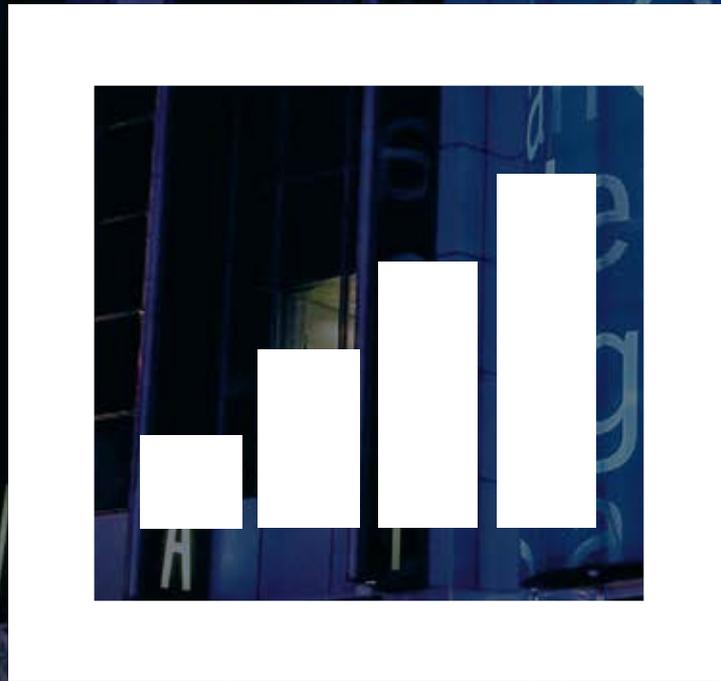




Financial  
Markets  
Leadership  
Institute

@FMLInstitute 

# FMLI Purpose Vision & Mission



**Raise the Quality of Decision Making  
in Financial Markets**

Talk to FMLI and experience the value adds.  
For a complimentary career counselling session, write to us on **info@fml.i.in**





## Financial Markets Leadership Institute

Financial Markets Leadership Institute (FMLI) is a blue blooded Global Financial Markets skills and leadership attributes development institution.

FMLI sees Global Financial Markets as a single, integrated market place. Hence, its outlook is completely global.

Through its Short Term, Modular Leadership Programs like Fixed Income Engineering & Analytics, Advanced Derivatives, High Frequency and Algorithmic Trading, Portfolio Management, Global Investment Banking & Equities Research etc. as well as thorough it longer term programs like Global Financial Markets Practitioners Program, Global Assets Management and Global Financial Risk Management Program, FMLI is helping participants discover their inner potential and in the process, transforming them from knowledge consumers to knowledge contributors and inculcating leadership skills and attributes that are highly valued in Global Financial Markets today.

FMLI teaches participants to punch much above their weight



## FMLI Live Markets™ Trading & Settlement

FMLI Live Markets is News and Global Price Feeds, Dealing Room/ Trading, Middle Office Risk Management and Back Office Clearing & Settlement desk set up by Financial Markets Leadership Institute where FMLI participants experience Live Markets like Fixed Income, FX, Equities, Commodities, Mutual Funds and their Futures, Options and other Derivatives. FMLI Live Markets provides access to Global Markets and provides unprecedented experiential learning opportunity to its participants. Participants understand how Global Financial Instruments are quoted, negotiated, traded, margined and settled.

FMLI Live Markets has implemented SPAN Risk Management which was developed by Chicago Mercantile Exchange and is widely used today in most equity and commodities exchanged worldwide for pre-trade risk management and margining, including in India. Fundamental & Technical Analysts have all data feeds and charting capabilities and stock screeners that they will ever need for their research. FMLI welcomes you to a new way of learning by experiencing.



FMLI believes that to transform individuals from workers & managers to global financial market leaders, they need to raise their **quality of decision making**

# FMLI Purpose Statement

Millions of youngsters join B-Schools and jobs with a dream to make a career and an impact to society through their contribution. There are several B-Schools catering to them helping them in each step to meet their learning needs. Since at the time of admission, most students lack any financial market grounding, most B-Schools end up focusing on developing financial market skills in them and even if they want to, they don't really find time to focus on other important traits that transform individuals and make them leaders

Financial Markets Leadership Institute (FMLI) believes that to transform themselves from workers/ managers to global financial market leaders, they need to raise their quality of decision making. Raising one's quality of decision making involves imbibing and nurturing certain leadership traits beyond skills that are tough to find. Yet, these traits are needed in order to create Leadership Culture financial markets badly needs today. These traits are -

**A W A R E N E S S**

**C O N S C I O U S N E S S**

**Awareness** is the ability to perceive or feel something by the observer without anyone having telling/ implying things. **Consciousness** is the state of being aware from within. Traits like judgment, experience, intuition, tenacity etc are all derived from these two qualities. We believe that **Awareness, Consciousness** and **Skills**, all three are vital for becoming a leader.

