

Exam Preparatory



NISM-Series-V-A: Mutual Fund Distributors Certification Examination

Session: Online Live Interactive / Self-paced

Skills you will learn!

Accounting

Finance

Financial Planning

Taxation

Sales Accounting

Asset Allocation

Amfi

Mutual Funds

Due Diligence

Channel Distribution

About NISM:

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.

The institute's six schools of excellence work in synergy towards creating professionalized
25 SEBI-mandated and voluntary examinations on various product and functional domains of securities markets conducted across 250+ accredited test centres across the country.



About Stock Vidhya

At Stock Vidhya, we are dedicated to shaping the future leaders of the financial industry by providing unparalleled education and exam preparation services. With a commitment to excellence and a passion for empowering individuals, we specialize in equipping aspiring professionals with the knowledge, skills, and credentials essential for success in today's dynamic financial markets.

Our Mission: Empowering Success

Our mission is to empower individuals with the expertise and confidence needed to thrive in the competitive landscape of financial services. Through rigorous academic programs, personalized mentorship, and hands-on learning experiences, we aim to foster a community of skilled professionals ready to make an impact in the global economy.



About NISM-Series-V-A Courses:

The examination seeks to create a common minimum knowledge benchmark for all persons involved in selling and distributing mutual funds including:

- Individual Mutual Fund Distributors
- Employees of organizations engaged in sales and distribution of Mutual Funds
- Employees of Asset Management Companies specially persons engaged in sales and distribution of Mutual Funds

The certification aims to enhance the quality of sales, distribution and related support services in the mutual fund industry.



Objectives:

On successful completion of the Mutual Fund Distributors examination, the candidate should:

- Know the basics of mutual funds, their role and structure, different kinds of mutual fund schemes and their features
- Understand how mutual funds are distributed in the market-place, how schemes are to be evaluated, and how suitable products and services can be recommended to investors and prospective investors in the market.
- Get oriented to the legalities, accounting, valuation and taxation aspects underlying mutual funds and their distribution.
- Get acquainted with financial planning as an approach to investing in mutual funds, as an aid for mutual fund distributors to develop long term relationships with their clients.



Certificates Benefits:

- Better Job Opportunities and Career Advancement in the Financial Sector
- Improved knowledge and understanding of mutual fund products, which can help you provide better advice and service to your clients.
- Stay up-to-date





Course Details:

The total fees of the course is Rs. 7500

Certification Prep Rs.3000 +GST

Certification Exam fees Rs.1500+GST

Practical Course Rs.3000+GST

- NISM exam registration fees not included in the above mention Course Fees.
- 10 Mock Exams (5 online mock exams & 5 mock paper shared for self-practice).
- Sessions would cover doubt solving from the Mock Exams.
- Online Interactive Session for the practice on softwares required in particular module



Eligibility:

- All associated persons functioning as approved users and sales personnel of the trading member of an equity derivatives exchange or equity derivative segment of a recognized stock exchange.
- Interested students/professionals.
- Students (10th, 10+2, Undergraduates, Graduates, Post- graduation)
- 10 Mock Exams (5 online mock exams & 5 mock paper shared for self-practice).
- Investors and traders
- RM, SRM, & Dealers who would like to enhance their career opportunities.
- Any other individuals

Job openings on leading job portals for Series-V-A certificate candidates:

Candidates enrolled in these stock courses get JOBS in Broking Houses, Insurance Company, Mutual Fund House, Sub-brokers, Financial Institutions, NBFC, Banks, and also can start invest / manage their own money. Professionals can also use these course to enhance their knowledge / skills and guide/assist their clients to make investment decisions.



Guide for NISM Registration process:

https://www.nism.ac.in/wp-content/uploads/2020/12/Registration_Guidelines-NISM-and-CPE.pdf



Test Details:

Name of Module: NISM-Series-V-A: Mutual Fund Distributors Certification Examination

- Duration 120 mins
- Format Multiple Choice
- Number of Questions 100 Questions • Validity of Certificate: 3 Years
- Examination Fee Rs 1500
- Exam Language English
- Pass Score 50%

* No negative marks for incorrect answers.

+ Payment gateway charges extra.

