

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



Ms. Sangeeta Kore