



Immrrse

experience your path

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FUND MANAGER

THE IMMRSE EXPERIENCE



Congratulations on completing Virtual Internship Program™ (VIP). Your Career Immrse Report is now ready to give you a clear understanding of your compatibility with your custom filtered, shortlisted and chosen career options.

This highly reliable and accurate report about your potential competence in your chosen professions is scientifically designed by integrating advanced technology and in-depth research data related to career assessment.

Developed by our team of highly experienced psychologists, psychometrics, researchers and leading industry professionals in India, your Career Immrse Experience is the most unique and all-encompassing process of arriving at a clear-cut, sharply defined career choice decision. It is the only career guidance program in the country which identifies and acknowledges that experience is the greatest teacher across all professions.

Through our Virtual Internship Program™ (VIP), you engaged in an immersive, hands-on experience of practical, on-the-job realities of your chosen career options. In this simulated internship experience, you were oriented & guided by top industry professionals and leaders. Such experience is vital towards making a precise career path decision with absolute confidence, conviction and clarity of mind.

Your Career Immrse Report is computed on the basis of your on-the-job performance at the time of the VIP™. This report is a deeply insightful tool which highlights your professional compatibility and competence in your chosen career options. We encourage you to carefully reflect upon this report to develop a thoroughly informed, scientifically accurate as well as deeply passionate career choice.



YOUR CHOSEN CAREER OPTION

FUND MANAGER

Fund managers are professional experts who actively research about investment opportunities throughout the world market and are hired by clients to invest their money. Clients of fund managers are often high net-worth individuals looking to optimally channelize their savings into profitable investments. Fund managers generally invest their clients' money across four asset classes - Real Estate, Precious Metals, Fixed Income Securities and Stocks.

Students can pursue a career as a fund manager by choosing educational routes in finance, business and accountancy. Subjects in such curriculums include banking & finance, accounts, business management, principles of investments, taxation, etc.

This field demands an inclination towards being meticulously analytical and a high degree of proficiency in math. It also requires the student to have an interest in technology, because stock markets are electronic markets, and all transactions are made digitally.

