

JAIPURIA INSTITUTE OF MANAGEMENT

Course Title	Wealth Planning
Course Code	FIN 503
Credits Points	3 credits
Trimester; Year	Fourth Trimester; 2018-19
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Consultation Hours	
Course Pre-requisite	Working knowledge of Excel; Understanding of time value of money.

*Pre-course workshop will be arranged to ensure working knowledge of Excel for all students. A list of basic terminology and their explanation will be handed over to students before the start of the course.

Overview

Personal finance is one of the most significant factors in our lives. It is very important that funds are available as and when required at various stages of life. Unavailability of funds at important stages of our life leads to financial distress and leads to many medical and non-medical problems. There are certain planned and unplanned events in our life. On the one hand education of our children, their marriage, our retirement etc are some of the planned events of our life but at the same time some medical urgency, accident or death of any earning member might be some unplanned events. Many of these events are beyond our control but availability of funds when required can be planned to avoid any financial distress. In other words, we cannot stop the rain but can plan for an umbrella.

This course looks at the many challenges faced by an individual in a complex financial environment and rising uncertainties of one's life. It focuses on achieving long-term financial comfort of individual and family through goal setting, developing financial and life strategies, acquiring personal financial planning knowledge and managing risk throughout one's life. In order to make this course more experiential case studies, application based assignments and exercises, videos, and guest lecturers would be used along with classroom lectures and discussions. Specific areas of study include personal financial statements, budgets, income tax planning, time value of money, effective retirement planning, and estate planning.

Course Learning Outcomes (CLOs):

At the end of the course the learners will be able to:

CLO 1: Explain the basic concept of financial planning. **(K)**

CLO 2: Explain the need for personal financial planning **(K)**

CLO3: Demonstrate standards of ethical conduct which adhere to the Code of Ethics and Professional Responsibility. **(A)**

CLO 4: Apply tax planning strategies to meet the goals of the client. **(S)**

CLO 5: Evaluate and Develop investment planning strategies to assist clients in meeting financial goals. **(S)**

	PLO-1 Communicate effectively and display interpersonal skills	PLO-2 Demonstrate Leadership and Teamwork towards achievement of organizational goals	PLO-3 Apply relevant conceptual frameworks for effective decision-making	PLO-4 Develop an entrepreneurial mindset for optimal business solutions	PLO-5 Evaluate the relationship between business environment and organizations.	PLO 6 Discuss sustainable and ethical business practices	PLO-7 Leverage technologies for business decisions	PLO-8 Demonstrate capability as an Independent learner
CLO1	X							
CLO2	X							
CLO3						X		
CLO4		X	X				X	X
CLO5		X	X				X	X

Linkage of * Program level Outcome (PLO) with **Course Learning Outcome (LO)

Recommended/ Reference Text Books and Resources:**Text Book:**

- National Institute of Securities Management (NISM) Module 1 & 2 Investment Advisor XA & XB.
- *Mishra K.C., Doss S, (2009). Basics of Personal Financial Planning 1e. National Insurance Academy, New Delhi: Cengage Learning.*

Learning References:

- *Investment Adviser Module 1 and 2 of*
- *Ohri Arun & S. Sundaran (2011), Introduction to Financial Planning (Third Edition), New Delhi : Taxmann Publications Private Limited*

- *Madhu Sinha (2008), Financial Planning (Third Indian Edition), New Delhi : McGraw-Hill, New Delhi*
- *Wealth Management Module, Workbook from NSE*
- *Mutual Funds Beginner Module by NCFM*
- *Module by Association of Mutual Funds of India (AMFI)*

Web Resources:

- www.moneycontrol.com: moneycontrol.com is India's leading financial information source. It's the official site for CNBC TV18, and provides news, Share Market Live, views, and analysis of financial markets.
- www.financialcalculators.com: This website provides various financial calculators for financial planners. The site provides EMI calculators, insurance premium calculators, cash flow calculators and tax calculators.
- www.fpsbindia.org : This is the official website of financial planning board of India
- <http://www.fpa.edu.in/courses.aspx>
- Book Rich Dad Poor Dad: [/www.youtube.com/watch?v=453QWQ5jnfw&feature=related](http://www.youtube.com/watch?v=453QWQ5jnfw&feature=related)

Assessment Task:

