

**NISM**  
राष्ट्रीय प्रतिभूति बाजार संस्थान  
National Institute of Securities Markets  
An Educational Initiative of SEBI

 Indian  
Institute of  
Banking & Finance

 NATIONAL  
INSURANCE  
ACADEMY



**Certified  
BFSI  
Professional**

# **Certified BFSI Professional**

6-month program

2013



Commemorative plaque of commencement of construction of NISM campus by  
**Dr. Manmohan Singh,**  
Former Prime Minister of India.

2016



Inauguration of NISM's state-of-the-art Campus at Patalganga by  
**Shri. Narendra Modi,**  
Hon'ble Prime Minister of India.

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## Message from Director, NISM

NISM is known for its diversified activities in securities markets including teaching, certification, training and research.

Over the years and particularly during the Covid–19 pandemic, we have been witnessing major changes in the ways in which training is imparted. During the ongoing pandemic substantive changes had to be incorporated. To meet the needs of an ever–evolving learner, the e–learning team at NISM has updated its approaches that addresses the need for mobility, accessibility, quality, relevance, and practicality.

I am excited to share the news of a new course we are launching namely Certified BFSI Professional. It's a joint initiative of three reputed institutions in the field of financial sector certification, training, and education, National Institute of Securities Markets (NISM), Indian Institute of Banking and Finance (IIBF), and National Insurance Academy (NIA). The course has been developed keeping the learners in mind. It will be particularly helpful for students and professionals aiming for a career in the financial services sector.

I take this opportunity to thank the respective teams at NISM, IIBF and NIA, for the excellent work they have done in preparing this course.

**Dr. CKG Nair**  
Director, NISM





## Message from CEO, IIBF

I derive immense pleasure to announce a first-of-its-kind initiative from three of the well-known Academic Institutes of the nation in the BFSI domain, namely – IIBF, NISM & NIA, to integrate their individual industry-specific expertise into a considerably broader, all-encompassing academic programme painstakingly designed to cater to the knowledge-need of the entire BFSI sector, with a far-reaching objective of creating a population of young industry-ready and proficient BFSI professionals to contribute positively to the overall growth of the BFSI sector.

These are exhilarating times as we witness the galvanisation of the entire BFSI sector catalysed by an information explosion and digital revolution, earlier prophesized, but considerably expedited and shaped by the turbulent times. Opportunities are galore for an individual with “fire in the belly” to upgrade and consistently augment one's skill-repertoire, a trait, which has emerged as the fulcrum for adapting to the dynamic times and to surge ahead. Industry and Academia are now closer than ever, striving together to ensure the consistent availability of efficient and employable professionals, adequately trained and armoured with the all-important skill to redesign the future of the BFSI sector.

I welcome you to this programme with the sincere belief that the rigour that you have decided to put in today, shall translate into an enriching career in the BFSI domain in the times to come.

**Mr. Biswa Ketan Das**  
CEO, IIBF





## Message from Director, NIA

BFSI industry is set to grow significantly in the coming years due to India's economic expansion and growing awareness among the population of these financial products / services. That is the reason why career in BFSI is one of the best options for students as career.

The certification course in BFSI offered jointly by NIA, NISM and IIBF is a unique course to provide immense opportunities to develop niche areas. The course also offers a detailed insight into the core skills required for all the three streams starting from Basics. The course offered focuses on professional growth and

concentrates on upskilling of existing knowledge in the field of Insurance, securities market and banking, which will prove fruitful in long-run.

I have a great pleasure in welcoming you all who have joined this course offered by us and I wish this programme a great success.

**Mr. G Srinivasan**  
Director, NIA



# About the Program

The Certified BFSI Professional course is 187 hours E–learning program spread over three semesters. The course is designed to help young aspirants to propel towards a successful career in BFSI sector. This is a first–of–its–kind initiative, offered jointly by three prestigious institutes in the financial domain viz NISM, IIBF & NIA.

## Course Objective

The Banking, Financial Services & Insurance (BFSI) sector in India has traditionally been pivotal in contributing substantially to the overall growth of the Indian Economy. Currently, the sector is experiencing a transformation catalysed by digitalization and information explosion with the customer at the epicentre. Such an ever–evolving ecosystem demands strategic agility and constant upgradation of skill levels by the Banking & Finance professionals to chart a clear pathway of professional development. Moreover, an expanding sector is expected to usher in numerous employment opportunities going forward and there is a tangible industry demand to create a pool of adequately skilled youth who shall possess the cognitive vision to propel the sector ahead. The primary objective behind the development of the Certified BFSI Professional Program, wherein three behemoths of Financial Education in India (IIBF, NISM & NIA) have combined their domain expertise, is to offer a unique and novel course that covers all the three major aspects of the sector– Banking, Securities Markets and Insurance. This course is specifically designed to provide a 360° knowledge–offering to the young aspirants and to equip them to be future–ready as the entire BFSI sector beckons.

