



भारतीय प्रबंध संस्थान कोषिकोड  
Indian Institute of Management Kozhikode  
*Globalizing Indian Thought*

jaro education

Enhance  
corporate growth  
and profitability in  
**Investment Banking** Career

## Professional Certificate Programme in **Investment Banking**

**Batch 02**  
**#3rd Rank NIRF India**  
**Rankings 2023: Management**



# INDEX

- From the Director's Desk
- Programme Overview
- Key Takeaways
- Programme Insights
- Holistic Pedagogy
- Programme Content
- Fee Structure
- Certification
- Recent Batch Analysis
- Career Assistance
- Know the Facilitator
- About IIM Kozhikode
- About Jaro Education



## From the Director's Desk



It is imperative for business leaders and investment bankers of today and the future to expand their knowledge across domains and proactively make decisions to be effective leaders. IIM Kozhikode programmes designed by world-class faculty with their cutting-edge thought leadership and industry-leading insights empower participants to manage and lead complex business challenges with confidence and informed decision-making ability. Our growing global footprints acknowledged and

accredited by leading institutions of the world are a testimony to growth we have achieved in our nearly 27-year journey of academic excellence.

At this juncture, it is also pertinent to share that both future and past are integral to the path taken by an institution on this journey of excellence. Having a wide, far-seeing vision is not an indulgence but an activity that is necessary to give meaning to our present, to give this Institution a sense of purpose, direction and imagination. That is why we have chosen to think in terms of what IIM Kozhikode will be able to contribute to India and the world some three decades from now with 'Vision 2047: Globalizing Indian Thought'. The sheer scale, scope and potential impact that India will have on 21st century business makes us believe that this is a legitimate aspiration.

Invest in your potential, and enhance your growth in an Investment Banking career by enrolling in IIM Kozhikode's Professional Certificate Programme in Investment Banking.

**Wishing you all the very best!**

A handwritten signature in blue ink that reads "Debashis Chatterjee".