Assessment Item	Description	Weightage	CLO
Project & presentation	<p>The students are required to select six families of different background as follows;</p> <ul style="list-style-type: none"> • Young Adult: Ages 18-24 • Adult with or without children: Ages 25-34 • Working Parent or Adult: Ages 35-44 • Midlife: Ages 45-54 • Pre-Retirement: Ages 55-64 • Retired: Ages 65 and over and require to design financial plan for all families separately. The groups are required to submit the financial plans along with a report specifying the needs of each family separately. Although students are required to analyze families but the final plan is of the earning member/head of the family. The students are required to submit this in 22nd session. The students are also expected to make a small power point presentation for the same. • Feedback: Through rubrics and counselling as required. 	30% (20+10)	CLO 1,2,4 & 5
Quiz	<ul style="list-style-type: none"> • Two quizzes with multiple choice 	20%	Quiz 1 -CLO1;

	<p>questions. Question bank of minimum 20 questions to be created for a quiz of 10 questions. The format of the quiz would be 20% basic, 50% intermediate and 30% advanced level.</p> <ul style="list-style-type: none"> • Individual assessment: Moodle based. • After 11th sessions and 23th sessions • Pre/In/beyond class: Beyond class • Feedback: Moodle grades 		CLO2 Quiz 2- CLO3, CLO4 and CLO5
Class Participation & Discussion forums	<ul style="list-style-type: none"> • All students are to participate in discussion in class and in the discussion initiated at discussion forum • Individual Assessment: Moodle submission • 2 sessions as per instructor choice • Pre/In/beyond class: In class • Feedback : Individual 	10%	CLO1, CLO2, CLO5
End Term Examination	<ul style="list-style-type: none"> • Description: Conceptual and application based questions. The paper would comprise questions which are: 20% basic, 50% intermediate and 30% advanced level. • As per schedule • Coverage- 80% Post Mid Term; 20% Pre Mid Term • Feedback: Showing of assessed answer sheets. 	40%	CLO3, CLO4 & CLO5

Session Plan:

Session	Topic/ Sub Topic	Reading Reference	Pedagogy	Session Learning Outcomes	CLO
Module I : Basics of Financial Planning					
1.	Introduction to course, importance of financial planning, life cycle of an individual, phases of a human life and related planning	National Institute of Securities Management (NISM) Module 1, Ch.1,pp. 9-12	Class discussion	At the end of session, the student will be able to Understand Basics of Financial Planning	1
2.	Process of financial planning, professionalism in financial Planning, professional ethics	National Institute of Securities Management (NISM) Module 1, Ch.1,pp. 13-15	Class discussion and caselets	At the end of session, the student will be able to conceptualize the process and the ethics of Financial	1,2 & 3

				Planning and	
Module II : Insurance Planning (Essential for Risk Management)					
3.	Introduction to insurance, need for insurance, role of insurance in financial planning, concept of risk and classification of risk	National Institute of Securities Management (NISM) Module 1, Ch.6, pp. 101-103	Class discussion	At the end of session, the student will be able to Understand role of insurance in Financial Planning	1 & 2
4.	Discussion of life insurance products and their requirement in personal financial planning	Ch. 6, pp. 104-109	Class discussion and caselets	At the end of session, the student will be able to Understand role of various types of insurances i.e., Health, Auto, Life, Property, Liability etc. in Financial Planning	1 & 2
5.	Discussion of non-life insurance products (health, auto, personal accident, property, liability etc.) and their requirement in personal financial planning	Ch. 6 , pp. 109-111	Class discussion and caselets	At the end of session, the student will be able to Understand role of insurance in Financial Planning	1, 2 & 5
6.	Estimation of Life insurance coverage of an individual	Ch. 6, pp. 112-116	Class discussion Problem exercises	At the end of session, the student will be able to Do basic calculations for insurance planning	5
7.	Class presentation on Products of LIC and ICICI Lombard etc. companies	Student presentations	Class discussion	Articulate the concepts learned	5
Module III : Investment Planning (Essential for Generation of Better Returns from Investment)					
8.	Measuring investment returns	National Institute of Securities Management (NISM) Module 1, Ch. 2	Class discussion Problem exercises	At the end of session, the student will be able to Understand The concepts like return, compounding, Real rate of return Vs. Nominal rate of	1,2 & 5

