

**MOODY'S**  
ANALYTICS

**NiSM** NATIONAL INSTITUTE OF  
SECURITIES MARKETS  
An Educational Initiative of SEBI

**CERTIFICATE IN**  
**FIXED INCOME**  
**TRADING AND**  
**SALES**  
**(CFITS)**

Prepare for opportunities in  
fixed income through a globally  
recognised credential

# CERTIFICATE IN FIXED INCOME TRADING AND SALES (CFITS)

The Certificate in Fixed Income Trading and Sales (CFITS) jointly offered by the National Institute of Securities Markets (NISM) and Moody's Analytics is an internationally recognised certification that provides the knowledge and skills required to enter into and progress in a variety of roles that employ fixed income securities. With the CFITS in hand, individuals will be recognised for their specialised knowledge and qualifications in the basic and advanced concepts, practices and applications of fixed income whether as an investor, analyst, issuer, trader or salesperson.

The CFITS programme has been designed to provide a learning experience which is both comprehensive and efficient. The learning approach includes the following features:

- › Consists of two eLearning courses that can be purchased one at a time or as a bundle
- › The eLearning courses consist of a wide variety of fixed income topics including organisation of the fixed income market place, yield and duration calculations, trading strategies, credit rating techniques, high-yield bonds, securitisation and fixed income hedge strategies
- › Provides recognition for each course following completion of the course's online test, through the issuance of the notice of completion
- › Covers international fixed income concepts, practices and applications while providing an Indian context
- › Course Materials can be easily accessed and studied through mobile devices
- › Final proctored exam will be offered to those who have completed the eLearning courses and will be focused on application of knowledge



# WHO DOES THIS PROGRAM BENEFIT?

This Certificate in Fixed Income Trading and Sales is a globally recognised certification endorsed by individuals and corporate clients and encompasses the knowledge and skills required to enter into and progress in a variety of roles that employ fixed income such as:

- Retail and Institutional Salespersons
- Trading Desk Professionals
- Portfolio Managers
- Research Analysts
- Issuers
- Compliance Officers
- Back-Office Staff
- Treasury Staff

## LEARNING PATHWAY





## **PREPARE FOR OPPORTUNITIES IN FIXED INCOME THROUGH A GLOBALLY RECOGNISED CREDENTIAL**

In recent years regulators have taken measures to strengthen and deepen fixed income markets in India and education plays a vital role. The Certificate in Fixed Income Trading and Sales will allow you to prepare yourself to take advantage of the continued evolution of fixed income markets. This globally respected credential equips you with the skills required to evaluate, invest, trade, issue and sell fixed income securities.

This training solution leverages extensive experience, skill and research in fixed income that Moody's Analytics has developed as a result of being a premier component of global financial markets for over a century.

# CERTIFICATE IN FIXED INCOME TRADING AND SALES (CFITS) EXAMINATION DETAILS

Completion of the learning materials in Level 1 and Level 2 and preparation for the proctored examination generally takes 60-80 hours of study. On average, candidates who are employed full-time can complete the course materials in 3-6 months. Candidates who have more time to study, on average, can complete the 2 courses within 3 months. After completing the courses specified, the candidate will be eligible to register for the certification examination, the details of which are shown below.

Exam Format	Proctored Computer-based Examination
Question Format	75 Multiple-Choice Questions
Exam Length	3 Hours
Passing Grade	60%

The online course can be completed in approximately 60-80 hours and can be accessed 24/7.

## CONTACT US

### CFITS Helpdesk

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## ABOUT US

### MOODY'S ANALYTICS

Moody's Analytics helps capital markets professionals respond to an evolving marketplace with confidence. Its Training and Certification division has been helping people build their skills in finance for more than 40 years. Moody's Analytics offers comprehensive training programs, industry recognised certificates and designations for financial professionals across the globe.

### NISM

NISM is a leading provider of high-end professional education, certifications, training and research in Indian Financial Markets. NISM engages in capacity building among stakeholders in the securities markets through professional education, financial literacy, enhancing governance standards and fostering policy research.

### NISM Campus, Patalganga



#### Contact us:

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