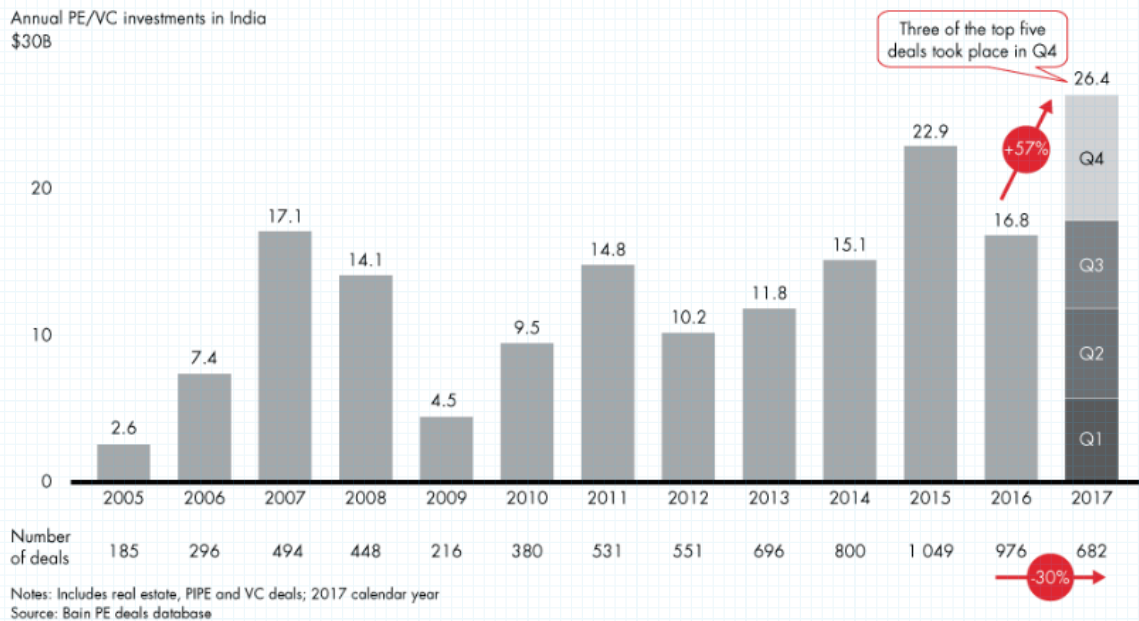
INDUSTRY SCOPE

Fund Management is one of the most lucrative professions in the world but it is a high risk-high reward scenario. The Indian economy is steadily developing and the scope for managing funds arising from surplus incomes of high net-worth individuals as well as savings from households is increasing.

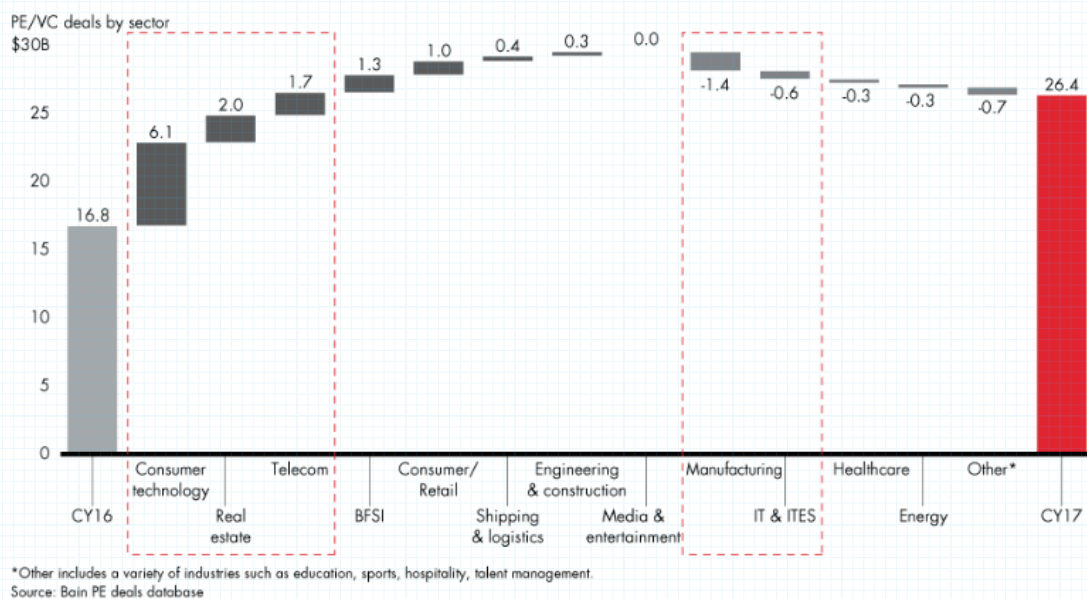
In 2017, private capital in investments in Indian companies totalled more than \$24 billion. With Indian household savings gradually increasing, the country's mutual fund industry has a huge growth potential as India's asset base of mutual funds is just 11 per cent of GDP, while the world average is 62 per cent. The country currently has 42 mutual fund houses managing assets to the tune of over Rs 23 lakh crore.

