



EXECUTIVE
EDUCATION
PROGRAMMES



Certificate Programme on **Personal Finance and Wealth Advisory - PFWA**

Programme start date: **27 March 2026**

Programme end date: **13 March 2027**

APPLY NOW



The **Certificate Programme on Personal Finance and Wealth Advisory - PFWA**

is a certificate Programme that has been structured to equip a professional to start a business in Financial Planning.

Programme **Overview**

This programme is designed to equip participants with the knowledge, tools, and entrepreneurial mindset required to excel in the rapidly evolving field of financial planning. Blending theory with practical applications, it covers the foundations of finance, advanced planning techniques and business strategy to prepare participants for careers as independent financial planners, wealth planners or founders of financial planning ventures.

By the end of the programme, participants will have acquired technical financial expertise and honed business acumen, enabling them to deliver high-quality financial planning solutions and build successful ventures in the wealth management and personal financial advisory industry.

Background

India is at a critical juncture in its financial landscape. Rising household incomes, expanding middle-class aspirations and rapid digitalisation have created unprecedented demand for personal financial planning and wealth management services. Yet, financial literacy remains uneven, and millions of households still lack structured retirement planning, adequate insurance or efficient tax strategies.

At the same time, regulatory changes (SEBI's push for fiduciary standards, IRDA's evolving frameworks, and the growth of NPS and pension reforms) have placed financial planning at the core of responsible wealth creation. With over 50 crore demat accounts and the mutual fund industry crossing ₹60 lakh crore AUM in 2025, the scale of opportunity for a wide variety of roles from independent financial planners to professional wealth managers has never been greater.

However, success in this space demands more than technical knowledge. Professionals must blend finance expertise with business skills required to build a client base, a team, a brand, or a mindset for adapting to technological advancements. This course is designed to fill that gap, preparing a new generation of financial planners who can not only serve clients but also build sustainable businesses in a highly competitive and evolving market.

Pedagogy

Reading material and supporting textbooks will be mailed to the participant before the class. The Institute's Learning Management System (LMS) shall be hosting cases and any additional material. The advantage of the hybrid programme is that it will be taught by faculty in Finance who have taught full-term courses in our MBA programme in both digital and in-person modes. They have mastered the techniques to make the participant experience similar to what they will receive in a face-to-face setting in the online mode. The digital mode is well-suited for learning to solve problems in Excel and other software. For instance, it is easier for participants to share their screens with the instructor for further discussion and troubleshooting, as compared to performing the same tasks in the setting of a campus classroom. Recordings of the classes shall be made available to the participants on a limited-use basis. This hybrid mode helps to bring together an excellent cohort of experts who are located across the globe.

Eligibility Criteria

Participants should have a Bachelor's degree in engineering/science/commerce/ arts, with 3 years of work experience, preferably in the field of financial services.

How the course will **benefit participants**

- Gain conceptual and practical insights into managing personal finances and advisory businesses.
- Build skills across financial planning, wealth management, retirement, tax and entrepreneurship.
- Learn through IIMB's rigorous and practice-oriented pedagogy, combining analytical frameworks with real-world applications, guided by distinguished faculty and experienced professionals.
- Become eligible for the Fast Track Pathway of the CFP® Certification administered by FPSB India. Participants who successfully complete this IIMB Certificate Programme will receive exemptions from three specialist exams and can proceed directly to the Financial Plan Assessment phase, subject to FPSB India's applicable fees and certification policies.
- Join a vibrant network of peers and professionals, fostering lifelong learning and collaboration opportunities in the personal finance and wealth management space.
- Participants who successfully complete the programme will be granted IIMB EEP Alumni Status.

Structure

The programme is offered in blended mode which is combination of in-person and live online sessions. The programme comprises of in-person sessions in every module, and the subsequent sessions in the module will be conducted in live online mode. .

FPSB India

FPSB India is a subsidiary of Financial Planning Standards Board Ltd., the global standards-setting body for the financial planning profession and owner of the CERTIFIED FINANCIAL PLANNER® certification programme. With 230,648 CFP professionals worldwide and 3,215 CFP professionals in India, this number is expected to grow in double digits over the next few years given the robust demand for skilled financial planners.

CFP® Certification

The CERTIFIED FINANCIAL PLANNER® certification is a globally recognized mark of excellence, exclusively offered in India by FPSB India. Candidates gain expertise in Investment Planning, Retirement & Tax Planning, Risk & Estate Planning, and more. The certification is recognized in 28 territories, ensuring its global relevance and industry-wide acceptance.



