

## **Report on**

### **Workshop on Business and Wealth Management**

QIS College of Engineering and Technology has organized entrepreneurship development program for ECE, EEE, CSE, Mech students

**Date** : 13.05.2017  
**Session Topic** : Workshop on Business and Wealth Management  
**Resource Persons** : 1. Dr.A.Adishesha Reddy,Professor  
2. Mr V. B. S.Srilatha Indira Dutt , Gitam University,Visakhapatnam

The head of the Institute presented presidential address to all the dignitaries and delegates in response to the welcome address by Dr. H. Hema Lakshmi, Professor. He emphasized the significance and purposes of organizing this program.

Dr. B. Srinivasa Rao said in his speech that the importance of business and wealth management. Mr.B. Sarath Simha, Associate Professor introduced the guest speakers.

Speakers discussed in detail about business and wealth management with their own style. To highlight, an average Indian investor invests roughly 85% of his investments into fixed deposit instruments which give him only 6-10% returns. An average Equity Mutual Fund investment has given 22% tax-free return for the last 10 years while Fixed Deposits has given only 8-10% during the tenure. World over smart people only buy Term insurance to protect themselves against any risk but in India most people end up buying endowment / ULIP plans and hence pay huge premiums yet remain underinsured. This Introduction to Wealth Management course provides a comprehensive introduction to the financial planning and wealth management space. You will learn what wealth management entails, the different client segments in the wealth management universe, and the career paths available within financial planning and wealth management. This course will introduce the skills that you need to succeed as a financial advisor or private banker and will walk you through the various planning services provided by wealth managers. Finally, you will step through the traditional and alternative asset classes accessible at the different levels of wealth management.

Mr. J. Jawahar Babu, Assistant Professor, MBA presented vote of Thanks.