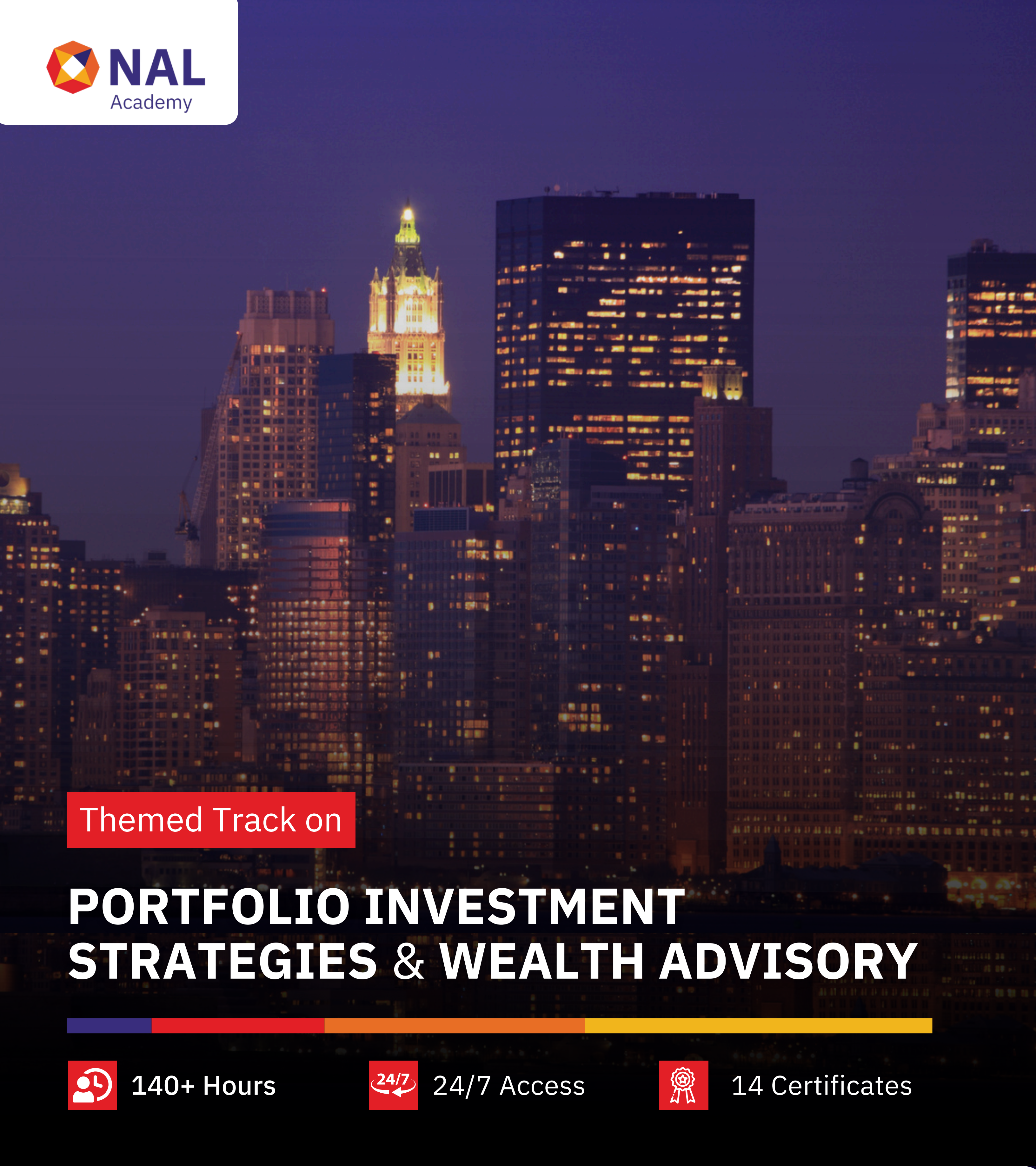


NAL Academy

Themed Track on

PORTFOLIO INVESTMENT STRATEGIES & WEALTH ADVISORY

140+ Hours

24/7 Access

14 Certificates

International Knowledge Partners

NEW YORK INSTITUTE of FINANCE ESTABLISHED 1922

Deloitte.