Programme **Coordinators**



Nitin Vishen

Assistant Professor,
Finance and Accounting
Area

Nitin Vishen teaches Wealth Management and Personal Financial Planning at IIM Bangalore. His research

examines how households make financial decisions and how banks respond to regulatory oversight and periods of financial stress. He is particularly interested in how financial advice, disclosure standards, and product design influence long-term household outcomes. In the classroom, he integrates research-based evidence with practical application, emphasizing clarity, intuition, and real-world decision frameworks to help participants translate financial concepts into advisory practice.



M Jayadev

Professor and Chairperson
at Centre for Capital Markets and
Risk Management, IIM Bangalore

M Jayadev is Professor of Finance and Accounting at IIMB and Chairperson

of CCMRM. His teaching and research interests are Banking, Corporate Finance, Corporate Valuation, and Risk Management. He has published papers in professional and research journals in the areas of banking and risk management and presented papers in national and international seminars.



Aishwarya Krishna

Research Consultant, CCMRM, IIM
Bangalore
Adjunct Faculty, IIM Bangalore

Aishwarya Krishna is an Adjunct Faculty and Research Consultant at Centre for

Capital Markets and Risk Management at IIM Bangalore. Aishwarya has a doctorate degree from IIM Bangalore in the Finance and Control area. She has been the project manager for the NSE funded Online Platform for Investor Education (PIE). She worked as a research scholar at SUTD, Singapore in the area of Portfolio Optimization. She worked at Infosys Technologies Ltd in Finacle Banking Solutions.

Dr. Aishwarya along with M Jayadev have been working on the MCA funded Project on Bankruptcy Prediction, project on management of retirement benefits for Army veterans. Aishwarya also led the team towards securing the National Foundation of Corporate Governance (NFCG C/o CII) funded research project on Indian Mutual Fund voting practices.

Message from the **CEO, FPSB India**



Dear Future Leaders,

“The Executive Programme in Personal Finance and Wealth Advisory, offered by IIM Bangalore, is a significant step toward preparing candidates to pursue the CFP® certification by directly appearing for the final level exam and case study, empowering them to become future leaders in the dynamic field of Personal Finance.”

“This program seamlessly integrates with the globally recognized CFP® Certification — global excellence in financial planning — delivered through FPSB India.” The CFP® Certification—the gold standard in financial planning—equips you with the expertise, ethics, and credibility to become trusted planners who will empower a financially mature, informed, and sustainable New Bharat. At FPSB India, we believe education goes beyond imparting knowledge. Our mission is to nurture character, knowledge, and leadership in every student. You will be part of a diverse community of mentors, scholars, and professionals who will inspire and challenge you to reach your full potential.

On behalf of FPSB India, I extend my best wishes for your academic and professional journey ahead. We look forward to welcoming you soon to the global family of CERTIFIED FINANCIAL PLANNER® professionals.

Warm regards,
Chandrakant Sureka
CEO, FPSB India

Faculty

Professors from Finance, Accounting, Economics, Strategy, Marketing, and Entrepreneurship at IIM Bangalore will be handling the sessions. Select sessions will be conducted by seasoned industry professionals who bring deep practical insights and real-world perspectives to the classroom.

Programme Plan

Module 1:

Introduction to Financial Planning

Participants begin with the fundamentals of financial planning, gaining an overview of financial markets, Behavioural finance, and microeconomics to build a strong analytical foundation.

Module 2:

Wealth Management

Learners develop expertise in fixed income securities, equities, portfolio theory, derivatives, and alternative investments, alongside risk management techniques to optimize wealth creation and preservation.

Module 3:

Retirement Planning and Employee Benefits

This module explores retirement solutions, provident and pension schemes, and regulatory frameworks, helping participants design sustainable retirement strategies for clients.

Module 4:

Insurance, Tax and Estate Planning

Covering insurance products, tax efficiency, and estate planning, this module equips participants to protect client assets while ensuring compliance and long-term security.

Module 5:

Business Acumen

The final module focuses on developing business and entrepreneurial skills essential for building and scaling a financial planning or wealth advisory practice. It covers how to start and grow a client-centric firm, build and lead effective teams, apply strategic thinking, and uphold ethical standards in decision-making. The module also emphasizes marketing strategies and the use of digital technologies in personal finance, equipping participants to innovate and remain competitive in a rapidly evolving digital landscape.