2017 witnessed total investment of about \$26 billion, the highest ever in India

Annual PE/VC investments in India
\$30B



Consumer tech, real estate and telecom contributed about 80% of the increase while manufacturing and IT/ITeS slowed



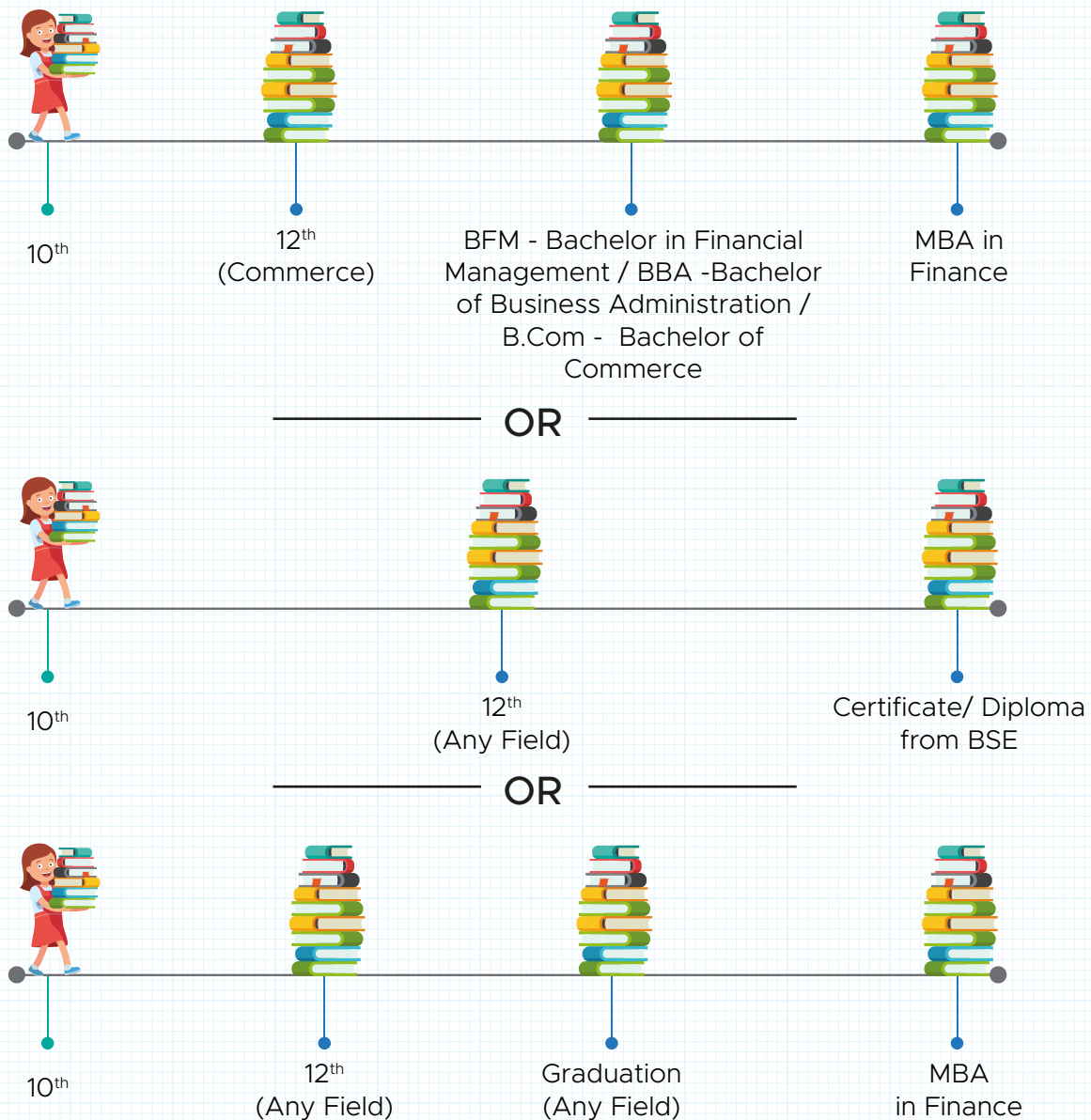
The above statistics reflect that in the Indian market, the number of people wanting to invest their money is growing healthily. This means that there will be a rising demand for fund managers who can make sound predictions based on equity research and optimally invest their clients money.

