

GANPAT UNIVERSITY									
FACULTY OF Management Studies									
Programme		Master of Business Administration				Branch/Spe c.	Financial Services		
Semester		IV				Version	1.0.0.0		
Effective from Academic Year			2021-22			Effective for the batch Admitted in			June 2020
Subject code		IVA04MFD		Subject Name		Mutual Fund Distributors			
Teaching scheme						Examination scheme (Marks)			
(Per week)	Lecture(DT)		Practical(Lab.)		Total		CE	SEE	Total
	L	TU	P	TW					
Credit	4				4	Theory	60	40	100
Hours	4				60	Practical			
Course Outcomes:									
The main objective of this module is to make the student aware about the concept of Mutual Fund its structure and the risk, return and performance of the fund.									
CO 1: The students will get to know the concept of a Mutual Fund.									
CO 2: The Students learn about mutual fund structure and its constituents.									
CO-3: The students get to know the fund distribution and legal and regulatory structure.									
CO-4: The students will get to know the Accounting, Valuation and Taxation and Investment services.									
CO-5: The students get deep knowledge about risk, return and performance of the fund.									
Theory syllabus									
Unit	Content								Hrs
1	Concept and Role of a Mutual Fund: Mutual fund and its functions, Investment objectives of different kinds of mutual fund products, Concept of Marking To Market, unit Capital, Assets under Management, Fund Running Expenses and Net Asset Value, Advantages and limitations of mutual fund, Concept of closed end funds, open ended funds and interval funds, Concept of actively managed funds and passive funds, Categorization of mutual fund schemes and Developments in the Mutual Fund Industry over the years								10
2	Fund Structure and Constituents: Structure of mutual funds in India, Role of the Sponsor, Trustee and Asset Management Company (AMC), Regulatory provisions with respect to Sponsor, Trustee and AMC, Role and Functions of Service Providers of mutual funds, Payment Aggregators. Legal and Regulatory Environment: Role of SEBI in regulating mutual funds, Concept of a Self Regulator, Functions of AMFI, AMFI Code of Ethics (ACE) and AMFI Guidelines and Norms for Intermediaries (AGNI), Due Diligence process for its distributors and Rights and obligations of investors in a mutual fund.								12
3	Offer Document: New Fund Offer, Statement of Additional Information (SAI) and Scheme Information Document (SID), Key Information Memorandum (KIM) Fund Distribution and Channel Management Practices: Traditional distribution channels, Alternate Distribution channels of mutual funds, Pre-requisites to be fulfilled to become a distributor of a mutual fund, Commissions and Transaction Charges for mutual fund distributor, Regulatory requirements governing payment of commissions to distributors, Initial or Upfront and Trail Commissions and SEBI Advertising Code for Mutual Funds								12
4	Accounting, Valuation and Taxation: Net assets of a mutual fund scheme and NAV, Mark to Market as a valuation metric, Total Expenses of Mutual Funds, Accounting and reporting requirements applicable to mutual funds, Valuation process and Tax provisions applicable to a mutual fund Investor Services: Types of Investors in mutual funds, KYC Compliance Process, KYC Registration Agencies, Foreign Account Tax Compliance Act (FATCA) and Common Reporting Standards (CRS), Payment mechanisms for purchasing and redemption of mutual funds units, Allotment of mutual fund units, Time Stamping and Cut-off time, Mutual Fund transactions through stock exchanges, Growth, Dividend, and dividend re-investment options in a mutual fund, Types of systematic								12

	transactions, Statement of Accounts, Nomination, pledge/ lien of units, change in folio details, transmission of units, Other investor services and facilities offered by mutual funds.	
5	<p>Risk, return and performance of funds: Performance of equity funds, Performance of debt funds, gold funds and real estate, Kinds of returns, such as simple, annualized and compounded returns. SEBI norms regarding return representation of mutual funds in India</p> <p>Risk in an equity fund, debt fund and other funds (hybrid, gold and real estate), Risk measures of mutual funds, Benchmarking performance, and Fund manager performance. Mutual Fund Scheme Selection: Steps in selecting the funds, Concept and selection of mutual fund scheme, Sources of data to track mutual fund performance, Selecting the Right Investment Products for Investors, Savings and Investment, Inflation Risk and Concept and features of physical and financial assets. Helping Investors with Financial Planning: Concept of financial planning, Financial planning needs to the life cycle stage of the investor and Stages in the wealth cycle model of investor. Recommending Model Portfolios and Financial Plans: Risk profiling tools, Asset allocation, Model portfolios for investors and Behavioural biases in investment decision making</p>	14
Reference Books		
1	NISM-Series-V-A: Mutual Fund Distributors Certification	
2	Indian Mutual Funds Handbook 5th Edition: A Guide for Industry Professionals and Intelligent Investors by John. C. Bogle	
3	Mutual Funds-Ladder To Wealth Creation by Vivek K Negi	
4	A Guide to Indian Mutual Fund Investment By Sushant Kumar Mishra	