The purpose of FMLI is thus -

'To help develop a Leadership Culture that enhances the quality of decision making through a systematic development of **awareness, consciousness and skills**'

Almost all B-Schools exhaust all their available time on developing skills skills in financial markets aspirants, leaving the other two leadership qualities undeveloped/ underdeveloped

A W A R E N E S S  
C O N S C I O U S N E S S  
S K I L L S



**FMLI is committed to nurture all three holistically** and helping financial market aspirants become better practitioners and leaders and in turn making financial markets community a better place.

# FMLI Mission & Vision

## Discover Inner Potential

Financial Markets Leadership Institute is formed with the mission of creating financial market leaders by helping participants discover their inner potential and transforming them from knowledge takers to knowledge contributors, ensuring this leads to a rewarding career for them and meaningful job creation for the industry.

We believe that youngsters who choose financial markets amongst all available streams of management and careers are inherently passionate for financial markets. They want to understand (the functioning of financial markets), assimilate (for which they join B-Schools) and go out and make a career for themselves and difference for society.

However, at FMLI, we are appalled at the gap in skills and understanding of financial markets that exists between what participants carry (by absorbing through their existing formal education) and what they should be knowing to be able to make top of the line contribution for financial markets in general and their employers in particular. Most B-School pass outs have a sketchy understanding of financial markets and its functioning and certainly don't have a proper perspective that is needed to succeed. This gap is carried even when they get placed and join their employers. As a result, youngsters are unable to make much sense of financial markets, resulting in confusion and lack of performance when they start working. They then start learning by doing and experiencing themselves and take good 5-8 years to start making reasonable contribution. This is a huge loss to youngsters themselves, their employers and the national exchequer.

We understand the fact that B-Schools are doing their level best to equip them. However, despite their best efforts, they are not arming students with the cutting edge skills needed for them to succeed in the marketplace. Their curriculums are theoretical and focus is on small pieces of theory and rote learning. Unfortunately, several training institutes that have come up to 'supplement' this knowledge have also gone the same way. Their effort is more in trying to 'scale up their business model' and open newer and newer centers. Students have no means to understand the extent of the handicap because of this gap until they join the industry and start experiencing the feeling of inadequacy themselves. In fact the first time they start facing this skill gap is at the time of placement interviews itself. This situation is highly undesirable.



At FMLI, we are appalled at the gap in **skills and understanding** of financial markets that exists between what participants carry and what they should be knowing to be able to make top of the line contribution for financial markets

There is a **major problem** of **last mile understanding** between what financial market aspirants are absorbing from their professional institutions and what the industry needs. Students **recognize this gap** but are currently unable to do anything about it.

**FMLI** has taken upon itself to close this gap.

We have experienced that youngsters who bridge this gap in understanding are productive from day 1 reap significant benefits in the form of shortening their on the job learning curve and enjoy much better career growth as compared to their peers who are still trying to learn themselves by experiencing and making mistakes. We believe that every candidate has potential. They just need help in discovering that potential.

**FMLI** aspires to be the driving force that will help participants 'discover their inner potential' and will help them fill in the gaps and realize their dreams.



**FMLI Mission** is to create financial market leaders by helping participants discover their inner potential and transforming them from knowledge takers to knowledge contributors, ensuring this leads to a rewarding career for them, meaningful job creation for the industry and nation.

## SHORT TERM IMPACT

- A. Directly, not only raise employability of participants but also dramatically improve their performance at workplace, leading to significant dividends for recipients personally. This is the most important reason of our existence
- B. Assist institutions who absorb them by providing them high performance contributors who hit the ground running and add value from day 1 ensuring faster go to market for such institutions for their plans and products.

## LONG TERM IMPACT

Nation building by providing financial markets high quality participants who raise the bar by their performance and help institutions raise their performance.



# Financial Markets Leadership Institute

# FMLI Group Initiatives

FMLI Group wants to make an impact on Financial Markets by serving financial market participants, institutions and the general community. Since we have specifically chosen financial markets to meet our purpose, FMLI is nurturing the following vehicles to meet these objectives



**Financial  
Markets  
Leadership  
Institute**

[@FMLIInstitute](#)   
Financial Markets Leadership Institute - Workshop/  
Classroom based initiative to develop leadership traits for  
Financial Market participants.



**Financial  
Markets  
Leadership  
Insights**

[@FMLIInsights](#)   
Financial Markets Leadership Insights – Journal for  
Financial Market Leader’s opinions. To be published in  
journal/ magazine form



**Financial  
Markets  
Leadership  
Speak**

[@FMLSpeak](#)   
Financial Markets Leadership Speak - Financial Markets  
Opinion Leaders Sessions. In round table, one to many &  
global conference.