**Prof. Debashis Chatterjee,  
Director IIM Kozhikode**

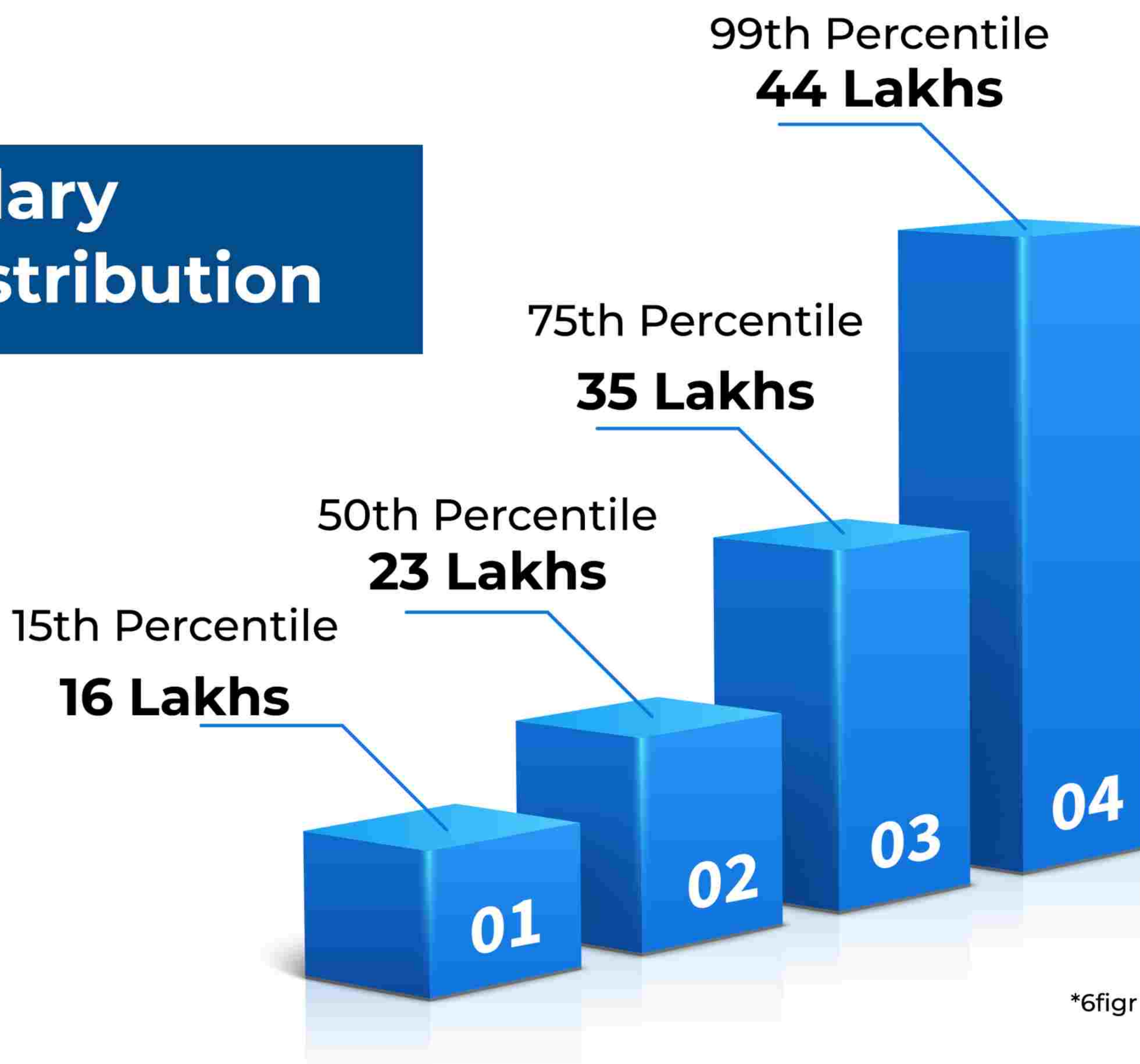


“ The global investment banking market grew from \$153.49 billion in 2022 to \$166.62 billion in 2023 at a compound annual growth rate (CAGR) of 8.6%. It is anticipated that the market will continue to expand at a CAGR of 7.4% and reach \$221.78 billion by 2027. ”

\*The Business Research Company

## Projected Salary Bracket

### Salary Distribution





# Programme Overview

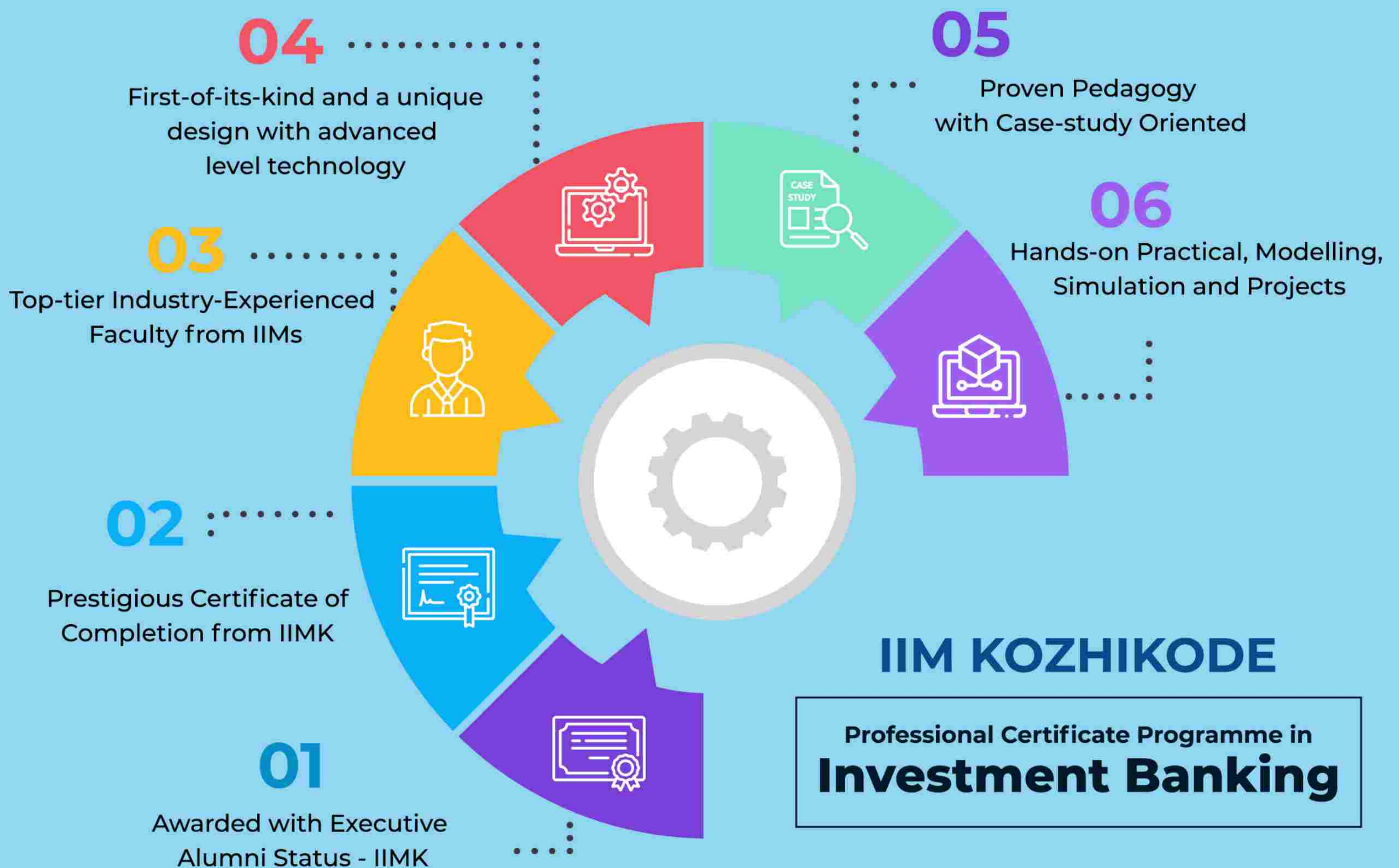
**IIM Kozhikode - Professional Certificate Programme in Investment Banking** is designed to provide participants with advanced skills required to enhance corporate growth and profitability. Participants will be introduced to investment banking concepts like higher maths, economics, Corporate Valuation and Mergers, Acquisition, and Corporate Restructuring. This interdisciplinary programme enables corporate professionals with the perfect opportunity to reorient themselves toward financial business operations by refining their key knowledge and skillset with industry-experienced faculty from IIM-K.

