

**GRADPRO**  
CERTIFICATION PROGRAMME  
FROM GRADUATE TO PROFESSIONAL



ACHIEVE  
YOUR  
CAREER  
GOALS



# Introduction



In less than 35 years, the Indian stock markets have grown over 400 times. What's more, with equity penetration in the country less than 5% and with more and more people shifting their savings from FD , gold, property to equity and mutual funds, this trend is only likely to increase. Needless to say working in the Indian capital markets provide a vibrant industry with market cap of over USD 2 Trillion and growing day by day. Many people have made their fortunes and careers in the capital markets as equity advisors. And so can you.

However, this industry is knowledge intensive, highly digitized and needs practical exposure to succeed. At Motilal Oswal we believe in providing you all three to help you kick start your career journey in the stock markets.

Introducing **Motilal Oswal-FinShiksha GradPro Certification Programme**. A unique programme to help you achieve your career goals - GradPro Certification Programme involves **learning along with practical training** at Motilal Oswal to give you well rounded exposure to become an equity advisor. A **combination of classroom as well as online modules** combine convenience with the real time taste of the stock markets. Successful candidates also have the **opportunity to get a job as equity advisors at Motilal Oswal Financial Services**; one of India's largest and most trusted financial services companies. Motilal Oswal-FinShiksha GradPro Certification Programme is delivered by financial sector experts and curated by FinShiksha, an IIM Calcutta alumnus led Financial Education firm.



# Knowledge Meets Practice



Equity markets are all about learning and application in real world scenarios. The reason why at Grad Pro Certification Programme, you don't just get to learn the basics and theory of equity advisory from market experts, you are also exposed to a real time equity advisory profile where you can observe and interact with advisors at Motilal Oswal's advisory desk and trading floor.



Curated Curriculum from FinShiksha and delivered by Financial Experts



Certification which will enrich your resume with an edge over others



1 week Internship\* with live experience at Motilal Oswal Office



Real time equity market exposure

\*Candidates will be issued a letter of internship once they successfully complete the internship of 1 week at MOFSL.