**Financial  
Markets  
Youth  
Leadership**

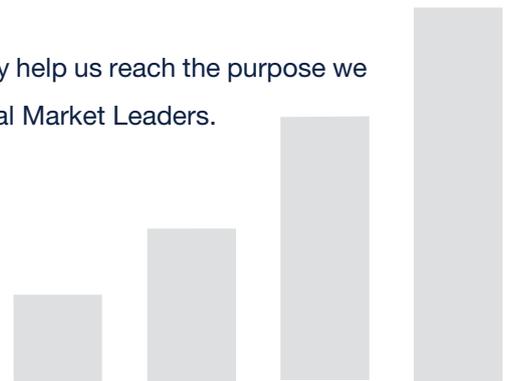
[@FMLIYouth](#)   
Financial Markets Youth Leadership Award - Award from  
FMLI to honor Young Leaders from B-Schools & Industry  
for their research/ contribution to Financial Markets.



**FMLI Live  
Markets™  
Trading &  
Settlement**

[@FMLILiveMarkets](#)   
FMLI Live Markets - Financial Markets Global Dealing, Risk  
& Settlement Desks where participants can experience  
Live Financial Markets.

Each of these vehicles are being built carefully, so that they help us reach the purpose we have set out for ourselves of creating outstanding Financial Market Leaders.



# FMLI Leadership Board

FMLI Vision and good work gets validated by the fact that some very eminent current serving senior members of the industry have joined the FMLI Leadership Board to provide guidance on long term running of FMLI. They advise us on program content, long term strategy, brand building and on several other governance related issues which are invaluable for FMLI and its participants. FMLI Leadership Board currently comprises of several MDs, CEOs and Directors of Brokerages, Financial Institutions, Stock & Commodity Exchanges. The Leadership Board helps us stay relevant for markets at all times.

## Leadership Programs

FMLI Conducts leadership Programs in the following areas –

- 01 Global Financial Markets - Internals & Architecture
- 02 Financial Engineering & Analytics
- 03 Financial Modeling & Simulation
- 04 Advanced Derivatives
- 05 Equity Research
- 06 Global Investment Banking
- 07 Portfolio and Wealth Management
- 08 International Foreign Exchange Risk Management
- 09 Commercial & Retail Banking
- 10 Life & Non-Life Insurance

# FMLI Live Markets

A limitation most financial market aspirants face is that their approach is completely theoretical and they are not trained on live financial markets. This is akin to pilots trying to learn flying by reading books instead of practicing on latest simulators or actual aircrafts. Leave alone ability to calculate bond valuation, trading impact costs or calculating liquidity, participants without this experience struggle to even correctly read bond or FX rates.

To overcome this limitation and get Live Market Experience, FMLI Live Markets has been set up with live access to financial markets and a dealing room environment is created for global news desk, data feeds, trading, surveillance, risk management and settlement. All FMLI workshops are held in FMLI Live Markets. This ensures you get feel of real markets and live market experience. You now experience beforehand what you expect when you join financial markets. This experience is vital if you have to join fund management/ corporate finance/ banking/ securities/ derivatives or commodities trading/ risk/ settlements. Apart from theory, this is the single most important value addition for you.

@FMLILiveMarkets 

# Live Market Experience.

# Differentiation

At the outset, we must be clear - participants join FMLI and institutions that eventually absorb them have a huge choice in terms of hundreds of other institutions that are imparting financial market courses with all claiming to be 'different' in some aspect or the other.

In this context, it is important to lay down how FMLI is different from others. We believe our difference comes from the following –

## DIFFERENCE

# Live Market Experience

## REMARKS

In FMLI Live Markets, participants get an opportunity to work with global news terminals, data feed terminals, trading terminals, risk management systems and back office applications in markets like FX, Fixed Income, Equities, Commodities and Derivatives. Participants leverage these tools to understand much bigger and practical concepts like valuation, interpreting the yield curve, financial modeling, liquidity, anonymity of trading, order matching process, trading dynamics, live risk management, life cycle of a trade etc, risk management using SPAN and settlements.

## DIFFERENCE

# Blue Blooded Financial Markets Institution

## REMARKS

FMLI lives and breathes Financial Markets. We have no other courses, no other specializations. We live for and practice only Financial Markets. FMLI Leadership Board comprises of who's who of Global Financial Markets. They ensure that all program content pass the 'Value Creation Primer' and have a strong market focus

## DIFFERENCE

# Strong Value Systems

## REMARKS

Founded with strong Core Belief & Value Systems. We live it and practice these beliefs every single day

## DIFFERENCE

# Leadership Orientation

## REMARKS

FMLI trains participants to become Financial Market Leaders and become productive from day 1. This is done by carefully weighing the important attributes needed for transforming individuals into Financial Market Leaders. While other institutions focus on building skills, we leverage it and add other important Leadership attributes that are far more important

## DIFFERENCE

# Direct From Practitioners & Institution Builders

## REMARKS

Perhaps the biggest impetus to FMLI comes from the fact that all programs are delivered by people who have played Institution building roles in Global Financial Markets and have directly practiced the same concepts for decades. FMLI doesn't employ academicians. We have only practitioners who have earned their money and experience of a lifetime and now wish to share and give back to youngsters.



Financial  
Markets  
Leadership  
Institute

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# FMLI

## Purpose, Vision & Mission

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DISCOVER INNER POTENTIAL

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