EDUCATIONAL PATH

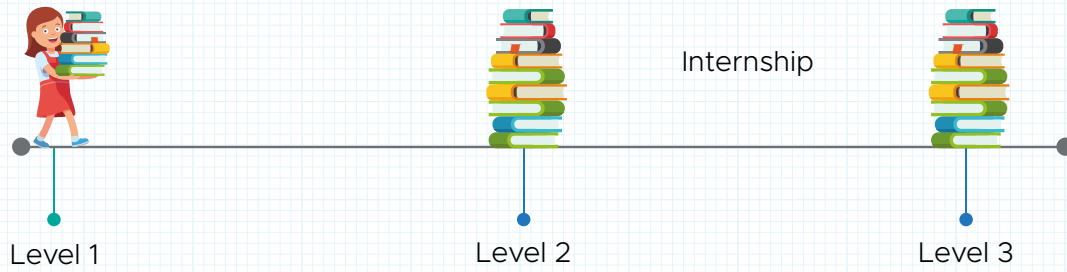
To pursue a career as a Fund Manager, a student will have to do either an MBA in Finance, a Chartered Financial Analyst (CFA) or a certificate course from the Bombay Stock Exchange. CFA is a professional course and not a degree course, hence a student will need to pursue a degree with CFA. CFA Level 1 can be pursued post 12th standard.

It is also important to note that many successful Fund Managers have done CA.

Degree Course



CFA Course



PLACEMENT

The industry placements for Fund Managers can be classified into the following categories:

MNCs/TOP INVESTMENT COMPANIES

MNCs such as Citigroup, Morgan Stanley Wealth Management, Goldman Sachs Group and American Express are some of the multinational investment companies which are top players in the world. In India, the top investment companies include Bajaj Allianz, Tata Investment Corporation, and L&T Mutual Fund. Such organizations are the largest employers of professionals who are qualified to take on responsibilities of fund management.

MEDIUM & SMALL ENTERPRISES

Several medium & small enterprises are being run as independent businesses by experienced fund managers to provide investment solutions & consultation services to their established network of clients. Such enterprises recruit fresh graduates in this field and these are excellent opportunities for newcomers to work with a mentor and create a network.

PORTFOLIO MANAGEMENT SERVICES (PMS) COMPANIES

PMS companies offer customized investment services to their clients by creating for them, an investment portfolio. Investment portfolio refers to a range of diverse investments made in multiple areas such as stocks, fixed income, debt, cash, structured products and other individual securities, managed by a professional money manager.

OWN COMPANY

Experienced fund managers with a network of clients may operate their own financial services company.

WORK PROFILE

A fund manager may have following job profiles in the company:

- Equity Research Associate
- Financial Analyst
- Financial risk manager
- Investment strategist
- Investment Advisor
- Financial Consultant

**There are various departments and job profiles for professional mechanical engineers at different stages of their careers. The above list is not an exhaustive list of such profiles, but a reference shortlist of common job profiles.*

ENTRY-LEVEL SALARY

Salaries are subjective to a wide range of factors such as:

- Candidate's competence & financial needs
- Job responsibilities
- Size of the employing corporation
- Fresher employment policies
- Location - city/country
- Current economic conditions

As of today's overall scenario in India, an approximate entry level salary can be rounded to about Rs. 3-6 lakhs per annum. Depending on the above listed and other factors, each candidate's entry level salary may vary significantly. Based on performance, the salary of a fund manager can accelerate substantially but at the same time, a poor performance may lead to low reputation and lower income.

CAREER IMMRSE REPORT

Every profession demands a unique mix of intrinsic or developed qualities in an individual. Individual qualities are divided into two categories: Left Brain Qualities and Right Brain Qualities. Brain mapping studies by scientists categorize the functions of the human brain into these two halves or hemispheres. The left brain carries out analytical and methodical functions of thinking while the right brain processes creative, innovative and artistic functions. Each individual has a unique natural mix of left brain and right brain qualities. Certain qualities can be developed further through focused training.

