

Model Curriculum

Equity Dealer

Equity Dealer

SECTOR: **BFSI**
SUB-SECTOR: **Financial Services**
OCCUPATION: **Broking/Trading**
REFERENCE ID: **BSC/Q0201, Version No. 1.0**
NSQF LEVEL: **4**



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Equity Dealer

CURRICULUM / SYLLABUS

This program is aimed at training candidates for the job of a “Equity Dealer”, in the “BFSI” Sector/Industry and aims at building the following key competencies amongst the learner

Program Name	Mutual Fund Agent		
Qualification Pack Name & Reference ID.	BSC/Q0201		
Version No.	1.0	Version Update Date	22 – 12 – 2015
Pre-requisites to Training	Minimum qualification – Class XII		
Training Outcomes	<p>After completing this programme, participants will be able to:</p> <ul style="list-style-type: none"> • Buy and sell investment and financial instruments on behalf of their clients. • Provide market insights and investment advice to potential and existing clients as per the organizational standards and procedures 		

This course encompasses 2 out of 2 National Occupational Standards (NOS) of “Equity Dealer” Qualification Pack issued by “BFSI Sector Skill Council of India”.

Sr. No.	Module	Theory Duration (hh:mm)	Practical Duration (hh:mm)	Key Learning Outcomes	Corresponding NOS Code	Equipment Required
1	Introduction to Securities Markets	10	20	<ul style="list-style-type: none"> • Explain financial systems, financial markets, Market instruments, participants • Explain working of primary and secondary markets • Describe BSE and NSE indices 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
2	Membership	5	10	<ul style="list-style-type: none"> • Describe the process of obtaining Membership at BSE • Describe the process of obtaining Membership at NSE • Explain Client registration procedures, rules and regulations 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
3	Placing orders	4	6	<ul style="list-style-type: none"> • Place various types of orders • Authenticate orders, order placement timing 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
4	Trading Software	5	20	<ul style="list-style-type: none"> • Describe procedures for trading • Explain Trading systems and BOLT screen 	N 0202	White board, Marker, Overhead

				<ul style="list-style-type: none"> Perform trade functions on BOLT screen 		projector, Laptop, Internet access, BOLT screen
5	Trading Cycle and Settlement	2	8	<ul style="list-style-type: none"> List Market timings Perform Corporate Actions Describe Steps in transaction cycle Explain Settlement processes 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
6	Regulatory Framework	4	6	<ul style="list-style-type: none"> Explain laws that Monitor brokers business Describe the role of a regulator and important Regulations 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
7	Mathematical tools for financial analysis	5	20	<ul style="list-style-type: none"> Explain Time value of money Perform Fundamental analysis List steps in fundamental analysis – macroeconomic analysis, sectoral analysis and company analysis Use valuation concepts for performing fundamental analysis Perform Technical analysis 	N 0201	White board, Marker, Overhead projector, Laptop, Internet access
8	Dealing Operations	5	20	<ul style="list-style-type: none"> Explain Role in trading Carry out dealing operations Explain Role in settlement 	N 0202	White board, Marker, Overhead projector, Laptop, Internet access
Total Duration:		<u>40</u>	<u>110</u>	Unique Equipment Required:		

Grand Total Course Duration: **150 Hours 00 Minutes**

(This syllabus/ curriculum has been approved by BFSI Sector Skill Council of India)



Annexure 1: Assessment Criteria

Assessment Criteria for Equity Dealer	
Job Role	Equity Dealer
Qualification Pack	BSCQ/0201
Sector Skill Council	BFSI Sector Skill Council of India

Sr. No.	Guidelines for Assessment
1	The assessment for the theory part will be based on knowledge bank of questions created by the SSC
2	Individual assessment agencies will create unique question papers for theory part for each candidate at each examination/training centre.
3	Individual assessment agencies will create unique evaluations for skill practical for every student at each examination/training centre based on these criteria
4	To pass the Qualification Pack, every trainee should score the minimum percentage assign to that job role, aggregate of theory and practical.
5	In each paper there will be 60 questions each though it's online or offline.
6	The assessor will be required to translate the questions from English to local language. And the VIVA also be conducted in English or local language as per their comfort.
7	VIVA will be conducted with Online as well as Offline exams.
8	Pass percentage for the course will be 60.

ASSESSMENT OUTCOME (NOS CODE AND DESCRIPTION)	Assessment criteria (PC)	Total Marks	Out Of	MARKS ALLOCATION	
				Theory	Skills Practical
1. BSC /N 0201 (PREPARE FOR DEALING OPERATIONS)	PC1. Set up terminal for operation PC2. Update and verify client list PC3. Develop Market knowledge/advisory	100	100	30	70
2. BSC / N 0202 (CARRY OUT DEALING OPERATIONS)	PC1. Receive order details PC2. Execute orders PC3. Communicate order status	100	100	30	70
		QP TOTAL	200	60	140



Annexure2: Trainer Prerequisites for Job role: “Equity Dealer” mapped to Qualification Pack: “BSC Q/0201”

Sr. No.	Area	Details
1	Job Description	To deliver accredited training service, mapping to the curriculum detailed above, in accordance with the Qualification Pack “ <u>BSC / Q 0201</u> ”.
2	Personal Attributes	Aptitude for conducting training, and pre/ post work to ensure competent, employable candidates at the end of the training. Strong communication skills, interpersonal skills, ability to work as part of a team; a passion for quality and for developing others; well-organised and focused, eager to learn and keep oneself updated with the latest in the mentioned field.
3	Minimum Educational Qualifications	B.Com
4a	Domain Certification	Certified for Job Role: “ <u>Equity Dealer</u> ” mapped to QP: “ <u>BSC / Q 0201</u> ”. Minimum accepted score as per SSC guideline is 70%.
4b	Platform Certification	Recommended that the Trainer is certified for the Job Role: “Trainer”, mapped to the Qualification Pack: “SSC/1402”. Minimum accepted score as per SSC guideline is 70%.
5	Experience	Minimum 3 years experience as a trainer in the BFSI domain Minimum 2 years experience as a trainer of Equity dealer subjects Experience in equity dealership a plus



Certificate

CURRICULUM COMPLIANCE TO QUALIFICATION PACK – NATIONAL OCCUPATIONAL STANDARDS

is hereby issued by the

BFSI SECTOR SKILLS COUNCIL OF INDIA

for the

MODEL CURRICULUM

Complying to National Occupational Standards of
Job Role/ Qualification Pack: 'Equity Dealer' QP No. 'BSC/Q0201 NSQF Level 4'

Date of Issuance: December 22nd, 2015

Valid up to: December 22nd, 2016

* Valid up to the next review date of the Qualification Pack

Authorized Signatory
(BFSI Sector Skill Council of India)



BFSI Sector Skill Council of India

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