Moreover, the programme develops a fundamental understanding of the *raison d'être* and lets you appreciate a greater level of appreciation for the primary line of businesses. In addition, you will be able to analyse and you can re-equip with tools, key knowledge and skills that are necessary for the purpose to renovate India's growth story.





## Key Takeaways



## Learning Outcomes

**By learning about its raison d'etre or primary reason for existing - participants will gain:**

- In-depth insights into the structure and functioning of the IB industry
- Re-equip with necessary theoretical and conceptual tools
- Analyse the primary line of businesses of IB
- Appreciate the peculiarities and challenges of the IB industry
- Curriculum is comprehensively application-based
- Equip with new-age tools and techniques to do analysis



# Programme Insights

Duration

12 Months

Mode of engagement

Direct to Device

Program Schedule

- Lecture Timings: Sunday 2:00 pm to 5:00 pm
- Application Closure Date: Closing Soon
- Commencement Date: August 2023
- Programme End Date: August 2024

No. of sessions

- Total 50 sessions  
Total 150 hours of sessions which consist of:
  - 48 – 3-hour sessions
  - 1- 2-hour session
  - 1 – 4-hour session

Campus Immersion

- 2 Days Campus Immersion

Admission Criteria

- **Eligibility**
- Graduates (10+2+3) or Diploma Holders (only 10+2+3) from a recognized university (UGC / AICTE / DEC / AIU / State Government/recognised international universities) in any discipline.
- Minimum 3 years of work experience (after graduation).
- Selection will be based on the profile of the candidate.

- **Assessment**

- The evaluation methodology is at the discretion of the faculty. The methodology includes online quizzes, case analysis, class contribution, assignments, and any other component as decided by the faculty.
- A minimum of 75% attendance is a prerequisite for the successful completion of this programme. The participants will have to secure the minimum pass marks in the evaluation components specified by the faculty.
- The programme may require participants to work on individual/group assignments and or projects. The main objective of such assignments/projects will be to help the participants apply their conceptual learning of the programme to actual organisational decision scenarios.





# Holistic Pedagogy

**The Professional Certificate Programme in Investment Banking** is being conducted by the prestigious Indian Institute of Management – Kozhikode, a leading B-School in India and recipient of the fourth rank in NIRF ranking 2021.

**IIM Kozhikode** its benchmarks pedagogy ensures a quality nature using a comprehensively application-based approach. Besides the theory, the participant will learn to apply learning tools and do analysis. They will engage in practical investment strategies utilizing real-life data through financial modelling and an application of advanced techniques would be carried out through excel and R software. Hence, the real-life exposure that participants receive will make them a better fit to handle complex situations and deliver solutions for ever-changing business needs.