In today's fast-evolving investment landscape, clients expect advisors who can confidently navigate global markets, position multi-asset portfolios, and deliver insights backed by deep product knowledge.

The Themed Track on **Portfolio Investment & Wealth Advisory** is a comprehensive learning bundle designed precisely for ambitious professionals who want to elevate their strategic edge — whether starting out or already managing portfolios.

Developed by **NAL Academy,** in collaboration with **New York Institute of Finance (NYIF)** and **Deloitte,** this self-paced track, delivers 14 courses that blends global practice learning frameworks with India-relevant market insights.

SKILLS **ACQUIRED**

Financial Market Products
Gain clarity on key investment products in the global financial markets.

Exchange-Traded Funds (ETF)
Discover how ETFs function to enable efficient, diversified market exposure.

Risk Management
Learn techniques to evaluate, monitor, and mitigate portfolio risks with precision.

Fundamental Analysis
Analyze financial statements and business performance to assess intrinsic value.

Technical Analysis
Use chart patterns and indicators, to help analyse and interpret market trends.

Company and Market Analysis
Evaluate companies and overall market dynamics.

Fixed-Income Portfolio Strategies
Learn to construct stable, yield-focused portfolios using bonds and debt instruments.

Equity Portfolio Strategies
Develop equity allocation strategies to optimize growth and diversify market exposure.

Relationship Management
Develop the ability to build trust among client relationships that drive long-term advisory success.

Customer Acquisition
Learn effective strategies to identify, onboard, and convert potential investors effectively.

Know Your Customer (KYC)
Understand regulatory frameworks to ensure compliant and seamless client onboarding.

Interchange Merchant Operations
Explore operational workflows that support investment and transaction processes.

Behavioral Finance
Understand investor psychology to guide clients toward rational financial decisions.

Themed Track

The **Portfolio Investment Strategies & Wealth Advisory** Themed Track represents a comprehensive international learning experience for professionals who aspire to enter the contemporary investment and wealth management positions. This program integrates, learning from decades of combined experience of **New York Institute of Finance**, **Deloitte** and **NAL Academy** to develop the right market knowledge, product proficiency, and advisory abilities, providing a robust grounding in equity and fixed-income strategies, mutual funds, ETFs, derivatives, hedge funds, behavioural finance, and risk governance.

In addition to deep technical proficiency, participants acquire practical abilities in KYC, compliance, customer acquisition, and front-office operations—equipping them to confidently advise clients and manage global portfolios with strategic accuracy.

THEMED TRACK **HIGHLIGHTS**

- Self-paced flexibility designed for busy financial professionals
- A curriculum that integrates global perspective with on-ground insights
- Examples and illustrations from institutional markets
- Prestigious certificate course providers recognized worldwide
- Practical, implementation-ready skills not just theory

