



University of Mumbai

INTERNSHIP BASED REPORT WITH REFERENCE TO A.J TRADERS

[Stocks, Mutual funds, Mediclaims & Insurance Experts]

**A Project submitted to,
UNIVERSITY OF MUMBAI for partial completion of degree of
BACHELOR OF COMMERCE [ACCOUNTING AND FINANCE]
Under faculty of commerce.**

**Miss. Shruti Shashikant Parab ,
PRN NO.- 2021016401613462
THIRD YEAR BACHLEOR OF COMMERCE
[ACCOUNTING AND FINANCE]**

**UNDER GUIDANCE OF ,
ASST. PROF. Dr. KISHOR CHAUHAN,
JNAN VIKAS MANDAL'S
MOHANLAL RAICHAND MEHTA
COLLEGE OF COMMERCE.
AIROLI , NAVI MUMBAI – 400708**

FEBRUARY- 2024



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DECLARATION BY LEARNER

I the undersigned Miss. SHRUTI SHASHIKANT PARAB

declare that the work embodied in this project work INTERNSHIP BASED REPORT WITH AJ TRADERS here by, forms my own contribution to the research work carried out under the guidance of Asst. Prof Dr. KISHOR CHAUHAN is a result of my own research work and has not been previously submitted to any other University for any other Degree/ Diploma to this or any other University.

Wherever reference has been made to previous works of others, it has been clearly indicated as such and included in the bibliography.

I, here by further declare that all information of this document has been obtained and presented in accordance with academic rules and ethical conduct.

Miss.Shruti Shashikant Parab

Certified by

Name and signature of the Guiding Teacher

[ASST. PROF. DR. KISHOR CHAUHAN]



JNAN VIKAS MANDAL'S
MOHANLAL RAICHAND MEHTA
COLLEGE OF COMMERCE.
AIROLI , NAVI MUMBAI – 400708

CERTIFICATE

This is to certify that Miss. SHRUTI SHASHIKANT PARAB has worked and duly completed her Project Work for the degree of Bachelor in Commerce (Accounting & Finance) under the Faculty of Commerce in the subject of and her project is entitled, INTERNSHIP REPORT WITH AJ TRADERS under my supervision.

I further certify that the entire work has been done by the learner under my guidance and that no part of it has been submitted previously for any Degree or Diploma of any University.

It is her own work and facts reported by her personal findings and investigations

Seal of the College

Name and Signature of Guiding Teacher
[ASST. PROF. DR. KISHOR CHAUHAN]

Date of submission:

Jayawantt Shetty



AJ TRADERS

Stocks, Mutual Funds, Mediclaim and Insurance Experts

Date : 16-02-2024

Internship Completion Certificate

To Whom It May Concern

I, Mr. Jayawantt Shetty, proprietor of M/s. A J Traders, hereby certify that Ms Shruti S. Parab having address 1A/401, Rameshwar CHS Ltd., Gholainagar, Parsik, Kalwa (East), Thane – 400605 has successfully completed one month internship, as a part of her college studies, with our firm.

This certificate is issued at the request of Ms Shruti S. Parab

**Regards,
for A J Traders**



**(Jayawantt Shetty)
Date : 16-02-2024
Place : Kalwa, Thane**

**1/36, Virchand Niwas, A.D. Road, Near Sewri Market, Sewri West, Mumbai - 400015
Mobile : 9699332226 Email : jayawantshetty@gmail.com
AMFI ARN : 99347 Max Bupa Agent Code : MBHMUM0152253**

ACKNOWLEDGEMENT

To list who all have helped me is difficult because they are so numerous and the depth is so enormous

I would like to acknowledge the following as being idealistic channel's and fresh dimensions is the completion of this project

I would like to give my vote of thanks to AJ TRADERS for giving me internship opportunity in their organization.

I take this opportunity to thank the University of Mumbai for giving me the chance to do this project.

I would like to thank my I/C Principal, Dr. B.R. DESHPANDE for providing the necessary facilities required for completion of this project.

I take this opportunities to thank our Coordinator Asst. Prof . Dr. Kishor Chauhan for his moral support and guidance.

I would like to express my sincere gratitude towards my project guide Mr. Gajanan Parab whose guidance and care made the project successful

I would like to thank my College Library, for having providing various reference books and magazines related to my project.

