

ADMISSION ALERTS

AMUPMDC ALL INDIA CET

AMUPMDC will conduct an All India level CET for admission to Post Graduate Degree and Diploma in Unaided Private Medical & dental Colleges of Maharashtra State for the academic year 2012-2013. Application Forms and Information Brochures will be available from December 6 to December 31, at AMUPMDC Office on payment of Rs.500 by DD in favour of 'AMUPMDC' payable at Mumbai.

Application form can also be obtained by post from AMUPMDC Office with an additional DD of Rs.200 for postal charges.

Candidates are requested to send a written application on plain paper mentioning the course applied for.

The last date for submission of form along with DD of Rs.1500 for exam fee is December 26.

Contact Details:
Shreeji House, 75 Mint Road, Fort, Mumbai - 01
Tel: 022 - 22641602 / 1603
Website: www.amupmdc.org/
Email: contact@amupmdc.org
Last date for receipt of form 26 December 2011.

ALL INDIA INSTITUTE OF MEDICAL SCIENCES (AIIMS) AIPGMEE - 2012

Admissions open to postgraduate medical courses [MD/MS/Diploma and MDS Courses] for admission to 50 per cent of total seats on all-India basis

How to Apply: A candidate can submit application only ON-LINE through website www.aiimsexams.org. Read the Prospectus and other details carefully and follow the instructions given therein.

Contact Details:
Examination Section, All India Institute of Medical Sciences Ansari Nagar, New Delhi-110608
Tel: 26594971/26594499
Website: www.aiimsexams.org
Last date for receipt of form 21 December 2011.

INDIAN INSTITUTE OF SCIENCE, BANGALORE JOINT ENTRANCE SCREENING TEST JEST 2012

Applicants seeking admission for a Ph.D/ Integrated Ph.D Programme in Physics or Theoretical Computer Science in one of the Participating Institutes may appear for the Joint Entrance Screening Test (JEST) at one of the Exam Centers.

Applications for the JEST exam can be made online or by ordinary post.

To apply by post, please write to JEST 2012, Department of Physics, Indian Institute of Science, Bangalore 560012 before December 5, 2011. **Application Fee:** Applicants need to pay Rs.100 (and 50 for SC/ST) as application fee.

Fee can be deposited directly to the following Account from any Branch of the State Bank of India or Associated Banks of SBI. **A/C No.:** 32025865006

Name: Convenor JEST 2012 IISc Bangalore. **Amount:** Rs.100 (for SC/ST Rs.50).

Write your Name and Unique Submission Number on receipt/ counterfoil/ challan and send by post to JEST-2012, Department of Physics, Indian Institute of Science, Bangalore 560012.

Proof of payment should reach the authorities on or before 20/12/2011.

Contact Details
The JEST Coordinator, Department of Physics, Indian Institute of Science, Bangalore 560 012

Website: http://www.jest.org.in

Last date for receipt of form: 15 December 2011

Entrance Date: 19 February 2012
Last date for online application is December 15, 2011.

The fiscal world that exists today is one that is simultaneously exciting as well as confusing. A myriad of investment options exist for the common investor, but where does one park his/her money?

To understand the investment avenues and priorities as well as the risk aversion or ability of an individual investor, the CFP (Certified Financial Planner) plays a role that is increasingly vital in this day and age.

What exactly are the duties of a CFP (Certified Financial Planner) and what does it entail?

The CFP must be one who looks after the fiscal interests of his clients. First of all he must have a look at the overall portfolio of his clients. This would include investments across all sectors like equities, gold, Mutual Funds,



his liabilities, assets like home loans and credit cards as also his cash flows, like income, spending, expenses etc.

He must then talk to his client to access his/her goals and objectives. If the client has not thought of such things then he must be guided in this direction.

So, based on the individual priorities of a client it is the duty of the CFP to have a detailed look at the client's wishes, priorities and objectives and to recommend a fiscal roadmap.

A CFP must help his client achieve his goals

Planning finance, professionally!

and objectives in a manner that is suitable to him.

What would be the educational qualifications that are required to become a CFP?
You do not have to be a commerce student to be a CFP. However to be a CFP you do need to have three years of experience. To study to be a CFP you need to have passed your 12th Grade.

Which are the educational institutes offering courses in the field?

You need to register with the FPSB India (Financial Planning Standards Board India at fpsbindia.org) as a student. You need to register with an educational provider. Further you would either have either in-class training or you could study on your own and then appear for your exams.