CERTIFICATE **COURSES**

01 Financial Market and Services

02 Derivatives

03 Mutual Funds Beginners' Module

04 Mutual Funds Advanced Module

05 Hedge Funds

06 The Basics of Exchange Traded Funds

07 Know Your Customer

08 Analysis of Investment

09 Fixed Income Portfolio Investment Strategies

10 Equity Portfolio Investment Strategies

11 Wealth Management

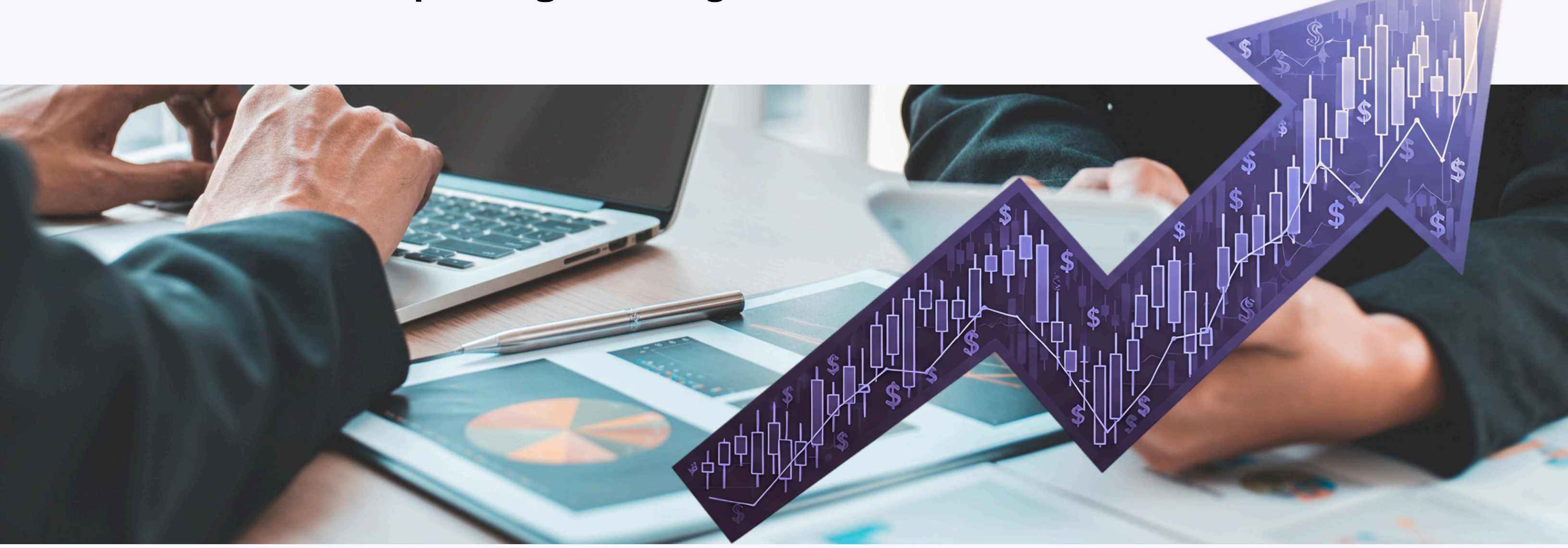
12 Behavioural Finance

13 Investment Management: Investment Front Office and Risk Management

14 Customer Acquisition- Branch Operations & Client Services

IDEAL **FOR**

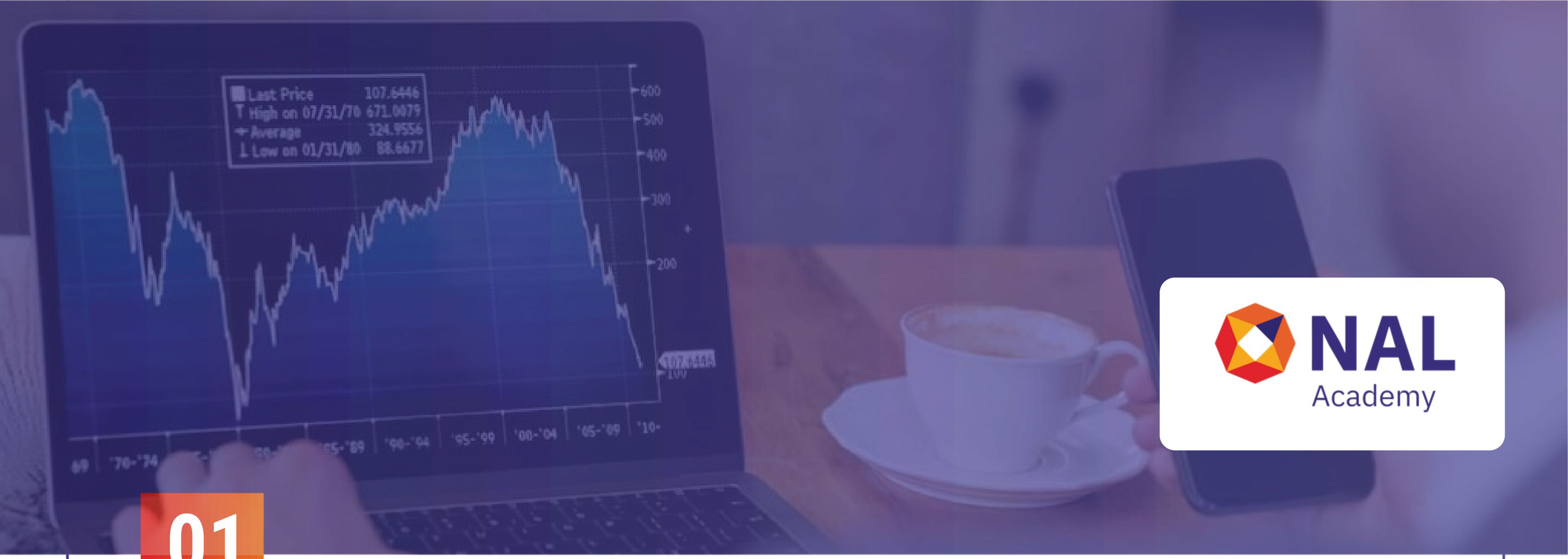
- New and aspiring **Portfolio Managers** looking to build a solid foundation
- Experienced **Wealth Advisors** seeking upskilling through international certificate courses
- **Investment Analysts** and **Equity Researchers** transitioning into portfolio roles
- **Relationship Managers** aiming to elevate career