Lastly, I would like to thank each and every person who directly or indirectly helped me in the completion of the project especially my Parents and Peers who supported me throughout my project.

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EXECUTIVE SUMMARY

The project gives a brief over view of the service profile. In order to function efficiently and effectively every organization has a functional department

It's important to divide departments so that the work can be divided into units and divisions.

The various departments of A.J. TRADERS are Human Resource, Finance, Marketing, etc.

This report provides an introduction to finance and insurance industry.

And about the services provided in the company, when the company coming to exist, who are the person reason for the establishment of the A.J. TRADERS and how they come step by step and where are the other branch of the company, about achievement and award and the area cover by the company and vision mission and quality policy etc.

The McKenzie's 7S frame work which explain Hard And Soft of the company like Strategy, Style, Structure, Staff, System, Skills and Shared value which are all tells about the communication system , nature, work flow and value .The study about the few essential of the AJ TRADERS Strength, Weakness, Opportunity ,Threats.

The company having the good strength as technology and the excellent clinical trials. And also about porters five force model which says the position of the company.

The financial analysis which show the financial level of the company and strength of the company.

And finally what experience I got in the company

CHAPTER 1-

INTRODUCTION

• INTRODUCTION ABOUT INTERNSHIP

An internship is a period of work experience offered by an organization for a limited period of time.

Once confined to medical graduates, the term is now used for a wide range of placements within businesses, non-profit organizations and government agencies.

They are typically undertaken by students and graduates looking to gain relevant skills and experience in a particular field.

Employers benefit from these placements because they often recruit employee from their best interns, who have known capabilities, thus saving time and money in the long run.

Internships are usually arranged by third-party organizations which recruit interns on behalf of industry groups. The system can be open to exploitation by unscrupulous employers.

Internships for professional careers are similar in some ways, but not as rigorous as apprenticeships for professions, trade, and vocational jobs.

The lack of standardization and oversight leaves the term "internship" open to broad interpretation.

Interns may be high school students, college and university students, or post-graduate adults.

These positions may be paid or unpaid and are temporary.

The internship programmes aims to provide our students the opportunity to consolidate.

Their heretical foundation through practical experience .

A major component of this experience is the formation of a professional attitude.

The students are expected to develop their personality and capacity to adapt to, and handle, challenging situations in the real business world.

Through the internship program, the students should be able to acquire transferable skills such as communication skills, interpersonal skills, and technical skills, teamwork skills ,management skills and problem-solving skills.

Last but not least, the students can explore their interest in future career development.

The internship program is designed to provide students engaged in a field experience with an opportunity to share their insights, to explore the links between students' academic preparation and their field work, and to assist participants in developing and carrying out the major research project which will serve to culminate their internship experience. Internships are individualized and tailored to the needs and interests of each student in the program.

As part of the internship experience, students are expected to take an active role in finding an appropriate internship for themselves. Many students pursue their own contacts however; information is available on locating internship sites.

PURPOSE OF INTERNSHIP

- To enrich class room learning through exposure to related on-the-job experience
- To assist in the determination of career goals.
- Learning organizational behaviour
- Gaining knowledge about actual work in company.

OBJECTIVES OF THE INTERNSHIP.

Primary Objective

The main objective of the study is to analyse the organization function of AJ TRADERS

Secondary Objectives

- To study about the structure and functioning of various departments.
- To understand how key business processes are carried out in the organization.
- To analyze the steps taken by organization to improve the productivity.
- To identify the key success factors
- To conduct a SWOT analysis of the organization.
- To have a clear picture about the organization.
- To study the organizational structure.
- To understand the extent of technology adoption in the organization for various functions / activities.

STUDY PLAN

The total time of organizational study was 30 days. The study starts by collecting data from the organization. Two consecutive days were spending in each department to observe the functioning and data collection. The data were collected for the head of each department and other personnel.

METHODS OF DATA COLLECTION

The success of a study largely depends on the kind of methodologies which was followed for collecting data. The validity of the study can be improved to a great extent if proper methodologies are followed. Since this organizational study was descriptive in nature, data was collected by both primary and secondary sources in the organization.

➤ PRIMARY DATA

Primary data refers to those data that was collected first hand directly from the sources by means of:

Observations

Structured or Semi Structured interviews with department heads

Discussing with employees of various levels of the organization.