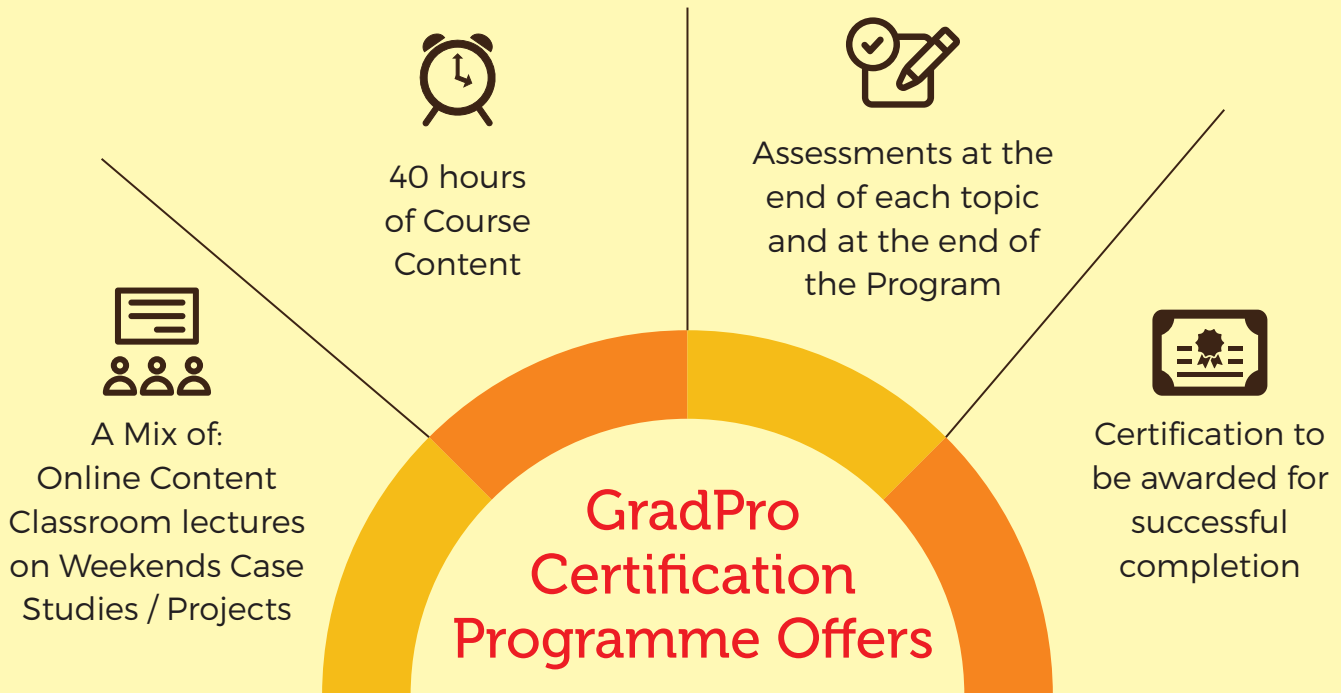




# Physical meets Digital



While the world moves towards Digital learning, physical training cannot be neglected as it forms an integral part of gaining experience face to face; especially in emotion-driven stock markets. GradPro Certification Programme blends the convenience of Digital learning combined with in-depth physical interactions to give you a truly 'Phygital' experience



# Certification meets Placement

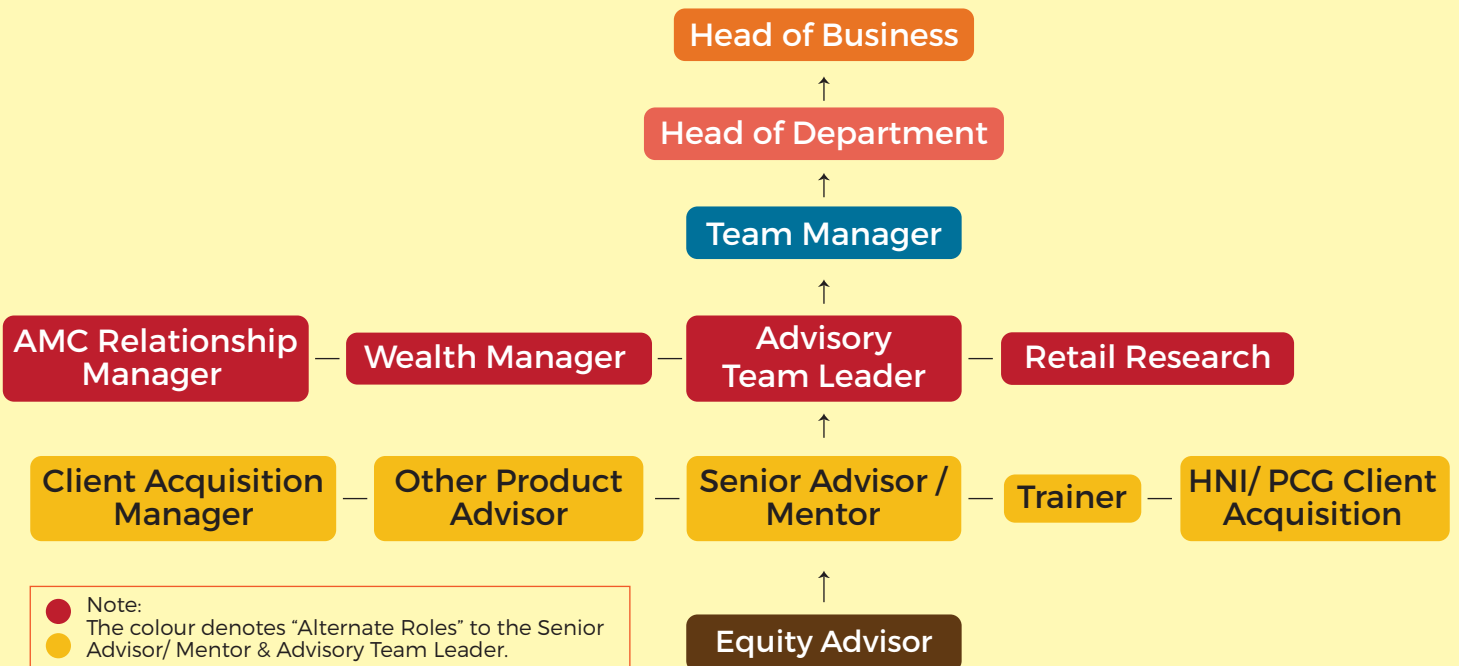


While we all like certifications, what about getting the right job? Well, The Grad Pro Certification Programme gives you the best of both worlds. Once you finish the course, you not only get a Certification, you also get the the opportunity to work with a company which has been awarded as a **“Great Place to Work”** as an advisor. This would be based on a selection process

## Placement Opportunity with Motilal Oswal Financial Services



# Career Path



# CTC & Benefits



**Starting CTC:** 1.85 lakhs + P.A

## RnR programme:

Pehchaan, is a programme specifically designed for growth and retention of the employees, which includes role change and **increment on a quarterly basis**. The employees qualifying in Pehchaan are rewarded and recognised

## Incentives

Equity Advisors have pre-defined & **lucrative incentive schemes** on achievement / overachievement of business targets.