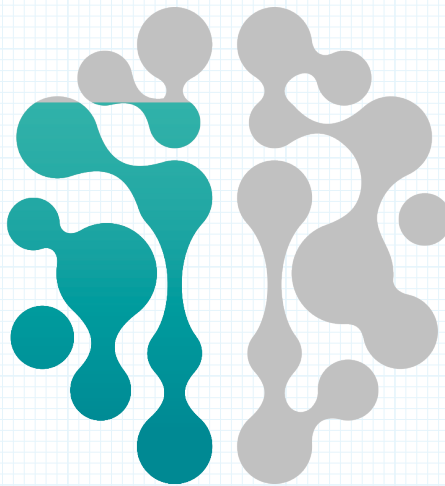
The following is an assessment of your estimated compatibility in relation with the Balanced Compatibility Requirement for the field of Fund Management. This assessment is derived from computing the student's performance in the Virtual Internship Program.:

LEFT BRAIN

80%

Qualities for FM

- Numerical Skills
- Analytical Skills
- Reading Comprehension
- Organizational Skills



RIGHT BRAIN

NA

Qualities for FM

Your left brain quality is impressive! Capitalize on your strength.

** Please keep in mind that the above report is not a static and/or constant evaluation of your brain qualities. Every person has a unique mix of strong and weak qualities, which are constantly evolving. By applying strategic training methods, your mind can be trained to improve its functioning in a specific quality.*

PROFESSION COMPATIBILITY ANALYSIS

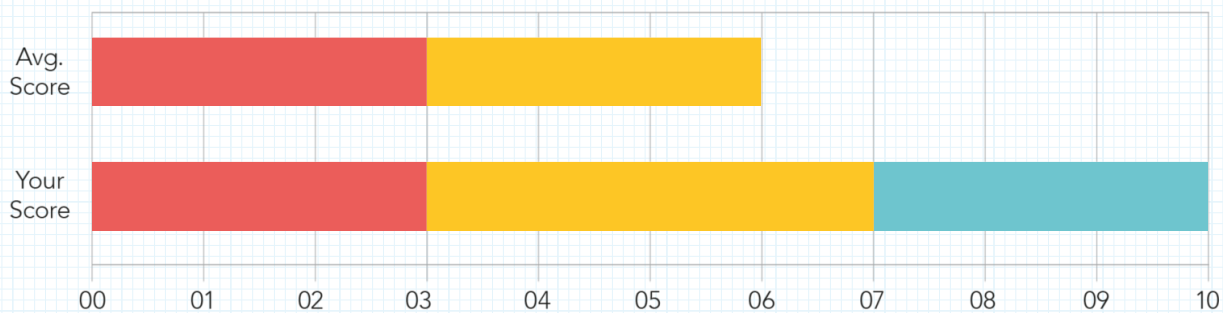
1. NUMERICAL SKILLS

Numerical skills is linked with a person's speed at which basic arithmetic operations are performed accurately. It refers to the fund manager's ability to speedily perform numerical calculations.

Fund managers constantly monitor stock exchange markets such as the BSE & NSE. They also monitor commodity and property prices. They constantly make calculations and numerically predict these markets as well as the risk of investments. This enables them to make most logical decisions about investing their clients' money into most profitable avenues.