Programme Delivery

The programme will be delivered in Blended mode, combining in-person sessions on the IIMB campus with live online sessions conducted over weekends. All participants are required to attend in-person sessions when scheduled on campus, and live online sessions when conducted virtually. This format ensures a cohesive learning experience and consistent engagement across both delivery modes.

Participants must dedicate serious time to assignments that will be graded. Periodic assessments shall be made via in-person and online exams.

Technology Requirements

Given the online orientation, participants must be equipped with the requisite level of Internet connectivity, on a at least a 3 GB daily plan. You will be required to turn your video on! Computers must be recent and powerful, and capable of processing large volumes of data. We recommend laptop models with at least 8 GB RAM and at least 50 GB of free storage. From time to time, we will suggest installing software packages, most of which are free and open source. We strongly recommend using personal laptops that meet the specifications, without having to worry about restrictions on office-issued laptops.

Award of Certificate

Programme certificate of completion will be awarded by IIMB to participants upon successful completion of the programme and meeting the programme requirements. The programme shall be independently designed, delivered, evaluated and certified by IIMB.

On successful completion of the Certificate programme in Personal Finance and Wealth advisory, participants will be eligible for Fast Track Pathway of the CFP® Certification administered by FPSB India. Exemption will be granted for three specialist exams. Participants may directly proceed to the Financial Plan Assessment phase and appear for final CFP® Certification offered by FPSB India.

Alumni

Successful completion of the programme also entitles participants to be admitted to IIMB Bangalore Executive Education Alumni Association, gaining access to a vibrant network of professionals, alumni events, and lifelong learning opportunities.

Why **CCMRM** at IIMB

Centre for Capital Markets and Risk Management has been contributing to the area of capital market research and financial education. The recent research projects of the centre are Bankruptcy prediction, Retirement planning for Army Veterans, Fintech roadmap for ASEAN and Behavioural impact of IBBI and so on. The centre has generated financial education videos funded by National Stock Exchange. The Centre periodically organises lectures and seminars by distinguished academic research and industry professionals. CCMRM also organises professional development programs on Bloomberg applications and Capital markets.



Topics included in the **syllabus**

	Topics covered
Module 1: Introduction to Financial Planning	
Introduction to Financial Planning	Financial Planning process, Roles and responsibilities of a personal finance advisor, Client data gathering & relationship building, Financial goals, risk profiling, constraints
Brief overview of Financial Markets/ Behavioural Finance	Functions of financial markets & intermediaries, Primary vs secondary markets, money vs capital markets, Investor psychology & biases, Role of regulators (SEBI, RBI, IRDAI, PFRDA)
Time Value of Money	Present value, future value, Compounding & discounting, Loan amortization, EMIs, annuities & perpetuities, Net present value (NPV), IRR basics
Microeconomics	Demand and Supply, Asymmetric Information in Financial Advice, Market for Financial Advice/Contracts, Consumer Welfare, and Regulations.
Module 2: Wealth Management	
Fixed Income Securities	Types of bonds (government, corporate, municipal), Bond valuation, yield to maturity, duration, convexity, Interest rate risk, credit risk, reinvestment risk
Equities and Portfolio theory, Derivatives & Mutual funds/ETFs	Equity valuation (DCF, P/E multiples, etc.), Portfolio risk & return, diversification, CAPM, Options, futures, swaps & hedging strategies, Mutual funds: structures, costs, NAV, taxation, ETFs: passive investing, tracking error
Alternate Investments/ Real estate	Hedge funds, private equity, venture capital, Real estate investment analysis (rental yield, appreciation), REITs & InvITs in India, Commodities & gold
Risk Management	Types of risk (market, credit, operational, liquidity), Risk measurement (VaR, beta, stress testing), Hedging with derivatives & diversification, Risk-adjusted return measures (Sharpe, Treynor, Jensen's alpha)
Module 3: Retirement Planning and Employee Benefits	
Retirement Planning	Estimating retirement corpus, Accumulation vs distribution phase, Annuities, pensions, systematic withdrawal plans, Longevity risk & inflation adjustment
Provident Fund and Pension Schemes	EPF, PPF, NPS, Superannuation funds, gratuity, Employer-sponsored pension benefits, Tax treatment of retirement benefits
Regulations	Key retirement/employee benefit regulations in India, PFRDA framework for pensions, Labor laws & social security provisions
Macroeconomics	National income, GDP, inflation, unemployment, Business cycles & fiscal/ monetary policy, Interest rates, bond yields, capital flows, Global macro factors impacting personal finance