## Benefits:

- 1. Mediclaim:** The employee mediclaim benefit which is provided to all the employees of MOFSL
- 2. Life Insurance:** The employee mediclaim benefit which is provided to all the employees of MOFSL
3. Regular Contests for business growth, the rewards of which vary from **Gift Vouchers** to **Foreign Trips**

# Job Profile



| Key Performance Areas   | Key Result Areas   |
|---|--|
| Connecting with clients & advising them on markets & stock ideas  | Trades by the clients, resulting in revenues to the firm   |
| Cross-Selling different financial products like Mutual Funds, PMS, Broking Products as per the profile & the needs of the clients | Increasing the wallet share of the clients & enabling multiple products penetration  |
| Activation & Servicing of the clients & achieving the minimum benchmark of client activations & client satisfaction               | Excellent Client Servicing resulting in better client satisfaction & increased client activations in business. Ensuring minimum benchmark of activations & client satisfaction scores are met. |
| Growth in Knowledge measured by Knowledge Scores  | Regular self up-gradation through self-study & company mandated training programs & assessments. Achieving the standard of knowledge scores required by the company                            |

## Registration Process



Interested participants can attend a **FREE session** over specified days which will comprise of a 20-30 minute briefing about this course, followed by a **free 40 minutes eligibility test** on Quants and Analytical Skills, at the premises of MOFSL. Candidates scoring more than 50% will be eligible for the program, and results will be announced immediately. Eligible candidates will have to enrol in 3 days after clearing this test. Till this point, the candidate does not have to pay anything.

### Pricing Clause

Rs. 9900 + GST. Early registration and referral offers available. Details around those and payment options will be given in the session itself.

### Fee Refund Possibility

Once selected at MOFSL, 25% of the program fee will be refunded after 6 months and 25% after 12 months, subject to the candidate being employed at MOFSL for the entire duration of 12 months.

## Curriculum



| TOPIC   | CLASSROOM HOURS | ONLINE HOURS |
|---|-----------------|--------------|
| Intro To Securities Market                            | 2               | 1            |
| Terminologies Of Market                               | 2               | 1            |
| Terminologies & Basics Of Broking                     | 2               | 1            |
| Basic – Fundamental Analysis                          | 6               | 2            |
| Basic – Technical Analysis                            | 4               | 1            |
| Basic Derivatives                                     | 4               | 2            |
| Preparation NISM Exam - Any 1 Module*                 | 4               | 3            |
| Relationship Management, Calling And Sales Techniques | 4               |              |
| Live Terminal Experience                              | 6               |              |
| 1 week internship                                     | 30 to 40 hours  |              |
| Total   | 34              | 11           |

\*Exam fee will be borne by the student, and is not included in the course fee. Taking the NISM certification is optional.

To Enroll Contact:

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# About Motilal Oswal Financial Services

M



**30+ years** of capital market experience



Over **15 lakh+** registered customers



Pan India presence with **5000+** employees, **2500+** locations, **550+** cities



## Well recognized and awarded

CNBCTV18  
**Brand of the Year**

**Moneycontrol Wealth Creator Awards** – Best BROKING Business of the Year

CNBCTV18 **Financial Advisor Awards**  
Hall of Fame

Among top 20 BFSI companies as a **“Great Place to Work”** for the 3rd year in a row

## About FinShiksha

- IIM Calcutta Alumnus Founded Firm with 10 years of experience in capital markets space.
- Expertise in Online and Classroom Content Delivery
- Trained and interacted with more than 50,000 people across organizations and institutions
- Worked with major names in the Broking and Asset Management Space, Marquee clients include names such as Motilal Oswal, Kotak Securities, Nippon India Asset Management, CRISIL, JPMorgan amongst others
- Website: [www.finshiksha.com](http://www.finshiksha.com)