Typically, how many clients does an individual handle?

I would believe that to establish and sustain a meaningful practice an individual CFP, as opposed to a corporate, would need to have a minimum of approximately 50 families. However, numbers are going to vary from CFP to CFP according to various overheads like the cost of running business, revenue models etc.

A CFP must deal with numbers and people both. How does a CFP deal with the dichotomy between the two personae?

We are not doing back-office work. You need to be a people persons as a CFP. Even the way that a CFP would differentiate himself

from another CFP would be how he handles his client and understands his needs.

Do tell us more...

Knowing numbers is important for a CFP. However, the ability to understand a client's profile, finances and goals and to put all things in perspective and to suggest a financial plan is something that no institute can teach you.

At our first meeting, I just sit with my client for about two hours to understand his knowledge of finances, priorities, likes and dislikes, what he has done till now, etc.

We generally collect the client's data relating to his life, income, loans, expenditure, investment in sort everything germane.

First, we have to identify his goals like retirement, car, home purchase etc.

Then we would have to quantify his goals in life.

Then we would put this into numbers like for example 20 years from now you would need this amount and so on. So how much would you need to save from today?

Then we would draw up a financial or investment roadmap to achieve these goals.

What you do with your investment today will depend on your larger goals.

How important is the human touch for a CFP?

It is absolutely necessary. It is necessary for a CFP to extend a human touch in his profession.

After all a CFP deals with people and every person is different. It is vital that a CFP under-



To decipher the various pros and cons of the career and profile of a CFP, Manik K. Malakar spoke with Harshvardhan Roongta, CFP with Roongta Securities, who believes that this is one profession that is all set to grow

MENTOR'S DESK

stands each individual and makes recommendations according to his priorities.

At a personal level, I had a client who had come to me a few months after I had given him advice. He said, "Now I am able to sleep well. I do not have to actively track the news channels to take care of my portfolio."

Numbers, numbers, numbers! Doesn't monotony set into the work of a CFP after a few years? How does a CFP deal with it?

No, not at all, the job is very challenging and there is no question of any monotony setting in.

The work of a CFP throws up a new challenge and a new opportunity at every moment. I must state that no two clients are identical in their fiscal needs and priorities.

We have to keep abreast constantly of the changes in regulations, equities, policies, framework, so there is no monotony setting in.

A stockbroker would typically track equity markets, a bond trader the bond rates, a CA the tax bracket/exemptions, etc. but a CFP has to migrate between all of these and more disciplines to get the best value for his client. Doesn't it get taxing at times.

It is sure a challenge to track and keep yourself updated. But that is exactly the reason why we are able to add value to the lives of our clients.

What are the pressures of a CFP, typically?

It is just like in any other profession. We are working 24 hours a day as even if we are not interacting with clients we have to keep ourselves updated and informed with the current changes.

How does a CFP build a relationship with his/her client?

Even a child knows who loves him more. And so too it is with a client. If I am talking to a client about his interests then he would recognise it. You have to be genuinely interested in his benefits, then you will build trust with your client. Trust is the most important aspect.

Besides this you also have to be competent enough and have to have a good knowledge about your field.

What is remuneration like for a CFP?

A CFP would work on two models. The first would be the fee based model only where there is only a fee that is charged, wherein a financial plan has been drawn up and the execution of the plan could be left to the client through his own resources or people.

The other model is the fee + commission model where after the recommendation (for investment) is done then the execution can also be done through a CFP where he would earn an extra commission on that product.

Where is it more lucrative for an Indian CFP to work in India or abroad?

In India the culture of paying for advice is at its nascent stages. There is a reluctance of people to pay for advice. However that trend is fast changing.

With rising incomes being increasingly common there is more money and thus people need advice.

It is the right time to be in India.

Any last words of advice for our readers? Education never goes waste. Even if you do not want to pursue CFP as a career then you could always use your own knowledge to manage your own finances.