Module 4: Insurance, Tax and Estate Planning

Introduction to Insurance	Principles of insurance (pooling, indemnity, insurable interest, utmost good faith), Risk transfer vs risk retention, Insurance contracts & policy features
Life Insurance and General Insurance	Life insurance products: term, endowment, ULIPs, annuities, General insurance: health, motor, property, liability, fire insurance/ Underwriting, claims process, premium pricing, Regulatory framework (IRDAI)
Tax Planning	Indian tax system: income heads (salary, house property, capital gains, business, other sources), Deductions (80C, 80D, etc.), exemptions, rebates, Taxation of investment products (debt, equity, real estate), Tax-efficient portfolio structuring
Estate Planning	Wills, power of attorney, trusts, Succession laws in India (Hindu Succession Act, Indian Succession Act), Gifting rules, inheritance tax concepts, Cross-border estate planning basics

Module 5: Business Acumen

Starting and Scaling your Advisory Business	Setting up a financial advisory practice, Regulatory requirements (RIA/ Distributor), Business models & revenue models
Team building, Leadership and Strategy	Building and managing teams, Leadership styles and succession planning, Strategic planning and goal setting
Ethics and Professional Standards in Financial Advisory	Ethical foundations of financial planning practice, Fiduciary responsibility, transparency, conflict of interest management, and compliance with SEBI and FPSB codes. Includes case-based discussions on ethical dilemmas and best practices in client advisory
Marketing and Branding for Advisory services	Client acquisition & retention, Personal branding, digital presence, referrals, CRM systems & client engagement tools
Digital Technologies in Personal Finance	Robo-advisory platforms, Data analytics for client profiling, Digital financial planning tools, and Cybersecurity in financial services.
Corporate Finance	Capital structure, cost of capital, Working capital management, Capital budgeting decisions (NPV, IRR, payback), Corporate valuation basics

Last date to apply: **23 February 2026**

Fee payment schedule:

Confirmation fee	100000	On confirmation
First instalment fee	140000	On admission
Second instalment fee	125000	30 April 2026
Third instalment fee	125000	31 July 2026



Programme **Schedule**

	Dates	Day	Sessions
Module 1: Introduction to Financial Planning			
In-person	27-03-2026	Friday	5
	28-03-2026	Saturday	5
Online Sessions	04-04-2026	Saturday	3
	11-04-2026	Saturday	3
	18-04-2026	Saturday	3
	25-04-2026	Saturday	3
	02-05-2026	Saturday	3
	09-05-2026	Saturday	3

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Module 2: Wealth Management			
In-person	22-05-2026	Friday	5
	23-05-2026	Saturday	5
Online Sessions	30-05-2026	Saturday	3
	06-06-2026	Saturday	3
	13-06-2026	Saturday	3
	20-06-2026	Saturday	3
	27-06-2026	Saturday	3
	04-07-2026	Saturday	3

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Module 3: Retirement Planning and Employee Benefits			
In-person sessions	31-07-2026	Friday	5
	01-08-2026	Saturday	5
Online Sessions	22-08-2026	Saturday	3
	05-09-2026	Saturday	3
	19-09-2026	Saturday	3
	26-09-2026	Saturday	3
	10-10-2026	Saturday	3
	31-10-2026	Saturday	3

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Module 4: Insurance, Tax and Estate Planning			
In-person sessions	13-11-2026	Friday	5
	14-11-2026	Saturday	5
Online Sessions	28-11-2026	Saturday	3
	05-12-2026	Saturday	3
	12-12-2026	Saturday	3
	19-12-2026	Saturday	3
	09-01-2027	Saturday	3
	16-01-2027	Saturday	3

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Module 5: Business Acumen			
In-person	22-01-2027	Friday	5
	23-01-2027	Saturday	5
Online Sessions	30-01-2027	Saturday	3
	06-02-2027	Saturday	3
	13-Feb-27	Saturday	3
	20-Feb-27	Saturday	3
	27-Feb-27	Saturday	3
	13-Mar-27	Saturday	3

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IIMB's Executive Education Programmes

#1

FT 2025 Executive Education
Custom Ranking Amongst All IIMs

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QS 2025 Global Full-Time MBA
Ranking (In India)

#2

NIRF 2025 Ranking

#190

Annual Executive Education
Programmes

#14000+

Executive Education Alumni

To register for the CFP Certification, kindly use the link below:

<https://india.fpsb.org/fast-track-pathway-registration/>



Registration

To apply for the programme, an online application must be submitted through the link: <https://iimberpsrv.iimb.ac.in/prod/sfeep.home>

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