➤ SECONDARY DATA

Secondary data refers to the data that was collected by others for some other purposes. They were collected by means of

Company's internal records

Catalogs

Publications

Journals

Official company website

All reference materials available during the period of study. The data collected by means of both primary and secondary sources were thoroughly analysed and evaluated to enhance its quality and clarity. This will help in making proper interpretations which will act as a guide throughout the study

IMPORTANCE OF THE STUDY

The study helps to know about the real working condition or the various challenges faced by the organisation. The study also helps to achieve a greater understanding on how each department in an work and coordinate together in order to achieve the organisational goal.

SCOPE OF THE STUDY

The study has been conducted at A.J.TRADERS during 15-01-2024 to 29-02-2024 . The study focuses on overall understanding of how the various departments in the organization functions like marketing, human resource, finance, information technology etc. The attainment of information about different departments helped to analyse the strengths, weaknesses, opportunities, and threats of the organization

LIMITATIONS OF THE STUDY

Some of the limitations that I had come across while pursuing the organizational study at A.J.TRADERS

Financial constraints were one of the major limitations.

Personal bias and prejudices might have affected the quality of information which was collected.

An in depth study about the organization was not possible due to the shortage of time..

The reliability of the data largely relies on the company's reports and catalogs.

The company has some limitations in terms of disclosing financial details; hence a thorough analysis on the financial performance of the company was not possible.

Personal bias and prejudices might have affected the quality of information which was collected

CHAPTER-2

COMPANY PROFILE

COMPANY PROFILE



ABOUT

A J Traders is a 9 years 3 months old Proprietorship Firm incorporated on 01- Nov-2014, having its registered office located at Room No.36, Virchand Nivas, Sewri West, First Floor, A.D. Road, Mumbai, Maharashtra.

The major activity of AJ Traders is Services, Sub-classified into Financial service activities except insurance and pension funding and is primarily engaged in the other financial service activities except insurance and pension funding activities.

A J Traders is classified as Micro enterprise in the financial year 2020-21. It has its unit situated at Mumbai, Maharashtra.

HISTORY AND GROWTH

Being a very small unit multitasking is required to be done by the limited staff employed. Proprietor, himself also does multitasking works and all staffs reports to him directly.

ORGANIZATION DETAILS

Name of the organization	A.J. TRADERS
Type of Enterprise	Micro 2020-21 (27-Aug-2021)
Organization Type	Proprietary
Date of Incorporation	01-Nov-2014
Major Activity	Services
Social Category	General
Date of Commencement of Production/Business	18-Nov-2014

NATIONAL INDUSTRY CERTIFICATION

NIC2DIGIT	Financial service activities, except insurance and pension funding
NIC4DIGIT	Other financial service activities, except insurance pension funding activities, i.e.
ACTIVITY	SERVICES

OWNERSHIP :

The entity is owned by Mr. Jayawant Shetty (Proprietor).

A well known business man providing services about financing.

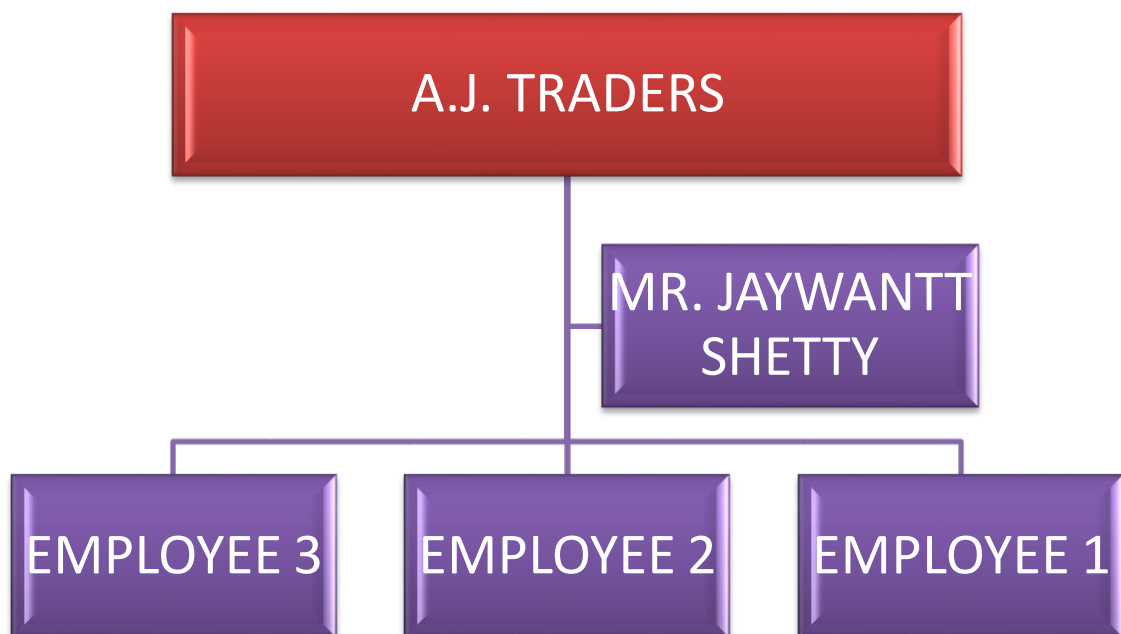
Mr. Shetty is a agent dealer registered on sharekhan