For further details of becoming a CFP, course fees, etc. please visit the Financial Planning Standards Board on India site at <http://fpsbindia.org/>

Indo-French campus project takes wings

The Rs.250-cr project aims to build a new common culture and to work with modesty for the progress of humankind, finds Caroline Declas

The DSK Supinfocom Campus in Pune, a conclusion of the collaboration between DSK group and Supinfocom Group which was created by The Chamber of Commerce of Grand Hainaut (France) was inaugurated on Friday, December 2, 2011 when President Pratibha Patil inaugurated the campus. For this Rs.250 crore project, many officials both from France and India were present to express their happiness and to rejoice with this Indo-French collaboration. Among them, K. Sankarnarayanan (Governor of Maharashtra), Prithviraj Chavan (Chief Minister, Maharashtra), François Richier (French Ambassador), Dominique Riquet (European Union Parliament Member and Mayor of Valenciennes), Francis Aldebert (President of the CCI Grand Hainaut) and D.S. Kulkarni (Chairman & MD, DSK Group of



Companies). The President then awarded five students who completed their studies as valedictorians. The Chairman spoke to the audience which was followed by Francis Aldebert who said a few words about the campus. "It is the proof that in India everything is possible... if you have the will." This project is about, "building a new common culture and working with modesty for the progress of humankind." Dominique Riquet, added that he was at the campus in January 2010 and that now he can notice, "the extraordinary result" affirming that he was, "delighted by this campus and partnership that will promote cultural and economic exchange."

Finally, the Ambassador of France, M François Richier thanked the President and said her support represented the support of all of India to this project. He hoped that the campus will, "Shape the future of India and increase social progress, create new dreams, images, design and art." To him this project is one part of the strategic partnership between France and India among other fields such as Nuclear, Defence, new technologies and space.

To conclude the inauguration, the President first supported the fight against female infanticide in which D.S. Kulkarni is involved too, encouraging him to take more initiatives in that sense. Digital Technology represents a huge opportunity for employment, to which the DSK Supinfocom campus is the answer, creating

human resources and providing practical knowledge. Finally, the President ended by approaching the main issues in India, "We should focus on what is important. Everyone who can contribute to transform our schools and our country should do it." She also spoke of electricity issues asking researchers to find a way to transform solar energy and making it accessible to the populace. She finally invited all governments to address their proposals to the Centre to solve the global problem together.

A three-day festival followed the inauguration, offering students and visitors various activities such as light painting, T-shirt designing, clay modeling, car racing, games, photography, mobile movie making and many others that allowed students to express their creativity. An animation festival was also held. Every night a concert was played out in the middle of the campus. Kwak, a French group that is on a tour to India was equally applauded.

Next was 'The Compagnie Des Quidams', an amazing artistic show. Shankar, Ehsaan and Loy ended the last day with a fantastic musical extravaganza. All the winners of games were also awarded prizes.

The fest was an entertaining weekend and also an occasion for students from the three schools to meet professionals from prestigious companies such as Volvo, RKS, Philips, Legrand, BMW, DreamWorks... They had come here in search of new talents.

This weekend was all about creativity and pushing forward the limits of imagination by having fun, attending conferences and was also an opportunity for students to come along and discover the brand new campus and schools where they can apply in a few years, extending the Indo-French collaboration, and who knows, perhaps to also extend the camaraderie to other countries as some students were also from Venezuela and Asia.

COMPETITION FOR BEST STUDENT ENTREPRENEURS

TATA First Dot, powered by NEN is India's first national mentoring and recognition platform for student start-ups. The program has attracted 200 case studies including business ventures in Technology, Science, Hospitality and Theatre and Arts.

As a part of this multi-strand initiative, two competitions for the Top 5 Student Ventures each will run nationally in parallel. The first competition is Tata First Dot National Competition where judges will judge the venture on business parameters and select 5 best student ventures after a process of validation and short-listing by NEN experts.

The second competition is a People's Choice competition based on national level online voting for determining 5 winners of Tata First Dot People's Choice competition. People can log onto to cast votes and support. The detailed profiles of all the student ventures have been featured on www.tatafirstdot.com and will end on December 15, 2011. Out of the 200+ validated nominations, 32 ventures are from the enterprising students of amchiMumbai across multiple sectors namely Education, Finance, Hospitality, Consultancy, Travel/Leisure, Retail/Consumer, Media/Entertainment, and agriculture amongst others.

Winners of the competition will be provided professional mentorship via the NEN Mentoring platform for a period of 12 months and will also get networking opportunity with Entrepreneurs, Angel investors, mentors, experts and other student start-ups. Winners will be felicitated in an award ceremony at the Tata First Dot Conference scheduled to be held in Chennai on 9th-10th January, 2012. The Conference will feature talks by business leaders, mentoring sessions, amongst others. For more information about the initiative and contestants, and to vote log on twww.tatafirstdot.com