Passing Certificate will be issued only to those candidates who have furnished/ updated their Income Tax Permanent Account Number (PAN) in their registration details.

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Course content for the Mutual Fund Distributors Certification Examination:

I. INVESTMENT LANDSCAPE

- A. Investors and their Financial Goals
- B. Savings or Investments?
- C. Different Asset Classes
- D. Investment Risks
- E. Risk Measures and Management Strategies
- F. Behavioral Biases in Investment Decision Making
- G. Risk Profiling
- H. Understanding Asset Allocation
- I. Do-it-yourself versus Taking Professional Help

II. CONCEPT AND ROLE OF A MUTUAL FUND

- A. Concept of a Mutual fund
- B. Classification of Mutual Funds
- C. Growth of the mutual fund industry in India

III. LEGAL STRUCTURE OF MUTUAL FUNDS IN INDIA

- A. Structure of Mutual Funds in India
- B. Key Constituents of a Mutual Fund
- C. Organization Structure of Asset Management Company
- D. Role and Support function of Service Providers
- E. Role and Function of AMFI

IV. LEGAL AND REGULATORY FRAMEWORK

- A. Role of Regulators in India
- B. Role of Securities and Exchange Board of India
- C. Due Diligence Process by AMCs for Distributors of Mutual Funds
- D. Investor Grievance Redress Mechanism
- E. AMFI Code of Conduct for Intermediaries

V. SCHEME RELATED INFORMATION

- A. Mandatory Documents
- B. Non-Mandatory Disclosures

VI. FUND DISTRIBUTION AND CHANNEL MANAGEMENT PRACTICES

- A. The role and importance of mutual fund distributors
- B. Different kinds of mutual fund distributors
- C. Modes of distribution
- D. Pre-requisites to become Distributor of a Mutual Fund
- E. Revenue for a mutual fund distributor
- F. Commission Disclosure mandated by SEBI
- G. Due Diligence Process by AMCs for Distributors of Mutual Funds
- H. Difference between distributors and Investment Advisors
- I. Nomination facilities to Agents/Distributors and Payment of Commission to Nominee
- J. Change of distributor

VII. NET ASSET VALUE, TOTAL EXPENSE RATIO AND PRICING OF UNITS

- A. Computation of Net Assets of Mutual Fund Scheme and NAV
- B. Concept of Entry and Exit Load and its impact on NAV
- C. NAV, Total expense ratio and pricing of units for the Segregated Portfolio

VIII. TAXATION

- A. Applicability of taxes in respect of mutual funds
- B. Capital Gains
- C. Dividend income
- D. Stamp Duty on Mutual Fund Units
- E. Setting off of Capital Gains and Losses under Income Tax Act
- F. Securities Transaction Tax
- G. Tax benefit under Section 80C of the Income Tax Act
- H. Tax Deducted at Source
- I. Applicability of GST

IX. INVESTOR SERVICES

- A. The NFO process
- B. New Fund Offer Price/On-going Offer Price for subscription
- C. Investment Plans and Services
- D. Allotment of Units to the Investor
- E. Account statements for investments
- F. Mutual Fund Investors
- G. Filling the Application Form for Mutual Funds
- H. Financial Transactions with Mutual Funds
- I. Cut-off Time and Time Stamping
- J. KYC Requirements for Mutual Fund Investors
- K. Systematic Transactions
- L. Operational aspects of Systematic Transactions
- M. Non-Financial Transactions in Mutual Funds
- N. Change in Status of Special Investor Categories
- O. Investor transactions – turnaround times

X. RISK, RETURN AND PERFORMANCE OF FUNDS

- A. General and Specific Risk Factors
- B. Factors that affect mutual fund performance
- C. Drivers of Returns and Risk in a Scheme
- D. Measures of Returns
- E. SEBI Norms regarding Representation of Returns by Mutual Funds in India
- F. Risks in fund investing with a focus on investors
- G. Measures of Risk
- H. Certain Provisions with respect to Credit risk

XI. MUTUAL FUND SCHEME PERFORMANCE

- A. Benchmarks and Performance
- B. Price Return Index or Total Return Index
- C. Basis of Choosing an appropriate performance benchmark
- D. Benchmarks for equity schemes
- E. Benchmarks for Debt Schemes
- F. Benchmarks for Other Schemes
- G. Quantitative Measures of Fund Manager Performance
- H. Tracking Error
- I. Scheme Performance Disclosure