## Career Prospects

The Certified BFSI Professional Course equips the young individuals to foray into financial industry viz Banking & Finance or Securities Markets or Insurance Industry. The program is designed to cater to varied job roles, from the entry level executives to mid–management cadre in any of the BFSI Sector.

## Course Outline

The program is for 187 hours of intensive E–learning modules to impart basic knowledge across Banking & Finance, Securities Markets & Insurance sector. Each semester is spread over 2 months.

Candidates can register for the program anytime. At the end of third semester, an exam on a predetermined date and time will be conducted to mark completion of the program. Curriculum for each semester will cover topics from all three sectors,– Banking & Finance, Securities Markets and Insurance.

The detailed program structure is as below:

<b>Semester I</b>		
<b>A. Banking &amp; Finance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Indian Economy, Economic Concepts & The Indian Financial Architecture	9.5
II	Introduction to Banking Products & Functions (Deposits & Advances)	12
III	Ethics in Banking	2
<b>Total</b>		<b>23.5</b>
<b>B. Securities Markets</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Introduction to Securities Markets	3
II	Regulatory Eco system	3
III	Role of Intermediaries in Securities Markets	4
IV	Primary Markets	5
V	Secondary Markets	8
<b>Total</b>		<b>23</b>
<b>C. Insurance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Fundamentals of Insurance	9
II	Legal Framework of Insurance	6
III	Fire Insurance	6
<b>Total</b>		<b>21</b>
<b>Total – A + B + C</b>		<b>67.5</b>



The detailed program structure is as below:

<b>Semester II</b>		
<b>A. Banking &amp; Finance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Bank Computerisation, Digital Banking & Cyber Security	6
II	Marketing of Banking Products & Services	5
III	Accounting Principles & Financial Management	14
<b>Total</b>		<b>25</b>
<b>B. Securities Markets</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Securities Operations & Risk Management	10
II	Risk & Return in Securities Markets Investment	4
III	Derivative Markets	4
<b>Total</b>		<b>18</b>
<b>C. Insurance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Life Insurance	6
II	Marine Insurance	6
III	Motor Insurance	6
IV	Liability	2
<b>Total</b>		<b>20</b>
<b>Total – A + B + C</b>		<b>63</b>

The detailed program structure is as below:

<b>Semester III</b>		
<b>A. Banking &amp; Finance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Legal aspects of Banking	12
II	International Banking, Risk & Treasury Management	11.5
<b>Total</b>		<b>23.5</b>
<b>B. Securities Markets</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Mutual Funds	10
II	Financial Planning	3
III	Investor Grievances Redressal Mechanism in Securities Markets	1
<b>Total</b>		<b>14</b>
<b>C. Insurance</b>		
<b>Module</b>	<b>Subject</b>	<b>Hours</b>
I	Health & Miscellaneous Insurance	7.5
II	Claims & Reinsurance	2
III	Insurance Accounts	9.5
<b>Total</b>		<b>19</b>
<b>Total – A + B + C</b>		<b>56.5</b>



# Course Eligibility

Graduate or pursuing graduation from a Government or UGC recognised college/ University.

# Course Duration

Duration of the program is 187 hours spread over 3 semesters. Each semester will be of 2 months' duration.

Candidate will have access to the course material for a period of 9 months from the date of registration.

Candidates not completing the course within 9 months will have to pay the registration fee again and re-enrol for the course.

# Pedagogical Tools

To supplement the e-Learning modules of the course, Video Lectures, E-books, Excel files etc. are also provided to facilitate the candidates to have a better understanding of the subjects.

Contact classes will be conducted every month subject to student's requests and queries. Interested candidates can register for these classes for clarifying their doubts or any concepts from the faculty at no additional cost.

# Examination

Exams will be held every quarter, on pre-determined dates, in an online mode via remote proctoring.

Exam will be conducted at the end of the course. It will be for a duration of 120 minutes comprising of 100 MCQs (40 MCQs from Banking, 30 MCQs each from Securities Markets & Insurance). Minimum passing requirement for the final exam is 50% in each section (Banking, Securities Markets, and Insurance) and 60% in aggregate.

If any candidate does not clear the exam, he/she can re-attempt after paying an examination fee of ₹1500+GST.

There is no negative marking.

# How to Register?

Candidates who wish to apply have to click on the link which will direct them to the Registration page. A link to the registration page is provided in each of the stakeholder's (NISM, IIBF and NIA) webpage. The candidates will have to first register themselves on <https://estore.nism.ac.in/certified-bfsi-professional-course/>

**Step 1: New Registration:** Upon successful registration, a User-ID and password will be sent to registered E-mail id and mobile number of the candidate.

