided.

# JOIN AS ACADEMIC PARTNER

## *Integrate IMI with Mainstream Curriculum*

Academic institutions and business management colleges can partner for integrating IMI with mainstream curriculum. The partnership offers the academic institutions the unique benefit of enhancing the quality of financial markets education by bringing state-of-the-art knowledge and comprehensive insights that will help the students to acquire knowledge and skill-sets relevant for next-generation financial markets ecosystem and equip them for meeting the demands of emerging career opportunities.

# MUMBAI

*Experience the Excitement  
of a Financial Centre*

## FINANCIAL CENTER

Mumbai, the financial capital of India, aptly captures the pace set by liberalization and modernization. Over the years, Mumbai has transformed itself into an entity with thriving markets, head offices of multinationals & mega corporates, next-generation financial markets & institutions, and different communities reflecting a cosmopolitan culture with ample growth opportunities.

## THRIVING INSTITUTIONS

Mumbai can boast the presence of a large number of financial institutions, including India's largest commercial banks, stock exchanges, commodity exchanges, clearing corporations, rating agencies, information services companies, broking and intermediaries, including leading foreign institutional investors, investment banks, private equity firms and venture capital funds. It is a centre of sophisticated trading, clearing and settlement platforms and processes in various asset classes and financial market segments. Treasury functions of leading corporates, banks and other financial institutions are housed in Mumbai. Major self-regulatory and industry associations in the realm of banking, securities firms, forex, fixed income and mutual funds are located in Mumbai.

## CULTURAL DIVERSITY

Multi-cultural population and diversity of lifestyles that are representative of a cosmopolitan city give a unique character to the city. Mumbai is well connected with regional and international financial centres.



# CHIEF MENTOR



## MR. VINOD NAIR

Head – Academics and Product Development  
BSE Institute Limited

- IMI provides a meaningful and industry relevant internship project
- IMI provides career guidance, support and encouragement
- IMI enables students to network with industry professionals
- IMI offers first-hand insight into employment in specific sectors and job roles in the industry
- IMI assists students to develop a vision for the future
- IMI increases students' employability skills and commercial awareness

The mentoring process is a relationship in which a mentor and a mentee embark upon a journey of sharing ideas and developing skills in support of success. The goal is to empower mentees by enhancing their skills and helping them strategically manage their careers.

Mentoring is a win-win for all who are involved in the process - mentee, mentor, and the companies in which they will be employed. Most importantly, mentees learn to take ownership of their careers, therefore ensuring their growth, commitment, and career advancement.

Mentoring can effect change faster than traditional forms of training because it meets the immediate needs of the mentee. The process provides the mentee the opportunity to receive immediate feedback, guidance and insights that allows the mentee to apply and improve performance.

Our industry mentored internship program connects experienced industry professionals with students to share insights and ultimately develop the employability of students.

Experienced professionals from various segments and constituencies are invited onto the program to support the next generation of entrants into our industry.

# BSE INSTITUTE LIMITED



BSE Institute Limited (BIL) is a **wholly owned subsidiary of BSE Ltd.**, which is the world's largest stock exchange in terms of the number of listed companies. BIL inherits from BSE the knowledge and insights into the capital markets industry, garnered over the past 140 years.

BIL conducts a wide range of programmes ranging from one day workshops to a two year full time post graduate programmes in financial markets. BIL trains over 10,000 participants a year and also conducts certification exams for financial market professionals to enable them to excel in their profession. Every year, BIL certifies over 40,000 market professionals.

BIL also offers specialized workshops for international financial market professionals to equip them with the knowledge of current market practices, services, and regulatory trends.

BIL also conducts collaborative programmes with its international partners which include the Nyenrode Business School, Netherlands; Frankfurt School of Finance & Management, Germany; Singapore Management University; Thailand Securities Institute; Australian Trade Commission; Toronto Financial Services Center, Canada; International Financial Center Montreal, Canada; IBMC Financial Group, UAE; University of Western Sydney, Australia; and Deakin University, Australia.

BIL has received awards and recognitions like Education Leadership Award, Skoch Financial Inclusion Award, Zee Business Brand Excellence Award, and in September 2014 in Brussels by the Conference Board of Canada for the Global Best Award 2014.

## REGISTRATION

Individual and group enrolment | Exclusive and customized batch | Academic partnership | Institutional alliances  
please contact: 09867305124 / 1800229030

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