## Pedagogy — a judicious blend of





# Programme Content

## Modules

- ▶ Financial Accounting & Analysis
- ▶ Financial Reporting, Analysis & Business Valuation
- ▶ Advanced Valuation Techniques
- ▶ Financial Modelling (Spreadsheet Modelling for Finance)
- ▶ Financial Management
- ▶ Investments Consulting & Portfolio Management
- ▶ Financial Economics
- ▶ Merger & Acquisition
- ▶ Restructuring
- ▶ Option, Futures & Derivative
- ▶ In-depth understanding study of fundraising and M&A modelling and pitching.
- ▶ Understanding of Equity and Debt fund-raising, valuation methodologies
- ▶ Understanding of functions like hedge funds, trading and securities sales, LBOs, private placements including PE/VC, and corporate restructuring.
- ▶ Understanding of deal structuring in private equity environment, acquisitions, corresponding taxation and legal considerations.
- ▶ Preparation for interviews<sup>1</sup>
- ▶ Capstone Project

---

<sup>1</sup>One aspect of a successful learning is to make it through an interview for a typical employment in concern to the learning. But this also requires a proper preparation with a positive approach. The course will prepare the participants for such interview through a nine hours of discussion on this aspect as mentioned in the sub-module details.



# Fee Structure

Sr. No.	Method	Amount
01.	Application Fee	INR 2,000 + GST
02.	Total Fee	INR 3,00,000 + GST

# Instalment Pattern

Booking Amount	INR 90,000/- + GST At the time of admission
1st Instalment	INR 70,000/- + GST
2nd Instalment	INR 70,000/- + GST
3rd Instalment	INR 70,000/- + GST





# Certificate

Upon accomplishing the evaluation criteria and satisfying the requisite attendance criteria participants will be awarded by **'Certificate of Completion'**.

However, if participants are unable to clear the evaluation criteria but have requisite attendance will be awarded a **'Participation Certificate'**.



## Executive Alumni Status from IIM Kozhikode

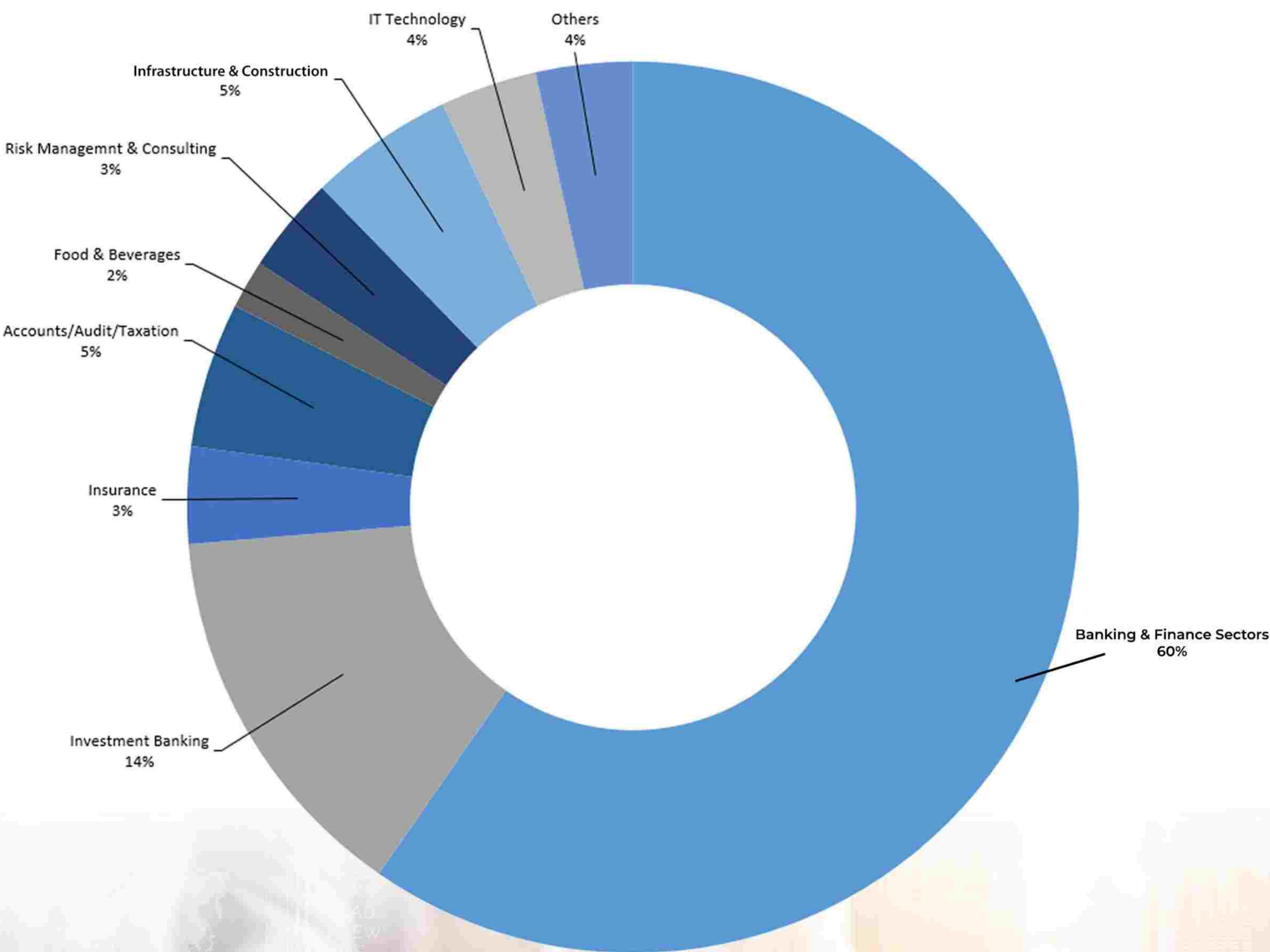
As per IIM Kozhikode norms, all participants would be entitled to this reputable **"Executive Alumni Status"** after successfully completing the programme requisites.