(A site for trading derivatives and stocks)

ORGANISATIONAL STRUCTURE

Being a very small unit multitasking is required to be done by the limited staff employed. Proprietor, himself also does multitasking works and all staffs reports to him directly.

HIERARCHY OF THE ORGANIZATION IS AS FOLLOWS



VISION AND MISSION

: Companies vision is to offer best possible financial services to its customers on the basis of their requirements.

To grow 5 percent of their existing business

COMPETITORS:

There is a healthy competitions in the field as many large, medium and small companies are involved in this business.

FUTURE EXPANSION

They are planning to expand the firm in such a place that common people can also know and visit the company and know about the financial services for there investment.

New office is started in kalva, thane to expand the healthy business in relatively remote location.

SWOT ANALYSIS (strengths, weaknesses, opportunities, and threats) :

Strengths : Very well experienced and hard working proprietor

Weaknesses : Being a small entity, limitation in expansion of business

Opportunities: There are huge opportunities in the line of business

Threats : Periodic changes in government policies like taxation and compliances are the major threats etc



CHAPTER -3

LITERATURE REVIEW

Chapter 3- LITERATURE REVIEW

➤ Savings

Savings form an important part of the economy of any nation, with the savings invested in various options available to the people, the money acts as the driver for growth of the country. Indian financial scene too presents a plethora of avenues to the investors. Though certainly not the best or deepest of markets in the world, it has reasonable options for an ordinary man to invest his savings. The money you earn is partly spent and the rest saved for meeting future expenses. Instead of keeping the savings idle you may like to use savings in order to get return on it in the future, this is called investment. Our needs to invest and earn return on your idle resources and generate sum of money for a specific goal in life and make a provision for an uncertain future. One of the important reason why people need to invest wisely is to meet the cost of inflation. Inflation is the rate at which the cost of living increases. The sooner one starts investing the better it is. By investing early you allow your investments more time to grow, whereby the concept of compounding increases your income by accumulating the principal and interest or dividend earned on it, year after year.

The three golden rules for all investors are

- Invest early
- Invest regularly
- Invest for long-term and not for short term

Objectives of the study

To understand all about different investment avenues available in India.

What are the various factors that are considered before investing.

To understand pros and cons of investment avenues.

Scope of the study

This project enables to have a better knowledge of investing options available in the market.