LEARNING **OUTCOMES**

By the end of this Themed Track, you will be able to:

- Understand how to develop multi-asset portfolios using global best practices
- Analyze fixed income and equity-linked products
- Apply quantitative and qualitative techniques to analyze a company's intrinsic value
- Communicate strategies confidently with clients, CIOs, and investment committees
- Transition into or accelerate towards roles in portfolio management, advisory, and investment strategy



01

Financial Market and Services

2.5 Hrs 1 Year

This course begins by exploring the various market segment and their products. The content covers the various terminologies used in the capital markets, various intermediaries, products, investments, stock exchange, regulators and regulations. It also covers miscellaneous items and various mathematical methods to evaluate investments.

COURSE OUTLINE

- Investment Basics
- Overview of Indian Securities Markets
- Securities Primary Markets
- Secondary Markets
- Debt markets
- Derivatives
- Depositor
- Mutual Fund Concepts and Modes of Analysis Legal Framework

02

Derivatives

25 Hrs 1 Year

This course on Derivatives will cover all types of derivative products, such as financial, interest rate, currency, and commodity derivatives. It will include the advanced concepts, regulations and strategies for trading and pricing derivatives.

COURSE OUTLINE

- Introduction
- Application of Derivatives
- Forwards
- Futures
- Forward Rate Agreements (FRAs)
- SWAPS
- Options
- Structured Products

03

Mutual Fund Beginners Module

5 Hrs 1 Year

This course demystifies the concepts of mutual funds and helps create awareness and knowledge about the industry and its functioning. It will provide practical learning to an investor who is investing in mutual funds by explaining the product type, method of investing, processes involved, regulations, and taxation component of mutual funds.

COURSE OUTLINE

- Mutual Funds
- Mutual Funds - Products and Features - Equity Funds
- Exchange Traded Funds
- Debt Funds
- Liquid Funds
- Offer Document
- Accounting, Valuation and Taxation
- Regulations

04

Mutual Fund Advanced Module

5 Hrs   1 Year

The advanced level of the Mutual Funds course aims at providing comprehensive and in-depth knowledge about mutual funds. Users of this course can either become independent mutual fund advisors or work with various AMCs. The first part of the course covers basics of mutual funds, types of schemes, channel management practices, tools for measuring risk return and performance of funds that will help users become mutual fund distributors.

The second part of this course will focus on financial planning and regulatory framework that is applicable to mutual funds that will help customers build the right portfolio to meet their financial goals.

COURSE OUTLINE

- Fund Distribution and Channel Management Practices
- Investor Services
- Risk, Return and Performance of Funds
- Mutual Fund Scheme Selection
- Selecting the Right Investment Product for Investors
- Helping Investors with Financial Planning
- Recommending Model Portfolios and Financial Plans

05

Hedge Funds

5 Hrs 1 Year

Developing, offering, marketing, and investing in hedge funds is one of the fastest-growing and least understood sectors of the asset management industry. This series presents a comprehensive and accurate picture of the hedge fund industry, various hedge fund strategies, hedge fund operations, and considerations for hedge fund investors.

COURSE OUTLINE

- Hedge fund Overview
- Hedge Funds Investment Strategies
- Analyzing Hedge Funds
- Hedge Funds Industry Infrastructure
- Hedge Funds Industry Trends and Challenges (Issues)

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06

The Basics of Exchange Traded Funds

30 Mins 1 Year

Participants will have an understanding of various investment styles, the fundamentals of index funds, and the essential concepts surrounding mutual funds. They will also learn key investment principles, grasp how ETFs operate, and become familiar with the structure, advantages, and risks associated with ETFs.