The Alumni fee will be decided by the Alumni office only and will be directly collected by IIMK. This will happen when the applications for **"Executive Alumni"** will be approved by the competent authority, IIMK.



# Recent Batch Analysis

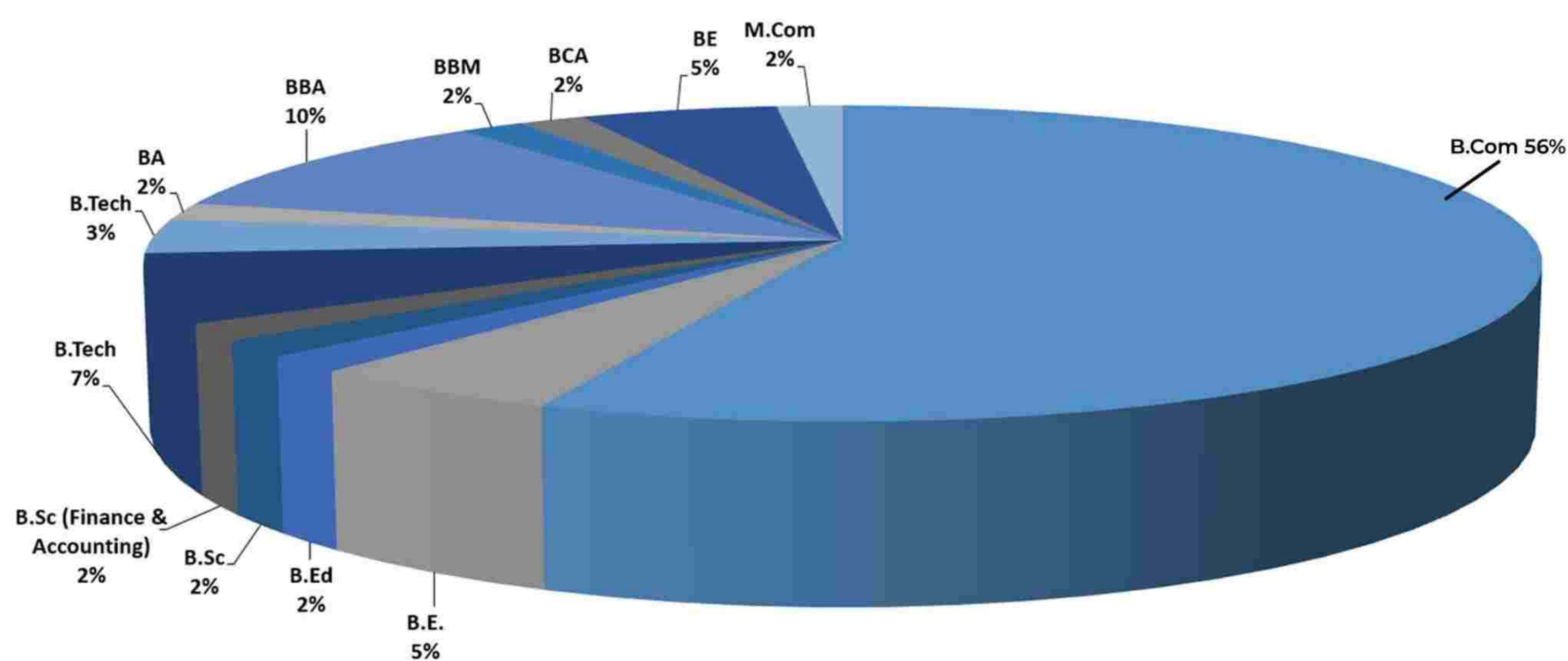
## Industry Wise Representation



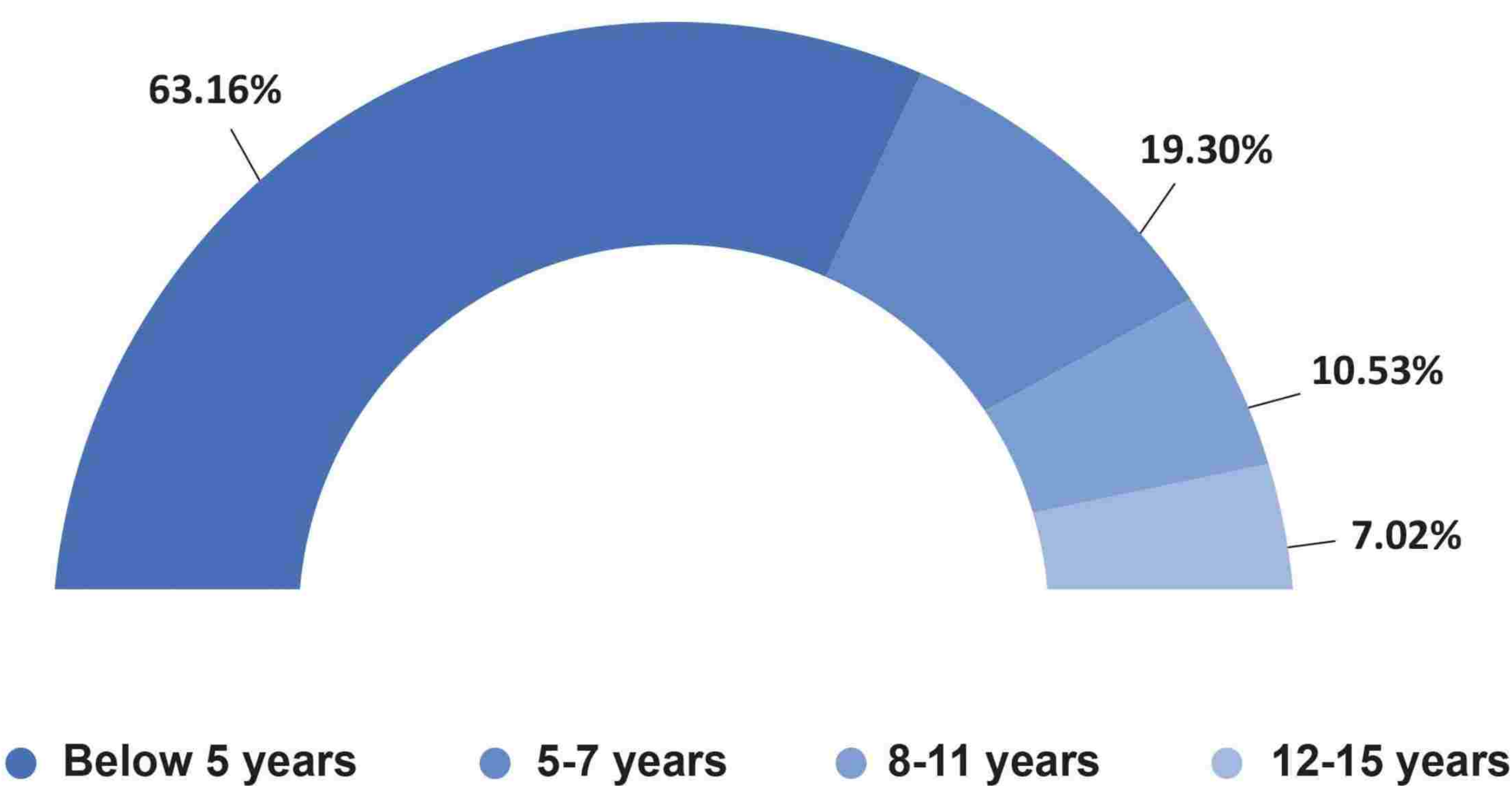


# Recent Batch Analysis

## Education Wise Representation



## Experience Wise Bifurcation





# Recent Batch Analysis

## Top Companies Our Alumni's are working with

Note: All products and company names are trademarks or registered trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them.





# Career Assistance

Profile Building	Resume Review	Placement Assistance	Career Enhancement Sessions
Rigorously building the candidate's profiles and resume scrutinizing with their LinkedIn profiles. Jaro Education enables personalised feedback to boost overall virtual presence.	Moving forward with carefully curated resumes reviews that ensures you are interview-ready for the workplace of tomorrow.	Get career assistance as per the profile and preferences. On an average, get 5-6 job recommendations to enhance quality employment opportunities	Bridging connectivity to link the best talent with organizations through eminent sessions from top-class industry speakers.