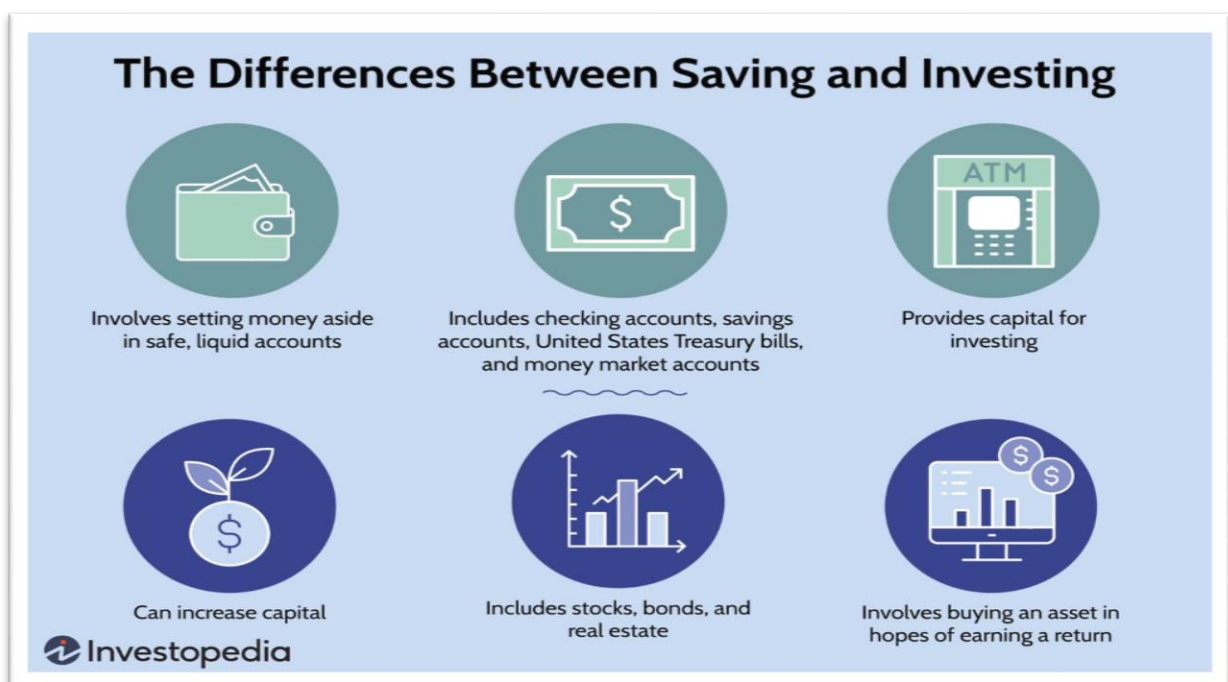
The project highlights some of the most important investing options available with the Indian investors. It gives an overview of pros and cons of investing in different avenues and also help in choosing best from them.

Investment

Investment is an activity that is engaged in by people who have savings, i.e. investments are made from savings, or in other words, people invest their savings. But all savers are not investors. Investment is an activity which is different from saving. It may mean many things to many persons. If one person has advanced some money to another, he may consider his loan as an investment. He expects to get back the money along with interest at a future date.

Another person may have purchased one kg of gold for the purpose of price appreciation and may consider it as an investment. Yet another person may purchase an insurance plan for the various benefits it promises in the future. That is his investment.

In all these cases it can be seen that investment involves employment of funds with the aim of achieving additional income or growth in values. The essential quality of an investment is that it involves waiting for a reward. Investment involves the commitment of resources which have been saved in the hope that some benefits will accrue in future. Thus investment may be defined as 'a commitment of funds made in the expectation of some positive rate of return'. Expectation of return is an essential element of investment. Since the return is expected to be realized in future, there is a possibility that the return actually realized is lower than the return expected to be realized. This possibility of variation in the actual return is known as investment risk.



CHARACTERISTICS OF INVESTMENTS

All investments are characterized by certain features. Let us analyze these characteristic features of investments.

- **Return**

All investments are characterized by the expectation of a return. In fact, investments are made with the primary objective of deriving a return. The return may be received in the form of yield plus capital appreciation.

The difference between the sale price and the purchase price is capital appreciation. The dividend or interest received from the investment is the yield. Different types of investments promise different rates of return. The return from an investment depends upon the nature of the investment, the maturity period and a host of other factors.

- **Risk**

Risk is inherent in any investment. This risk may relate to loss of capital, delay in repayment of capital, nonpayment of interest, or variability of returns. While some investments like government securities and bank deposits are almost risk-free, others are more risky.

The risk of an investment depends on the following factors.

- The longer the maturity period, the larger is the risk.
- The lower the credit worthiness of the borrower, the higher is the risk.
- The risk varies with the nature of investment.

- **Safety**

The safety of an investment implies the certainty of return of capital without loss of money or time.

Safety is another feature which an investor desires for his investments. Every investor expects to get back his capital on maturity without loss and without delay.

- **Liquidity**

An investment which is easily saleable or marketable without loss of money and without loss of time is said to possess liquidity. Some investments like company

deposits, bank

deposits, PO. Deposits, NSC, NSS etc. are not marketable. Some investment instruments like

preference shares and debentures are marketable, but there are no buyers

Financial Markets

Financial market is where financial securities like stocks and bonds and commodities like valuable metals are exchanged at efficient market prices.