**Step 2: Application process:** Thereafter, candidates are required to log-in and complete the application process by paying the requisite fee.

**For Corporate registrations:** send your queries to [elarning@nism.ac.in](mailto:elarning@nism.ac.in) or call 022-66735153/42

## Course fee

The consolidated course fee for the program is ₹10,150 + GST. The course fee may be paid in two installments. Re-examination fee of ₹ 1500 + GST to be paid in full whenever applicable.

In case any individual cancels or discontinues the program after registration, no refund of any amount will be given.

	Retail Candidate (₹) excluding GST	When to be paid	Access to be given
<b>Total Fee</b>	10150	-	-
<b>1st Installment</b>	6090	At the time of registration.	Candidate will get access to semester 1 and 2.
<b>2nd Installment</b>	4060	After completion of semester 2.	Candidate will get access to semester 3 and examination.

## Access to the Course

Once successfully enrolled, registered candidates will receive an email from NISM with details to login and start the course.

Access to semester 1 and semester 2 will be provided after the payment of first installment. Upon completing these two semesters and subject to paying the second installment, access will be provided for third semester and exam.

## Certification

On successfully completing all three Semesters within the validity period and completing the exam, a candidate will be awarded the 'Certified BFSI Professional' certificate. This will be a co branded certificate issued by NISM, IIBF & NIA. The certificate will be directly emailed to the candidates registered email id.



# About NISM/ IIBF / NIA

## National Institute of Securities Markets (NISM)

The National Institute of Securities Markets (NISM) is a public trust established in 2006 by the Securities and Exchange Board of India (SEBI), the regulator of the securities markets in India. The institute carries out a wide range of capacity building activities at various levels aimed at enhancing the quality standards in securities markets. A comprehensive understanding of activities of NISM can be formed by visiting ([www.nism.ac.in](http://www.nism.ac.in))

## Indian Institute of Banking & Finance (IIBF)

Established in 1928 as a Company under Section 25 of the Indian Companies Act, 1913, the Indian Institute of Banking & Finance (IIBF), formerly known as The Indian Institute of Bankers (IIB), is a professional body of Banks, Financial Institutions, and their employees in India. The Mission of the Institute is “To develop professionally qualified and competent bankers and finance professionals primarily through a process of education, training, examination, consultancy / counselling and continuing professional development programs.” Details of the courses offered can be viewed at ([www.iibf.org.in](http://www.iibf.org.in))

## National Insurance Academy (NIA)

Established in 1980, National Insurance Academy (NIA) is a leading institution for learning, education and research in Management, Insurance, Pension, and allied areas not only in India but in the African, Middle East and Southeast Asian region. A pioneering academic institution in India's Insurance landscape, National insurance Academy, is promoted by the public sector Insurance companies under the aegis of the Ministry of Finance, Government of India

Nestled in a lush green scenic estate in Pune– India, the academy has a world–class infrastructure offering tranquillity and a stimulating learning environment at the same time.

NIA's academic team is a peerless resource in pursuit of excellence. The highly experienced industry professionals as faculty member bring practical and international insights to the classroom, and the experts from academia complement through their knowledge of established theories and ability to generate new knowledge through cutting–edge research. Thus, the Academy provides conceptual knowledge and real–world experience in the field of insurance and management and contributes to building corporate and business leaders while upholding ethical values with focus on nation building.

Some of the activities carried out at NIA are:

1. Serving Insurance Professionals through Training
2. Nurturing Young Talent– PGDM(Insurance)
3. Webinars conferences, Seminars and Colloquium
4. Research and Consultancy
5. Certification programmes
6. Publications





6-month Program

## Registration / Exams

Date of Registration	Throughout the Year
Exam	Every quarter on pre determined Date and Time

## Contact us:

 [elearning@nism.ac.in](mailto:elearning@nism.ac.in) |  02192-668492/8493

# NiSM

## NATIONAL INSTITUTE OF SECURITIES MARKETS

### NISM CAMPUS

Plot No. IS 1 & IS 2, Patalganga Industrial Area, Mohopada, District Raigad, Maharashtra - 410222.

### NISM NAVI MUMBAI OFFICE

Plot No. 82, Sector-17, Vashi, Navi Mumbai - 400 703.



<https://bit.ly/34U0Fty>

 Download NISM App



## INDIAN INSTITUTE OF BANKING & FINANCE

Corporate Office, Kohinoor City Commercial - II Tower-I,  
2nd & 3rd Floor, Kiroli Road, Off-L.B.S Marg, Kurla- West Mumbai - 400 070



## National Insurance Academy

25, Balewadi, Baner Road, NIA P.O., Pune 411 045

[www.nism.ac.in](http://www.nism.ac.in)

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