

Program: M. Com (Banking & Finance)			Semester: II		
Course: Wealth Management			Code: PGMCOMIAAEL124		
Academic Year: 2024-2025			Batch: 2024-2026		
Teaching Scheme			Evaluation Scheme		
Lectures	Practical	Tutorials	Credits	Internal Continuous Assessment (ICA) (weightage)	Term End Examinations (TEE) (weightage)
60	Nil	Nil	04	(60Marks) 40%	(40Marks)60%

Learning Objectives:	<ul style="list-style-type: none"> • Understand the fundamentals of wealth management and its processes. • Analyze various asset classes and their role in wealth management, including debt, equity, real estate, mutual funds, and alternative investments. • Explore retirement financial planning concepts, including objectives, asset selection, sources of retirement income, and the role of insurance in wealth management. • Examine estate planning principles and strategies, including tools such as wills, trusts, power of attorney, and considerations for asset management and personal property.
Learning Outcomes:	<ul style="list-style-type: none"> • Students will be able to define wealth, describe the wealth management process, identify stages in wealth management, and recognize client goals and constraints. • Students will be able to evaluate different asset classes such as debt securities, equities, real estate, and mutual funds, assessing their risk-return profiles and understanding the rewards and risks associated with each. • Students will be able to explain the importance of retirement financial planning, identify sources of retirement income, analyze insurance products relevant to retirement planning, and avoid common mistakes in retirement planning. • Students will be able to understand the concept and need for estate planning, identify estate planning tools, discuss considerations for asset management, and

	explain the role of various legal instruments in estate planning.
Pedagogy:	Lecture, Case Studies, Presentation.

Detailed Syllabus: (per session plan)

Session Outline for Wealth Management

Each lecture session would be of one hour duration (60 sessions).

Module	Module Content	Module Wise Pedagogy Used	Module Wise Duration
I	<p><u>INTRODUCTION:</u> Definition of Wealth – Wealth Management Process – Stages in Wealth Management Process – Client Goals and Constraints – Goal setting – Types of Goals – Hidden goals – Time bound goals – Intermediate goals – Life time goals – Consumption oriented goals - Goal Prioritization – Time Horizon – Liquidity – Marketability – Risk – Risk profile - Client Education – Investment process – Risk – return on investment – Diversification. Debt as an asset class – Bank deposits – Fixed Income securities – Debt funds – Small saving schemes - Role of Debt in Wealth Management – Risk in Debt Securities – Equity as an Asset class – Investing in Equity – Rewards associated with equity – Risk associated with equity Factors affecting Purchase of a stock -Derivatives and structured Products – Real Estate as an Asset classes – Investment in Mutual Funds and Hedge Funds – Alternative Fund Investment – Taxation and Different Asset.</p>	Lecture, Case Studies, Presentation	15 Lectures
II	<p><u>RETIREMENT FINANCIAL PLANNING:</u> Meaning – Objectives – Timing – Inflation - Asset Selection – Sources of retirement Income - Future financial needs - Role of Insurance in Wealth Management – Types of Insurance – Uses of life Insurance- Insurance products – Term Insurance – Whole life insurance – Universal life insurance - Insurance for Retirement Planning – Avoidable mistakes in Retirement Planning</p>	Lecture, Case Studies, Presentation	15 Lectures
III	<p><u>ESTATE PLANNING:</u> Concept - Need for Estate Planning – Tools for Estate Planning – Will – Trusts – Power of attorney - Living Will and durable power of attorney for health care - Considerations in Estate Planning – Title of Assets and Beneficiary Designations – Power of Attorneys for Asset Management – Considerations for Personal Property and Collectibles.</p>	Lecture, Case Studies, Presentation	15 Lectures

IV	<p><u>WEALTH MANAGEMENT STRATEGY:</u> Concept – The Unwealthy habits – Looking down upon oneself- Being greedy – Doing things You do not like – Measuring happiness with money –Being extravagant – Preferring instant gratification – Complaining about things – Comparison with others – measuring wealth in monetary terms – Isolating Oneself from Once Family - Philosophy of Wealth Creation and Management – Long term perspective in Wealth Management – Principles of Winning – Role and services of Professional Wealth- Portfolio Management Service.</p>	Lecture, Case Studies, Presentation	15 Lectures
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REFERENCE BOOKS

4. Dun& Bradstreet, Wealth Management-Tata McGraw-Hill
5. G. Victor Hallman, Jerry S. Rosen bloom: Private Wealth Management-The Complete
6. Reference for the Personal Financial Planner; Tata McGraw-Hill
7. Frank.J. Fabozzi: Bond Market Analysis & Strategies – Pearson Education.
8. S. K. Bagchi, Wealth Management, Jaico
9. Balaji Rao DG, Wealth Management & Financial Planning: Concepts & Practices, Partridge Publishing India

Any other information

Note: Latest edition of books may be used.