

SHORT TERM COURSES – 2021-22

Name of the course : CFX (Chartered Financial Expert)

DURATION OF THE COURSE – 250 Hours

PROGRAM CONTENT (SYLLABUS):-

- 1) Technical Skills
 - Introduction to securities market
 - Mutual Fund
 - Life Insurance
 - Health Insurance
- 2) Behavioural skills
 - Growth Mind-set
 - Work Ethics
 - Grit, Purpose and resilience
 - Time management
- 3) Business and selling skills
 - Territory Coverage
 - Relationship Management
 - Sales Data Analytics
 - Virtual Sales