PERFORMANCE REPORT:

Based on the computing of your performance in the Virtual Internship Program, the following is an assessment of your strength in Numerical Skills:



Above graph shows Numerical Skills Performance graph

HOW TO STRENGTHEN YOUR BRAIN'S NUMERICAL SKILLS

- Practice is the most important method of strengthening your numerical skills. Keep taking online tests or solve such tests from books available in the market
- Try to do a few calculations at least once a day.
- Avoid the calculator and make calculations mentally
- Take classes or online tutorials on mental math

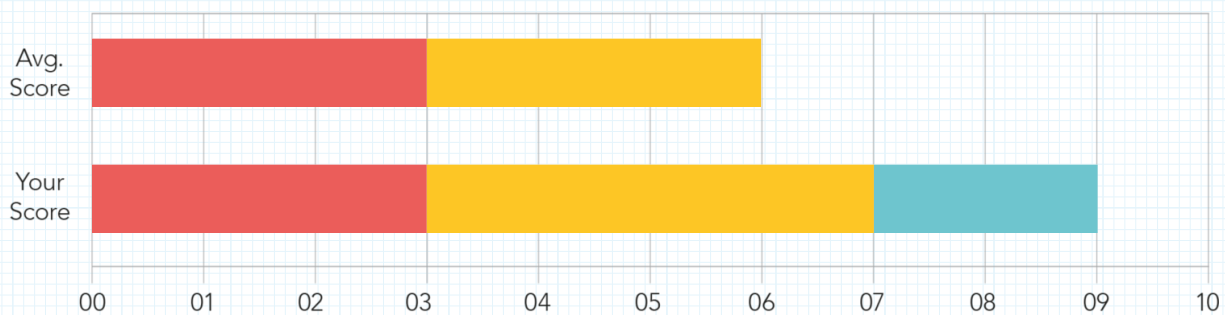
2. ANALYTICAL SKILLS

Analytical skills refers to the process of using a rational, systematic series of steps based on sound mathematical procedures and given statements to arrive at a conclusion. For example, you use your brain's analytical skills function when you work on geometric proofs, or when you solve a rubik's cube.

Fund Managers need strong analytical skills to analyse various investment options and choose from them. They invest large amounts of money for their clients and must make precise logical calculations to predict the profitability of investments.

PERFORMANCE REPORT:

Based on the computing of your performance in the Virtual Internship Program, the following is an assessment of your strength in Analytical Skills:



Above graph shows Analytical Skills Performance graph

HOW TO STRENGTHEN YOUR BRAIN'S ANALYTICAL SKILLS

- Analytical skills is a vast subject. Read about the topic. Begin with reading internet articles and progress to reading a couple of books.
- Take a course. You may join classes or sign up for an online course. Finding relevant apps may also be useful.
- There are several online practice tests for analytical skills. Take these tests and try to gradually improve your performance.

- Solve logic puzzles in the newspaper. Playing games like chess and rubik's cube will also help enhance analytical skills.
- Physical exercises, meditation and mindfulness practices boost the overall performance of the brain and will help strengthen your analytical skills. Strive to incorporate these activities into your day-to-day routine.

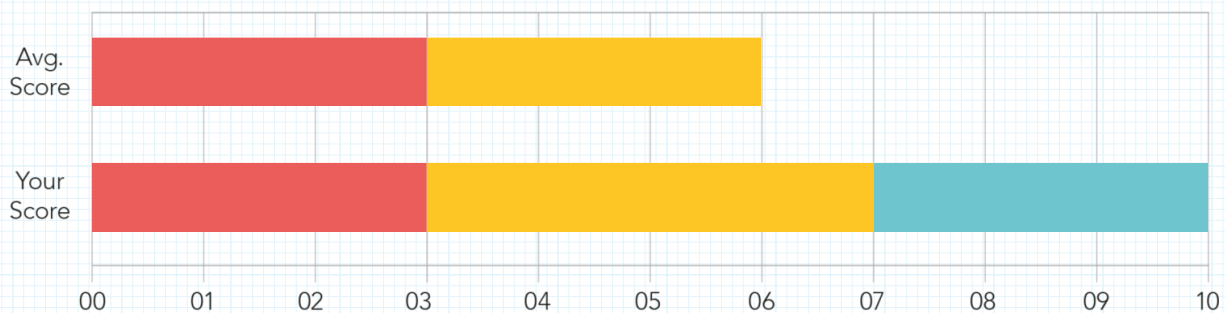
3. ORGANIZATIONAL SKILLS

Organization skills refers to a person's ability to arrange things or actions in a certain order or pattern according to a specific system.