COURSE OUTLINE

- Active and passive styles of investing
- Basics of Index Funds
- Exchange Traded Funds
- Basics of mutual fund
- Relevant Investment concepts
- Types of ETFs
- Stock Market Index
- How ETFs works
- ETF Structure

07

Know Your Customer

6 Hrs 1 Year

Know Your Customer (KYC) are standards used in the investment and financial services industry to verify customers and know their risk and financial profiles. Three components of KYC include the Customer Identification Program (CIP), Customer Due Diligence (CDD), and Enhanced Due Diligence (EDD). The Securities and Exchange Commission (SEC) requires that each new customer provide detailed financial information before opening an investment or banking account.

COURSE OUTLINE

- Prevention of Money Laundering Act, 2002
- Customer Acceptance Policy
- Risk Management
- Customer Identification Procedure
- Customer Due Diligence
- Record Management
- Reporting Requirements to Financial Intelligence Unit – India
- Requirements/Obligations under International Agreements Communications from International Agencies
- Sample case studies

08

Analysis of Investment

25 Hrs 1 Year

This course demystifies the concept of investments and their analysis. It covers both fundamental and technical analysis in order to make informed investment decisions. It also covers asset allocation and how to make investments based on such analysis. This comprehensively covers both company and market analysis.

COURSE OUTLINE

- Introduction to Fundamental Analysis
- Understanding Financial Statements
- Valuation Methodologies
- Introduction to Technical Analysis
- Candle Charts
- Pattern Study
- Asset Allocation

09

Fixed Income Portfolio Investment Strategies

7 Hrs 1 Year

This thorough and interactive course offers a detailed grounding in the full range of fixed-income product categories and portfolio management techniques.
You will leave this online class with a clear understanding of key products and investment management strategies used by portfolio managers, enhancing the opportunity for success in this increasingly complex area.

COURSE OUTLINE

Module 1:
Review of Equity Valuation Techniques

- Fixed income arithmetic
- Fixed income instruments
- Term structures of rates and yields
- How are bonds traded?
- Duration and Convexity
- Corporate bonds and credit risk

Module 2:
Passive Fixed Income Portfolio Strategies

- Fixed income indexes
- Index funds and replication techniques
- Tracking error minimization
- Cash flow matching
- Immunization techniques

Module 3:
Active Fixed Income Portfolio Strategies

- Rate prediction strategies
- Yield curve strategies
- Interest rate scenario analysis
- Credit Strategies
- Tactical allocation strategies
- Relative value strategies

10

Equity Portfolio Investment Strategies

5 Hrs 1 Year

Equity Portfolio Management is a comprehensive survey of the key drivers and features of managing a portfolio of equities. In this course, you learn in detail about the full range of equity product categories and related portfolio management techniques.

By the end of this series of modules, you will have an understanding of key equity products and investment management strategies used by portfolio managers, enhancing the opportunity for success in this increasingly complex area

COURSE OUTLINE

Review of Equity Valuation Techniques

- Importance and quality of earnings
- Present value models
- Multiples based valuation
- Asset-based valuation models
- Industry and company analysis

Equity Strategies

- Structuring an equity portfolio
- Use of indexes
- Hedging with options
- Short selling
- Growth strategies
- Value strategies

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11

Wealth Management

25 Hrs 1 Year

This course explains investment strategies and performance evaluation. By the end of this course, you will be able to manage your wealth and plan your portfolio effectively; learn about various financial planning strategies; explore tax and estate planning. Overall it will help you allocate wealth through a systematic understanding of risk and reward and planning specific goals.

COURSE OUTLINE

- Introduction to Financial Planning
- Asset Classes
- Financial Planning Tools
- Asset Allocation
- Modern Portfolio Theory
- Measuring Risk and Return
- Elements of the Financial Plan
- Tax Planning
- Customer Relationship Management

12

Behavioural Finance

10 Hrs 1 Year

Financial investments and wealth creation have become key focus areas among all types of investors big or small.This course is suitable for investors who want to take prudent decisions in their wealth creation journey. No specific knowledge of financial terms is needed. The course content is suitable for beginners. The course is also ideal for finance and economics students to get a firm ground on essential behavioral finance concepts to study the subject further.