Financial market can be domestic or international. It is hard to predict the nature of future financial markets, this evolution will depend on the involvement of young generations within the financial community

Financial markets are the centres or arrangements that provide facilities for buying and selling of financial claims and services. The corporations, financial institutions, individuals and governments trade in financial products in these markets either directly or through brokers and dealers on organised exchanges or off-exchanges. The participants on the demand and supply sides of these markets are financial institutions, agents, brokers, dealers, borrowers, lenders, savers and others who are interlinked by the laws, contracts, covenants and communication networks. Financial markets are sometimes classified as primary (direct) and secondary (indirect) markets. The primary markets dealing the new financial claims or new securities and, therefore, they are also known as new issue markets. On the other hand, secondary markets deal in securities already issued or existing or outstanding. The primary market mobilise savings and supply fresh additional capital to business units. Although secondary markets do not contribute directly to the supply of additional capital, they do so indirectly by rendering securities issued on the primary markets

liquid. Stock markets have both primary and secondary market segments. Very often financial markets are classified as money markets and capital markets, although there is essential difference between the two as both perform the same function of transferring resources to the producers. This conventional distinction is based on the differences in the period of maturity of financial assets issued in these markets. While money markets deal in the short-term claims (with a period of maturity of one year or less), capital market do so in the long-term (maturity period above one year) claims. Contrary to popular usage, the capital market is not only co-existence with the stock market; but it is also much wider than the stock market. Similarly, it is not always possible to include a given participant in either of the two (money and capital) markets alone. Commercial banks, for example, belong to both. While treasury bills market, call money market, and commercial bills markets are examples of money market, stock market and government bonds markets are examples of capital markets

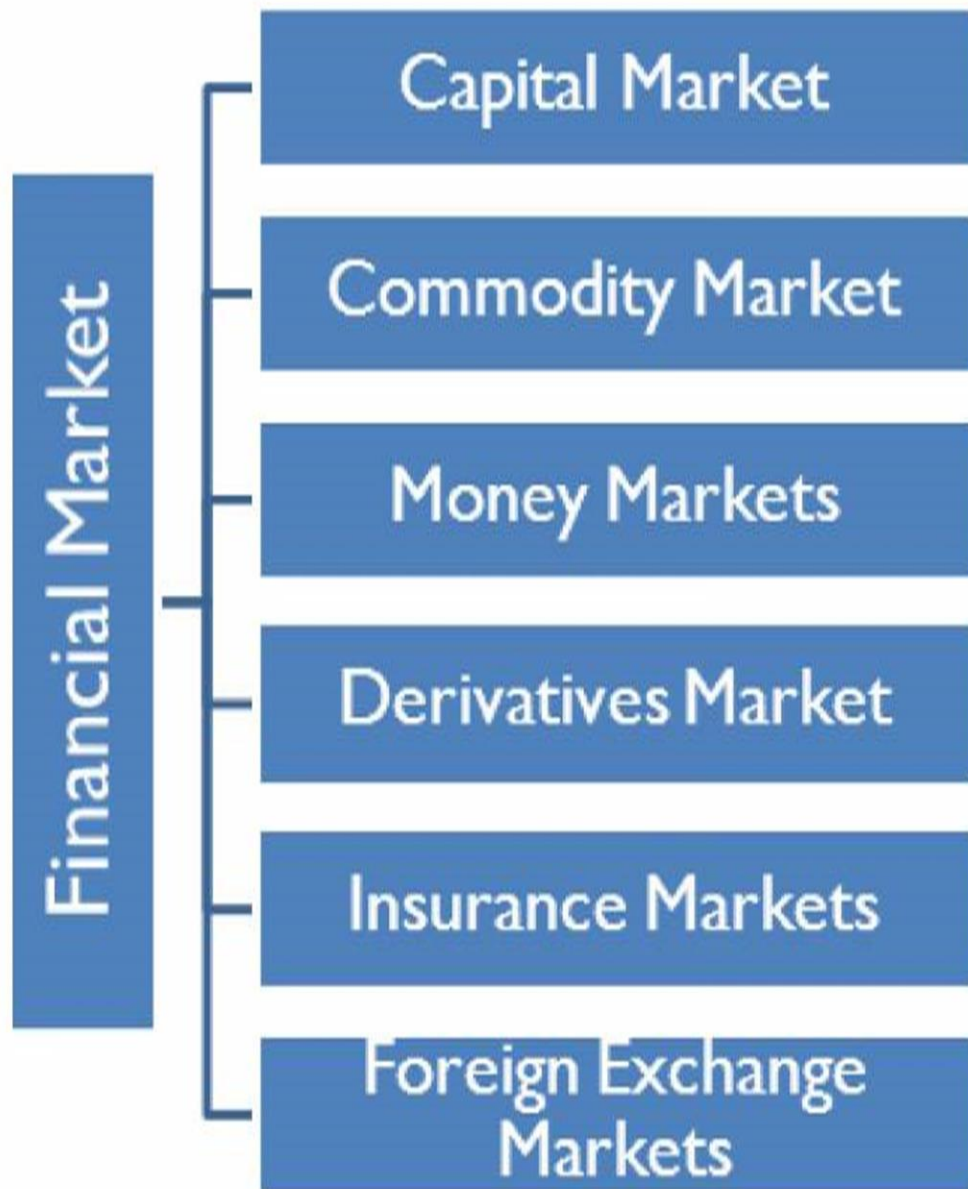
Keeping in view different purposes, financial markets have also been classified into the following categories :

