

Lecture Plan

NAME OF THE COLLEGE: GOVERNMENT COLLEGE OF ARTS, SCIENCE& COMMERCE, SANQUELIM GOA.

NAME OF FACULTY:MS.PRIYANKA THANEKAR

SUBJECT:MUTUAL FUND DISTRIBUTOR III

PAPER CODE: VOS308

PROGRAM: S.Y.B.VOC

DIVISION:

ACADEMIC YEAR: 2024 - 2025

SEMESTER: III

TOTAL LECTURES:30

Course Objectives:To Equip Students with Practical Skills and Knowledge in Mutual Fund Distribution,including Client advisory, Product selection and Compliance with Regulatory Standards.

Expected Course Outcome: After completing this Course, Students will be able to:

- Keep up to date on the mutual fund market
- Assist customer with determining most suitable mutual fund scheme according to needs
- Assist customer with the application process for purchasing the mutual fund
- Respond to customer queries and clarifications and advise the customers on existing product and new schemes

Student Learning outcome: After completing this Course, Students will be able to:

- Keep up to date on the mutual fund market
- Assist customer with determining most suitable mutual fund scheme according to needs
- Assist customer with the application process for purchasing the mutual fund
- Respond to customer queries and clarifications and advise the customers on existing product and new schemes

Month	Lecture From	Lecture To	No. of lectures allotted	Topic, Subtopic to be covered	Exercise/ Assignment	ICT Tools	Reference books
JULY 2024	01-07-2024	27-07-2024	08	<p>Unit I - Mutual Fund Schemes</p> <p>Prepare a sample comparative analysis report of top mutual fund schemes with other major indices such as SENSEX, NIFTY, etc</p> <p>Role play on how to liaise with the existing customers to gain customer perspective on the mutual fund market performance</p>		Powerpoint Presentation	Model Curriculum of Mutual Fund Distributor Mutual Fund Distributors by NISM
JULY- AUGUST 2024	29-07-2024	31-08-2024	10	<p>Dramatize a situation to approach the leads or prospective customers for sale and apprise them of mutual fund schemes and the functioning of mutual fund market as per the standards</p> <p>Role play on how to suggest the appropriate mutual fund schemes as per the customer's preference and inform them about the benefits, success factors, past and projected performance, risk levels, terms and conditions, dividends, and other payments to be made</p>		Powerpoint Presentation	Model Curriculum of Mutual Fund Distributor Mutual Fund Distributors by NISM

SEPTEMBER 2024	02-09-2024	21-09-2024	08	<p><u>Unit II - Marketing of Mutual Fund</u></p> <p>Dramatize a situation to respond to and resolve customer queries</p> <p>Dramatize a situation on how to inform the customers regarding performance of mutual fund schemes and the impact on their investment and update them on NFO (New Fund Offering))</p>		Powerpoint Presentation	Model Curriculum of Mutual Fund Distributor Mutual Fund Distributors by NISM
SEPTEMBER- OCTOBER 2024	23-09-2024	22-10-2024	06	Different types of funds Scheme selection, expense ratio, income ratio, portfolio turnover rate and transaction costs. (Problems included)			Model Curriculum of Mutual Fund Distributor Mutual Fund Distributors by NISM

*** Assessment Rubrics**

Component	Max Marks
ISA 1	
ISA 2	
Practical	
Project	
Semester End Exam	