				Return, Tax adjusted Return etc.	
9.	Bank deposits vs. financial market investment, Direct and indirect investments in financial markets,	National Institute of Securities Management (NISM) Module 1, Ch. 4, pp. 57-60	Class discussion	At the end of session, the student will be able to Understand role of investment in Financial Planning	1, 2,& 5
10.	Bond, equity and derivative market investments	National Institute of Securities Management (NISM) Module 1, Ch. 4, pp. 57-63	Class discussion Problem exercises	At the end of session, the student will be able to Understand role of secondary market in Financial Planning	1, 2,& 5
11.	Discussion on various types of mutual funds	Ch. 4, pp. 57-63	Class discussion	At the end of session, the student will be able to Understand the role of mutual funds in Financial Planning	1 & 2
12.	Product analysis and selection	National Institute of Securities Management (NISM) Module 2, Ch. 5, pp. 186-205	Class discussion Problem exercises	At the end of session, the student will be able to understand that how we can analysis the performance of Mutual funds.	5
13.	Product analysis and selection	National Institute of Securities Management (NISM) Module 2, Ch. 5, pp. 238-242	Class discussion Problem exercises	At the end of session, the student will be able to Understand Behavioral Biases in Investment Decision Making	5
14.	Investment in gold, real estate and bullion	National Institute of Securities Management (NISM) Module 1, Ch. 4	Class discussion Problem exercises	At the end of session, the student will be able to Understand the importance of other investment avenues	1 & 2
15.	Asset allocation and investment strategies	National Institute of Securities Management (NISM) Module 1, Ch. 5, pp. 89-93	Class discussion Problem exercises	At the end of session, the student will be able to Understand the Current market perspective, Asset Classes	5
16.	Asset allocation and investment strategies	National Institute of Securities Management (NISM) Module 1, Ch. 5, pp. 93-96	Class discussion	At the end of session, the student will be able to Understand the process of Portfolio Construction, Practical Asset	5

				Allocation and Rebalancing Strategies	
17.	Asset allocation and investment strategies	National Institute of Securities Management (NISM) Module 1, Ch. 5, pp. 96-100	Class discussion	At the end of session, the student will be able to Understand Portfolio Monitoring and Re-balancing strategies, Personal Financial ratios & Debt management	
Module IV: Tax planning, Retirement Planning and Estate planning					
18.	Basics of tax planning, basic concept of income tax, ethical consideration in income tax, tax planning	National Institute of Securities Management (NISM) Module 1, Ch. 8, pp. 141-151	Class discussion	At the end of session, the student will be able to Understand basics of taxes for Financial Planning	1,2 & 4
19.	Exercise on basic income tax calculation using a excel	Excel exercise	Class discussion Problem exercises	Do tax related calculations	4
20.	Introduction and Importance of retirement planning, process of retirement planning	National Institute of Securities Management (NISM) Module 1, Ch. 7, pp. 117-140	Class discussion	At the end of session, the student will be able to Understand importance of retirement in Financial Planning	5
21.	Types of financial products for retirement planning	Student's presentation	Class discussion	Understand importance of retirement planning in Financial Planning	1 & 2
22.	Basics of estate planning	National Institute of Securities Management (NISM) Module 1, Ch. 8, pp. 160-166	Class discussion	Understand planning for real estate	1 & 2
Application of Learning on Financial Planning					
23.	"How to Become Rich"	Discussion : "Rich Dad Poor Dad"	Class discussion	Apply the learning's in case analysis	
24.	Introduction, types of customer data and data	Ch. 8, pp. 194-207	Class discussion	Understanding the market for financial	

	collection form, goal setting and reviewing customer need, defining goals and objectives, recommendations to meet customers future needs			planning	
TUTORIAL BLOCK 2- Four sessions (CLO 1, 2 & 5)					

Instructions:

- Students will be expected to maintain a daily log of their learning and make an action plan.
- The continuous evaluation tools would be implemented as per schedule and collected for evaluation.
- Students are encouraged to visit videos available on Impartus, you tube etc.
- Students will be expected to go through the annual reports of the companies chosen by them for their project work

Time budgeting in course planning:

The table below is an example of the suggested time allocations for this course.

