

# News

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## NISM and Moody's Analytics launch Certificate in Fixed Income Trading and Sales

**MUMBAI, April 4, 2018** –The National Institute of Securities Markets (NISM) and Moody's Analytics are pleased to announce the launch of the [NISM-Moody's Analytics Certificate in Fixed Income Trading and Sales \(CFITS\)](#). The Certificate is the second in a series of advanced qualifications designed to elevate proficiency standards in India's financial services industry.

Sandip Ghose, Director of NISM, and Ari Lehavi, Executive Director of Learning Solutions at Moody's Analytics, introduced the Certificate to senior members of India's financial community at the Moody's Analytics and NISM Fixed Income Conclave held in Mumbai in March 2018.

Gurumoorthy Mahalingam, Whole Time Member of the Securities Exchange Board of India (SEBI), gave the keynote address at the Conclave, stating, "It gives me great pleasure to see NISM and Moody's Analytics launch a certification programme in fixed income. I am optimistic that this will go a long way in enhancing the proficiency of Indian financial market professionals."

Also speaking at the conference, Sudarshan Sen, Executive Director of the Reserve Bank of India (RBI), said, "It's important that organizations have a structured approach to training their employees, which allows them to be measured and tested through benchmarked qualifications. Certifications should not be viewed as a compliance requirement but rather as a natural approach to building knowledge and skills. The financial services industry is about the people and they have to be equipped to tackle the demands of an evolving capital market."



*Ari Lehavi, Executive Director of Learning Solutions at Moody's Analytics, Gurumoorthy Mahalingam, Whole Time Member of the Securities Exchange Board of India (SEBI) and Sandip Ghose, Director of the National Institute of Securities Markets (NISM), launch the NISM-Moody's Analytics Certificate in Fixed Income Trading and Sales (CFITS) at the Moody's Analytics and NISM Fixed Income Conclave in March 2018.*

The CFITS covers international fixed-income concepts, practices, and applications while providing an Indian context. The two-level qualification provides individuals with the relevant skills to participate in fixed-income markets as an investor, analyst, issuer, trader, or salesperson. Mr. Lehavi said, "CFITS builds a strong foundation in fixed-income principles, emphasising both knowledge and practical application within the context of India's evolving capital markets."

The launch of the CFITS follows the launch of the [Derivatives Market Strategies certification](#) in 2017. Moody's Analytics is also accredited by RBI as a provider of bank credit training programmes.

Mr. Ghose noted that together with the CDMS, CFITS is the next building block in the foundation of advanced proficiency in India's capital markets. "The two qualifications combine the extensive experience, skill, and knowledge of capital markets at NISM and Moody's Analytics with modern training technologies," he said.

### About Moody's Analytics

Moody's Analytics provides financial intelligence and analytical tools supporting our clients' growth, efficiency and risk management objectives. The combination of our unparalleled expertise in risk, expansive information resources, and innovative application of technology helps today's business leaders confidently navigate an evolving marketplace. We are recognized for our industry-leading solutions, comprising research, data, software and professional services, assembled to deliver a seamless customer experience. Thousands of organizations worldwide have made us their trusted partner because of our uncompromising commitment to quality, client service, and integrity.

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Moody's Analytics is a subsidiary of Moody's Corporation (NYSE: MCO). MCO reported revenue of \$4.2 billion in 2017, employs approximately 11,900 people worldwide and maintains a presence in 41 countries. Further information about Moody's Analytics is available at [www.moodysanalytics.com](http://www.moodysanalytics.com).

#### **About 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 is globally one of the largest financial market certifying institutions, issuing 22 certificates covering various critical market functions such as sales, advice, operations and compliance across financial market products such as equities, derivatives of equity, currency and interest rates, mutual funds and pensions.

More than 600,000 professionals have been certified by NISM. More than 150,000 market professionals take NISM certification examinations annually at 200+ test centres across India. NISM also provides continuing professional education training to more than 40,000 professionals a year across 100+ locations. Further information about NISM is available at <http://www.nism.ac.in/>.

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