XII. MUTUAL FUND SCHEME SELECTION

- A. Scheme Selection based on Investor needs, preference and risk-profile
- B. Risk levels in mutual fund schemes
- C. Scheme Selection based on investment strategy of mutual funds
- D. Selection of Mutual Fund scheme offered by different AMCs or within the scheme category
- E. Selecting options in mutual fund schemes
- F. Do's and Don'ts while selecting mutual fund schemes

Appendix 1: Fifth Schedule of Securities and Exchange Board of India (Mutual Funds) Regulations, 1996
[Regulations 18(22), 25(16), 68(h)]

Appendix 2: AMFI Code of Ethics

Appendix 3: AMFI's Code of Conduct for Intermediaries of Mutual Funds

Appendix 4: Format of Scheme Information Document (SID)

Appendix 5: Format of Statement of Additional Information (SAI)

Appendix 6: Format of Key Information Memorandum

Appendix 7: KYC Form for Individual

Appendix 8: KYC Form for Non-Individuals

Appendix 9: KYC Details Change Form for Individuals

Appendix 10: KYC Details Change Form for Non-Individuals

Appendix 11: Process for Aadhaar e-KYC of investors (resident) in the securities markets

Appendix 12: Procedure for Transmission of Units on Death of a Unitholder




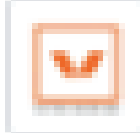




Appendix 13 – Easy guide for New Distributors

Appendix 14 – Indian and Global mutual fund industry.

Appendix 15 – Additional knowledge resources

Series V - A certificate holders works in Mutual Funds Company:



	Asit C Mehta Investment Intermediates Mutual Fund Operations India	3.6 ★	New	24h
	Skillventory Mutual Funds Operations (Investment Restrictions) Mumbai ₹5L - ₹9L (Glassdoor Est.) ⓘ	4.4 ★		8d
	Latin Manharlal Mutual Fund Operations Mumbai ₹5L - ₹8L (Glassdoor Est.) ⓘ	5.0 ★		17d
	Ventura Securities Ltd Mutual Fund Research Openings Thane	3.7 ★		30d+
	Vasant Kulkarni LLP Mutual Fund Analysts Mumbai ₹20T - ₹25T (Employer Est.) ⓘ		Easy Apply	4d
	Asit C Mehta Investment Intermediates Mutual Fund Sales India	3.6 ★	New	24h
	SHARECOM FINTECH SOLUTIONS PVT LTD Relationship Manager-Mutual Fund Mumbai ₹20T - ₹26T (Employer Est.) ⓘ		New Easy Apply	2d
	Asit C Mehta Investment Intermediates Mutual Fund Research Analyst India	3.6 ★	New	24h



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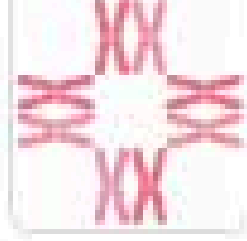








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 <p>AGS Health ★ 4.1 1.4K+ reviews Corporate AmbitionBox Top 2000 companies</p>	 <p>CK Birla Healthcare ★ 4.2 24 reviews Corporate Medical Services / Hospital</p>
 <p>Rao lit Academy ★ 3.4 289 reviews Corporate Education / Training Founded: 2014</p>	 <p>Indifi Technologies ★ 3.8 98 reviews Startup Financial Services Soanicom</p>
 <p>Four Seasons ★ 4.3 140 reviews Foreign MNC Hotels & Restaurants</p>	 <p>Saraswati Online.Com ★ 3.9 9 reviews Corporate e-Learning / EdTech Founded: 2009</p>
 <p>Q Way Technologies ★ 3.3 90 reviews Foreign MNC AmbitionBox Top 2000 companies</p>	 <p>Spencers Retail ★ 4.1 687 reviews Corporate Retail Founded: 1863</p>
 <p>Shoppers Stop ★ 4.3 1.9K+ reviews Indian MNC Retail Conglomerate</p>	 <p>Canvera ★ 3.6 150 reviews Corporate Printing & Publishing Founded: 2007</p>