Classes	2-3 hours per week for 12 weeks	30 hours
Reading	Prescribed readings and making notes	20 hours
Preparation of set questions, exercises and problems	Provided in the book	20 hours
Preparation of Project (including the Viva)	Analysing and writing	20 hours
Study and revision for test and end of Trimester examination	Self-preparations	15 hours
TOTAL		105 hours

RUBRICS FOR ASSESSMENT COMPONENT

RUBRICS FOR QUIZ (20 Marks)

POOR	FAIR	GOOD	EXCELLENT
Marks 0-3	Marks 4-5	Marks 6-8	Marks 9 – 10
ONLY UP TO 30% ANSWERS ARE	BETWEEN 40 – 50% (both inclusive)	BETWEEN 60 – 80% (both inclusive)	MORE THAN 80% ANSWERS ARE

CORRECT	ANSWERS ARE CORRECT	ANSWERS ARE CORRECT	CORRECT
UNSATISFACTORY	MINIMAL	PROFICIENT	EXEMPLARY
A very few of the concepts are clear and student is unable to understand the same.	Some of the concepts are clear and understood by student.	Majority of concepts are clear and understood by student.	Most of concepts are clear and understood by the student.

RUBRICS FOR END TERM (40 Marks)

POOR	FAIR	AVERAGE	GOOD	EXCELLENT
Marks less than or equal to 6	Marks greater than 6 and less than or equal to 12	Marks greater than 12 and less than or equal to 20	Marks greater than 20 and less than or equal to 30	Marks greater than 30 and less than or equal to 40
ONLY UP TO 15% ANSWERS ARE CORRECT	ONLY UP TO 30% ANSWERS ARE CORRECT	ONLY UP TO 50% ANSWERS ARE CORRECT	ONLY UP TO 75% ANSWERS ARE CORRECT	MORE THAN 75% ANSWERS ARE CORRECT.
Most of the concepts are not clear and student is unable to understand the same.	A few of the concepts are clear and understood by student.	Many of the concepts are clear and understood by student.	Majority of concepts are clear and understood by student.	Most of concepts are clear and understood by the student.

RUBRICS FOR PROJECT ASSIGNMENT & VIVA VOCE (30 Marks)

	CRITERIA	INADEQUATE	ADEQUATE	ABOVE AVERAGE	ADVANCED
		POINTS 0-24%	POINTS 25%-49%	POINTS 50%-75%	POINTS (Above 75%)
	Analytical Ability &	Poor Analytical	Adequate	Appropriate	Outstanding

Project Assignment (Weightage-Marks 20)	Logical Reasoning (Investment portfolio design for individual) Weightage-10 Marks	Ability & Low Logical Thinking	Analytical Ability and Average Logical Thinking	Analytical Ability and Healthy Logical Thinking	Analytical Ability and Exceptional Logical Thinking
	Organisation/Format & Style Weightage-5 Marks	Incoherent flow of the thematic topics offered and fails to follow prescribed format & style	Demonstrates logical flow of the theme/ topics offered. Some points are missing and follows prescribed format to a limited sense & style is simple.	Coherent and specified flow of the theme/ topics offered. Overall unity of ideas present and follows prescribed format majorly	Completely as per defined matrices and clearly leads to logical conclusion and follows prescribed format in detail
Viva Voce (Weightage-Marks 10)	Clarity of basic concepts Weightage-2.5 Marks	A few of the concepts are clear and understood by student.	Many of the concepts are clear and understood by student.	Majority of concepts are clear and understood by student.	Most of concepts are clear and understood by the student.
	Explanation of the Project	Poor Explanation of the Project	Adequate Explanation of the Project	Appropriate Explanation of the Project	Outstanding Explanation of the Project

Institute's Policy Statements

The student is required to have a clear comprehension of the specific details included in this document. This course requires a significant commitment in and outside classroom. The learning tasks in this course include class discussions, exercises & problems and self-study. In addition, students are required to complete the various assignments/projects.

LMS-Moodle/Impartus

LMS-Moodle/Impartus is used to host course resources for all courses. Students can download lecture, additional reading materials, and tutorial notes to support class participation.

Late Submission

Assessment tasks submitted after the due date, without prior approval/arrangement, will be not be accepted. Requests for extension of time must be made with the faculty member concerned and based on Special Consideration guidelines.

Plagiarism

Plagiarism is looked at as the presentation of the expressed thought or work of another person as though it is one's own without properly acknowledging that person.

Cases of plagiarism will be dealt with according to Plagiarism Policy of the institute. It is advisable that students should read Section ... Of Student Handbook for detailed guidelines. It is also advisable that students must not allow other students to copy their work and must take care to safeguard against this happening. In cases of copying, normally all students involved will be penalized equally; an exception can be made if a student can demonstrate the work as their own and reasonable care was exercised to safeguard against copying.