## Top companies onboarded by Jaro Education for interview opportunities



\*Disclaimer: Past performance records do not guarantee any future opportunities

### Note:

- All products and company names are trademarks or registered trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them.
- IIM Kozhikode or Jaro Education do not guarantee or promise you a job or advancement in your existing position. Career services are simply provided as a service to help you manage your career in a proactive manner. Jaro Education provides the career services described here. IIM Kozhikode is not involved in any way with the career services described above and offers no commitments.



# Know the Facilitator

## Programme Chair



### **Dr. Pankaj Kumar Baag**

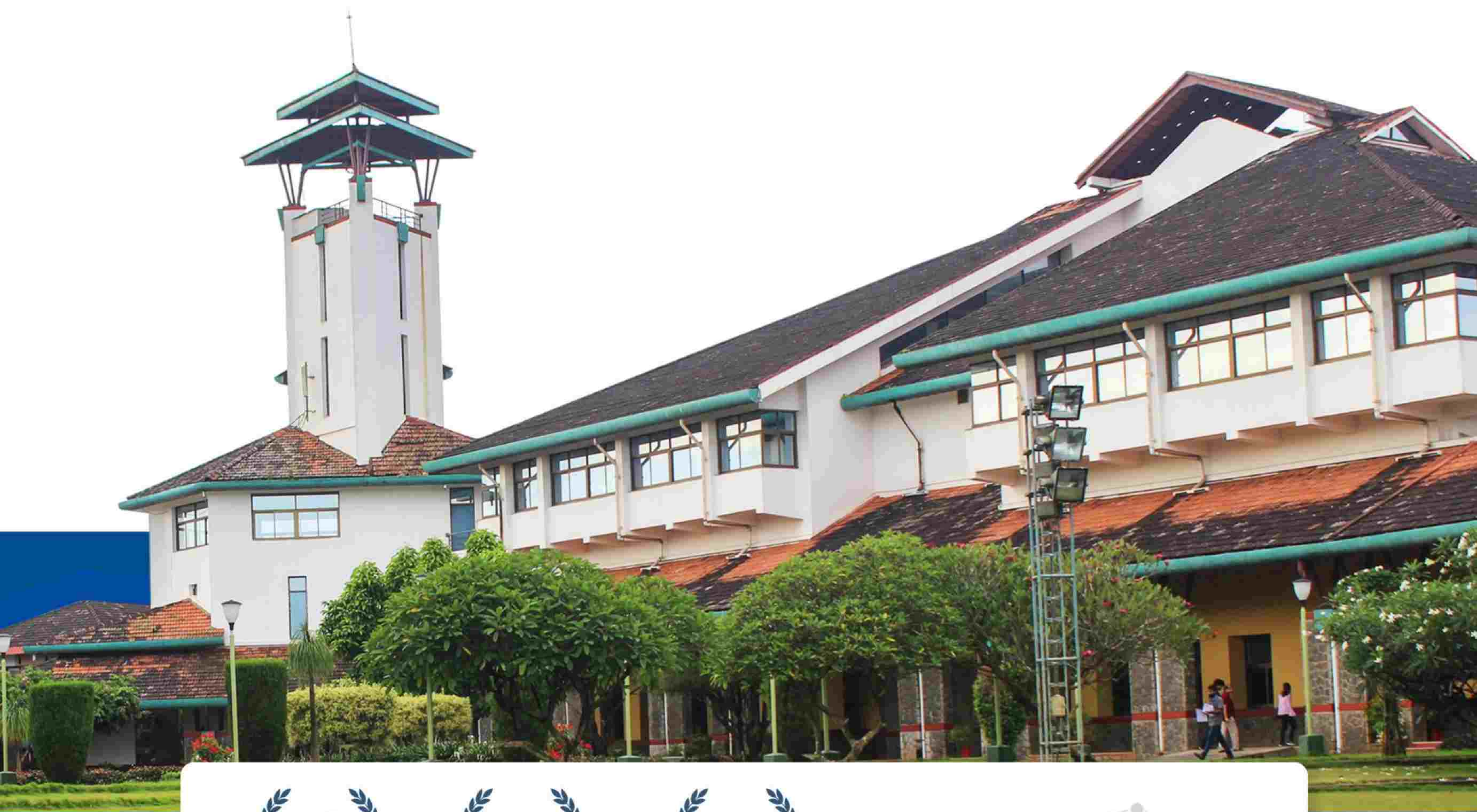
Associate Professor

Finance, Accounting & Control

**Dr. Pankaj Kumar Baag** is a faculty member at the Indian Institute of Management Kozhikode (IIMK). He is an Associate Professor of Finance, Accounting & Control area at IIM Kozhikode. Prof. Baag is a Fellow of IIM Calcutta. He has over 14 years of Industry experience in the banking sector in the USA and India. Dr. Baag has been an NCERT scholar. He is the author of five books. He has over six chapters published in various books. He has won over seven best paper awards in various journals and international conferences. He has over twenty international publications in various ABDC and ABS accredited Journals, periodicals and case studies besides over fifteen working papers and news articles. He has presented papers in over fifty international conferences. He teaches Commercial Bank Management, Project Finance, Financial Services, Private Equity, Venture capital, Entrepreneurial Finance, Social finance, Financial Intermediation at IIM Kozhikode, besides several other topics in various programmes. He has MFM, M. Com (Banking & Insurance), CAIIB, B.Sc. (Physics Hons.) PGD Banking, PGD Foreign Trade, PGDMM, PGDPM & PGDIR, besides Certificates in LC (Pace University, US), Certificate in OM & FA (Brunel University, UK), Certificate in Econometric Analysis (ICSSR). He has participated in over fifty different MDPs. His research interests are in Credit Risk in Banks; Loan Covenants, Financial Inclusion, ESG, Social Finance, and financial services. His upcoming books & papers are on Bank Finance and Services & 2e of Management Accounting.



# About IIM Kozhikode



NIRF India Rankings  
2023: Management



IIM Kozhikode sole IIM  
to feature in ARIIA 2021



QS Executive MBA  
Ranking (EPGP) in Asia  
Pacific for 2021



Global Accreditations

