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|---|---|--|--------------------------|---------------------------------------|--|
| <b>Program: Bachelor of Commerce(Economics)</b>   |   |  |                          | <b>Semester: IV</b>                   |  |
| <b>Course: Wealth Management</b><br><b>AY: 2024-25</b>  |   |  |                          | <b>Course Code:</b>                   |  |
| <b>Teaching Scheme</b>  |   |  | <b>Evaluation Scheme</b> |                                       |  |
| <b>Lecture<br/>(Hours per<br/>week)</b>   | <b>Practical<br/>(Hours<br/>per<br/>week)</b> | <b>Tutori<br/>al<br/>(Hour<br/>s<br/>per<br/>week)</b> | <b>Credit</b>            | <b>Continuous<br/>Assessment (CA)</b> | <b>Semester End<br/>Examinations (SEE)</b> |
| 2   |   |  | 2                        | 20                                    | 30   |
| <b>Learning Objectives:</b>   |   |  |                          |                                       |  |
| <ul style="list-style-type: none"> <li>• To know the concept, scope and significance of Wealth Management.</li> <li>• To understand the financial planning and various investment strategies.</li> <li>• To understand the concept, principles and types of insurance.</li> <li>• To understand retirement and tax planning concept.</li> </ul> |   |  |                          |                                       |  |
| <b>Course Outcomes:</b>   |   |  |                          |                                       |  |
| After completion of the course, learners would be able to:  |   |  |                          |                                       |  |
| <ul style="list-style-type: none"> <li>• Understand the concept, scope and significance of wealth management.</li> <li>• Analysis of various Investment strategies and investment products.</li> <li>• Application of insurance planning, retirement planning and tax planning strategies.</li> </ul>   |   |  |                          |                                       |  |
| <b>Outline of Syllabus: (per session plan)</b>  |   |  |                          |                                       |  |
| <b>Module</b>   | <b>Description</b>                            |  |                          |                                       | <b>No of Hours</b>                         |
| <b>1</b>  | <b>Foundation of Wealth Management</b>        |  |                          |                                       | <b>15</b>                                  |
| <b>2</b>  | <b>Components of Financial Planning</b>       |  |                          |                                       | <b>15</b>                                  |
|   | <b>Total</b>                                  |  |                          |                                       | <b>30</b>                                  |

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| <b>Module</b> | <b>Topic</b>  | <b>No. of Hours/Credits</b> |
|---------------|---|-----------------------------|
| Module I      | <b>Foundation of Wealth Management</b>  |                             |
|               | <p><b>Chapter 1: Introduction to Wealth Management</b><br/>           - Definition and Scope of Wealth Management<br/>           - Evolution and Significance in Financial Planning</p> <p><b>Chapter 2: Financial Planning and Goal Setting</b><br/>           - Understanding the Wealth Management Process<br/>           - Setting and Prioritizing Financial Goals</p> <p><b>Chapter 3: Investment Strategies</b><br/>           - Asset Allocation and Diversification<br/>           - Investment Vehicles (Stocks, Bonds, Real Estate)<br/>           - Investment Vehicles for HNIs (AIF, Hedge Funds, Private Equity)</p> | 15                          |
| Module II     | <b>Components of Financial Planning</b>   |                             |
|               | <p><b>Chapter 4: Insurance Planning</b><br/>           - Meaning and Principles of Insurance<br/>           - Types of Life Insurance Products<br/>           - Calculation of required Sum Assured (Human Life Value and Need based approach)<br/>           - Types of General Insurance Products</p> <p><b>Chapter 5: Retirement Planning</b><br/>           - Introduction to Retirement Planning (Needs and Purpose)<br/>           - 3 Step Retirement Planning Process and Calculations</p> <p><b>Chapter 6: Tax Planning</b><br/>           - Tax Planning Concepts<br/>           - Income Tax Savings Schemes</p>         | 15                          |

**Suggested Readings References:**

1. Harold Evensky, Wealth Management, McGraw Hill Publication
2. NCFM, NISM, CFP, IIBF – Financial Planning & Wealth Management Modules

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**Evaluation Pattern:**

*The performance of the learner will be evaluated for 50 marks in two components. The first component will be a Continuous Assessment with a weightage of 40% of total marks per course. The second component will be a Semester end Examination with a weightage of 60% of the total marks per course. The allocation of marks for the Continuous Assessment and Semester end Examinations is as shown below:*

a). Details of Continuous Assessment (CA)

**40% of the total marks per course:**

| Total Marks | External Component | Internal Component [ICA] | ICA Component |            |
|-------------|--------------------|--------------------------|---------------|------------|
|             |                    |                          | Internal test | Assignment |
| 50          | 30                 | 20                       | 10            | 10         |

- 1] For 50 Marks-ICA Test Component-2 test of 10 marks, Average of the 2.  
2] Duration: 30 marks -1 hour, 10 marks-20 Minutes  
3] ICA Test-Offline

**b. End semester exam (60% of total marks)**

| <b>SEMESTER END ASSESSMENT: 30 MARKS</b>                         |   | <b>DURATION: 1 HOUR</b> |
|--|---|-------------------------|
| <i><u>Question Paper Pattern (Semester –end Examination)</u></i> |   |                         |
| <i>All questions are compulsory</i>                              |   |                         |
| Q. No.   | Particulars   | Marks                   |
| Q.1.   | A) Answer in brief<br>OR<br>B) Answer in brief                      | 8                       |
| Q.2.   | A) Answer in brief<br>OR<br>B) Answer in brief                      | 8                       |
| Q.3.   | A) Answer in brief<br>OR<br>B) Answer in brief                      | 8                       |
| Q.4.   | Read the following Case Study and answer the questions that follow. | 6                       |