COURSE OUTLINE

- Fundamentals of Behavioural Finance
- Introduction to Course
- What is behavioural finance? How is it different from traditional finance?
- What are different types of biases that exist in investor's behaviour?
- How to mitigate risks due to behavioural biases while investing?
- How does endowment influence investors in decision making?
- Can Artificial Intelligence and Machine Learning take better financial decisions?
- Can Artificial Intelligence help in taking rational investment decisions?
- Will AI/ML based investments/trading dominate the future?
- Will AI/ML replace the investment thesis for investors in start-up

13

Investment Management: Investment Front Office and Risk Management

3 Hrs 1 Year

The Investment Front Office is the department that is actively engaged in managing money for the mutual fund schemes.

Risk Management ensures that Fund Managers achieve their objectives after factoring and mitigating the various risks involved. Measures are in place to control/minimize said risk and instill investor confidence.

COURSE OUTLINE

- Investment journey
- Introduction to investment
- Investment and Front office
- Investment limits
- Risk Management

14

Customer Acquisition- Branch Operations & Client Services

2 Hrs 1 Year

This training module focuses on the offline aspect of Mutual Fund transactions. To cater to client servicing and advisory, Mutual Fund Houses have Branches across the country, servicing all sorts of investor requests. It is pertinent to note that Branches have Relationship Managers (RMs) who act as advisors to the investors. The Branches also help in facilitating other requests in addition to requests for change in bank mandate, change of communication details, updation of nominee etc.

COURSE OUTLINE

- Investor decision
- Customer acquisition strategy
- Branch operations
- Flow of transactions
- Key elements of the branch and key servicing process

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- Participants will be granted access to course on the digital platforms of NAL Academy and its partner
- Registration Fees paid by the candidate shall not be refunded under any circumstances after the classes have commenced
- In case the registered candidate wishes to cancel the registration for the program, he/she is required to inform NAL Academy via a written request or an Email within 2 working days prior to the commencement of the program. If the refund request is approved, the candidate will be refunded 90% of the total course fees paid for the respective program
- NAL Academy reserves the right to modify or reschedule class dates and timings at its sole discretion in the event of unforeseen circumstances or exigencies

Refund Policy

- Registration Fees paid by the candidate shall not be refunded under any circumstances after the login id of the application has been shared to candidates
- In case the registered candidates wishes to cancel the registration for the Certificate Programs, the candidate shall intimate NAL Academy via a written request/Email request minimum 2 working days prior to the commencement of the Certificate Programs or sharing the login id of the application. Once approved the candidate will be refunded 90% of the total course fees paid for the respective Certificate Programs

HOW TO ACTIVATE **THE COURSE?**

01 Click on the payment link received in the email

02 Get redirected to the payment gateway and complete the payment process

03 Receive a Payment acknowledgement email

04 Within 48 working hours of making the payment, receive an email from NAL Academy stating the link to access the course and the login credentials for each course

05 Login with your credentials and start consuming the courses as per convenience

06 Completion certificates will be provided post completion of each course .

ABOUT NAL ACADEMY

NAL Academy is a wholly-owned subsidiary of National Stock Exchange

NAL Academy Limited enables the next generation of BFSI and FinTech professionals with industry-aligned skills – through capacity building programs and certification courses, powered by an online examination and certification system. The courses are well-researched and carefully crafted with inputs from the industry professional. NAL Academy Limited works closely with reputed universities and institutions across India in building a competent workforce for the future of BFSI and FinTech. NAL Academy Limited also promotes financial literacy as an essential life skill among youngsters – a contribution towards financial inclusion and wellbeing.

ABOUT **NEW YORK INSTITUTE OF FINANCE** (NYIF)

USA

The New York Institute of Finance ("NYIF"), founded in 1922 by the New York Stock Exchange (NYSE), is one of the world's first organizations dedicated to training business and finance professionals. NYIF has more than 800 financial and business courses and over 50 professional certificates, covering most financial areas such as investment banking, securities, funds, insurance, derivatives, trusts, asset management, wealth management, fintech, DeFi, sustainable, ESG and green finance etc. NYIF offers products and services including classroom courses, open public courses, digital courses, overseas training, youth financial education and customized consulting services. NYIF alumni now comprise over 1.3 million elite finance professionals, in over 120 countries working in major financial institutions and business corporations worldwide.

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