It refers to fund managers' ability to process large volumes of data in ways which enable them to thoroughly analyze every single data point of information. They gather information based on detailed analysis of daily performance of equities in these markets, political developments, market trends, and company specific information. They categorize and organize this information to draw a logical prediction of the best investment avenues.

PERFORMANCE REPORT:

Based on the computing of your performance in the Virtual Internship Program, the following is an assessment of your strength in Organizational Skills:



Above graph shows Organizational Skills Performance graph

HOW TO STRENGTHEN YOUR BRAIN'S ORGANIZATIONAL SKILLS

- Read economic newspapers and magazines regularly. Regularly watch economic news content, expert opinions and debates. Organize and categorize the information gathered in such a way about specific topics in a systematic manner. Gradually, form your own opinions from this information and discuss with experienced finance professionals.
- Developing an advanced level proficiency in MS Excel is highly recommended.
- Develop organization habits in your daily lifestyle - organize your room, books, wardrobe, kitchen, etc. Create a methodical system of organization. For example, organize your books by categories, and in alphabetical order.

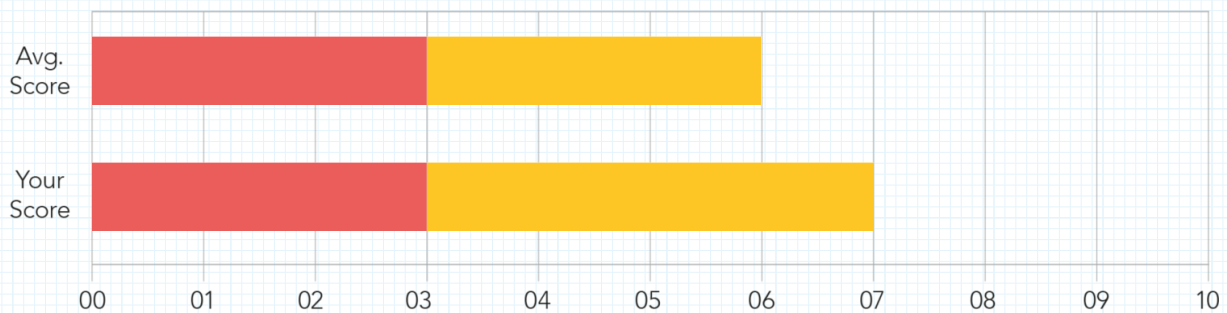
4. READING COMPREHENSION

Reading comprehension is the ability to process text, understand its meaning, and to integrate it with what the reader already knows.

Fund managers have to read lots of information and understand the various intricacies and complexities involved in investment opportunities. They also read communication from clients to grasp information about their financial expectations, their preferred areas of investment, specific time expectations, etc

PERFORMANCE REPORT:

Based on the computing of your performance in the Virtual Internship Program, the following is an assessment of your strength in Reading Comprehension:

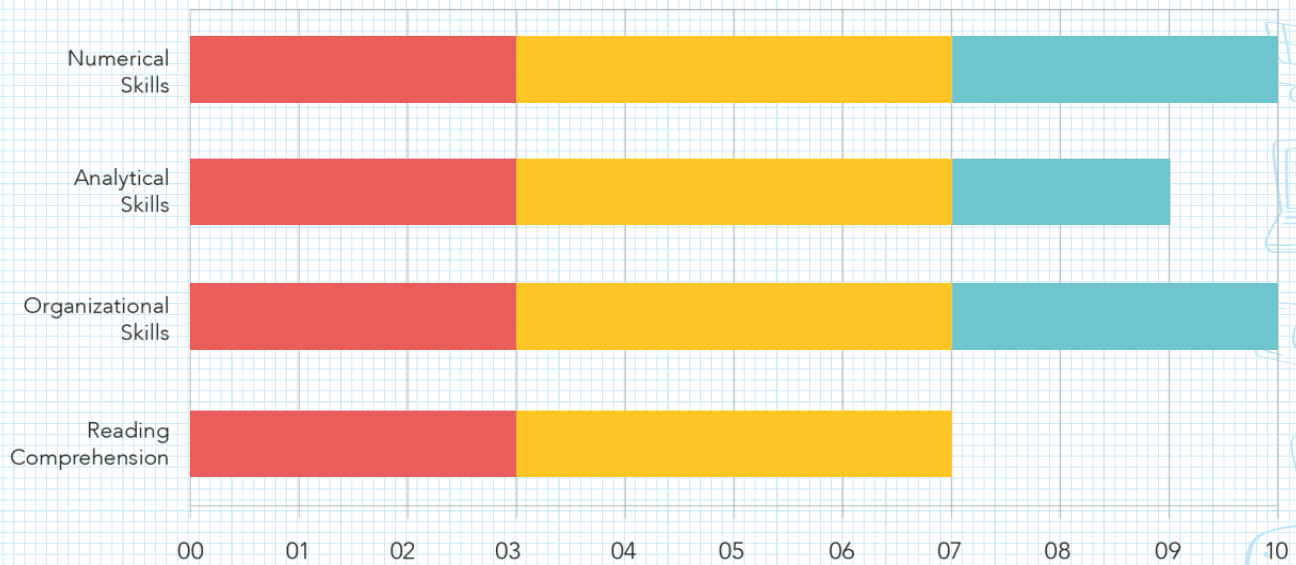


Above graph shows Reading Comprehension Performance graph

HOW TO STRENGTHEN YOUR BRAIN'S READING COMPREHENSION

- Read newspapers, magazines and online articles related to fund management and equity research. This will give you more and more knowledge about the field.
- There are several in-depth online articles which give information about enhancing reading comprehension. A simple google search will lead to many relevant results. Some of the methods include:
 - Evaluate your current reading comprehension
 - Improve your vocabulary
 - Read for study as well as for pleasure
 - Use techniques like summarization, reading aloud, re-reading and skim reading

PROFESSIONAL COMPETENCE ANALYSIS



1-3 : BELOW AVERAGE, 4-7 : AVERAGE, 8-10 : ABOVE AVERAGE.

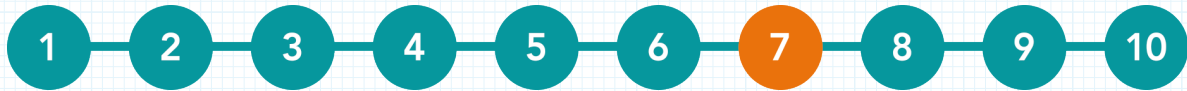
The above Professional Competence Analysis is a scientifically computed measure of your brain's Numerical Skills, Analytical Skills, Organizational Skills, and Reading Comprehension.

Based on your Profession Compatibility and Professional Competence Analysis, your Career Immorse Grade in the profession of Fund Manager is:

HYPER IMMRSIVE

Your competence in the field of Finance is impressive! We encourage you to consider pursuing Finance for your career. Your intrinsic strengths align significantly with this profession and you should focus on nourishing your skills, qualities and talents further. However, if you are unsure of your interest in this field, please do not rush into a decision. Take time for further research. Keep in mind that there are several other career options to choose from, and multiple professional options always align with every individual's competence.

INTEREST LEVEL



At Immorse, we emphasize on the importance of being deeply interested in the career path you choose for yourself. Studies have proven that being interested in a topic is a mental resource that enhances learning, which then leads to better performance and achievement.

Based on your responses regarding the various tasks you performed in the VIP TM, your Interest Level in the field of Fund Manager is 7. This Interest Level is rated on a scale of 1 to 10, with 10 being the highest.