Started in 1997 with its Post Graduate Programme (PGP), the Indian Institute of Management Kozhikode (IIMK) is on a high growth trajectory today, offering the widest range of academic programs in the field of management education. These include Fellow Programme in Management, Executive PG Programmes, Management Development Programmes and Faculty Development Programs. IIMK set up a Satellite campus at Infopark, Kochi, in 2013 dedicated to Executive Education. IIMK also has the unique distinction of launching a PhD (Practice Track) programme for working professionals besides bringing in new dynamic courses like the one-year Post Graduate Programme in Business Leadership (2019) MBA in Finance and MBA in Liberal Studies & Management (2020). The institute is also home to IIMK LIVE a first-of-its-kind startup incubation programme and the Indian Business Museum. IIMK is ranked 3rd as per NIRF India Rankings 2023: Management. The institute features regularly among top global institutes for its flagship MBA (PGP) and EMBA programme (EPGP) in QS World University Rankings. The Institute has leapfrogged 100 spots to be placed in the Top 251-300 Institutes in Business & Management Studies globally, as per the QS World University Rankings by Subject 2023. It is also Ranked No.2 in CFIs (non-Technical) category in the Atal Innovation Rankings (ARIIA 2021) rankings released recently by Ministry of Education, Govt. of India, and has the distinction of being the only IIM in the coveted innovation rankings. IIM Kozhikode is globally accredited by EQUIS (EFMD) and AMBA (UK). IIM Kozhikode also made its debut in the prestigious Financial Times Rankings (FT Rankings 2023) at 72nd position among the top-75 Open-enrolment executive program providers globally, catapulting the 27-year young IIM to an exclusive list of foremost providers of executive education in the world. IIM Kozhikode has successfully delivered close to 1300 MDP programmes for the past two decades, training more than 41000 participants from 150+ organisations - which also includes several Fortune 500 companies - in the process.



# About Jaro Education

**“INDIA’S MOST TRUSTED**  
ONLINE HIGHER  
EDUCATION COMPANY”

**1000+**

Corporate Associations

**3,00,000+**

Careers Transformed

**2009**

Enhancing Career Since



2012  
Education Excellence Awards



2012  
e-India Awards



2017  
Modi Awards



2018  
ABP Education Awards



2019  
Economic Times Awards

Jaro Education is India's most trusted online higher education company and a pioneer in the Executive Education space. The company aims to nurture entrepreneurs & working professionals from entry-level to C-Suite level in every field and industry by offering executive education programmes that cater to their requirements.

## Get in Touch with us

### PROGRAMME EXPERT

**Ms. Jaina**

csmdp5@iimk.ac.in

iimk.ac.in

**Mr. Mrudul Raj**

**8073840603**

mrudul.r@jaro.in

## Jaro Education's Presence

Ahmedabad | Bangalore | Chennai | Delhi / NCR  
Hyderabad | Jaipur | Kolkata | Mumbai | Nagpur | Pune