- Organised and unorganised
- Formal and informal
- Official and parallel
- Domestic and foreign.

The financial transactions which take place outside the well-established exchanges or without systematic and orderly structure or arrangements constitute the unorganised markets. They generally refer to the markets in villages or rural areas, but they exist in urban areas also. Interbank money markets and most foreign exchange markets do not have organised exchanges. But they are not unorganised markets in the same way the rural markets are. The informal markets are said usually involve families and small groups of individuals lending and borrowing from each other. This description cannot be strictly applied to the foreign exchange markets, but they are also mostly informal markets

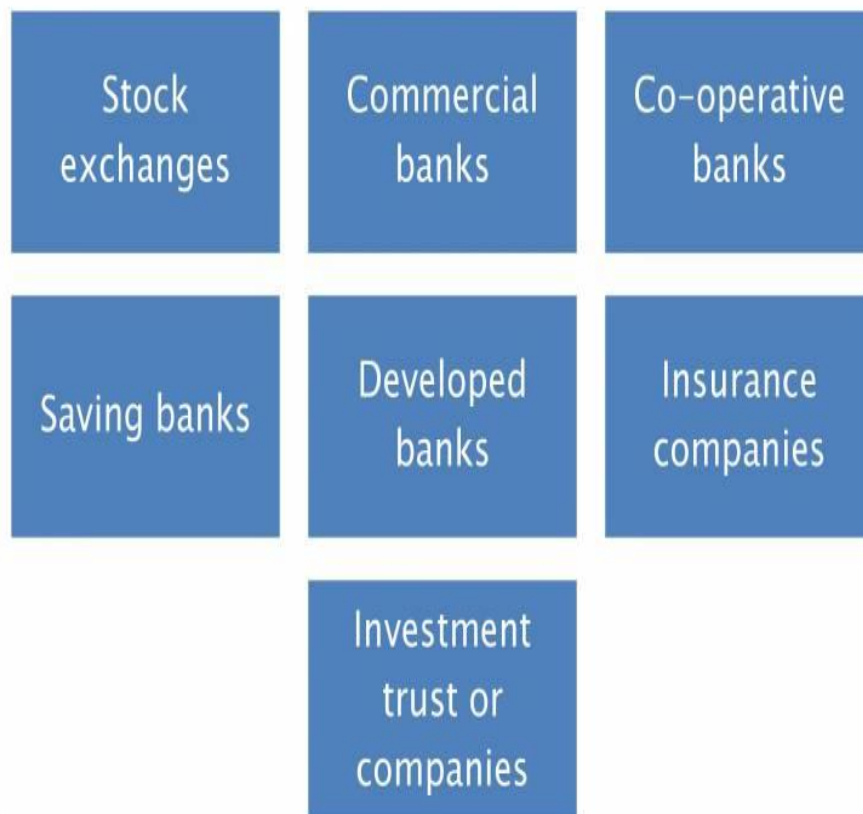


TYPES OF FINANCIAL MARKET



- **CAPITAL MARKET** – the market for long-term funds .However, also includes the market for short-term funds. For instance, capital market is the market for all the financial instruments, short-term and long-term ,as also commercial, industrial and government paper it consists of a number of individuals and institutions that canalize the supply and demand for long-term capital and claims on capital.

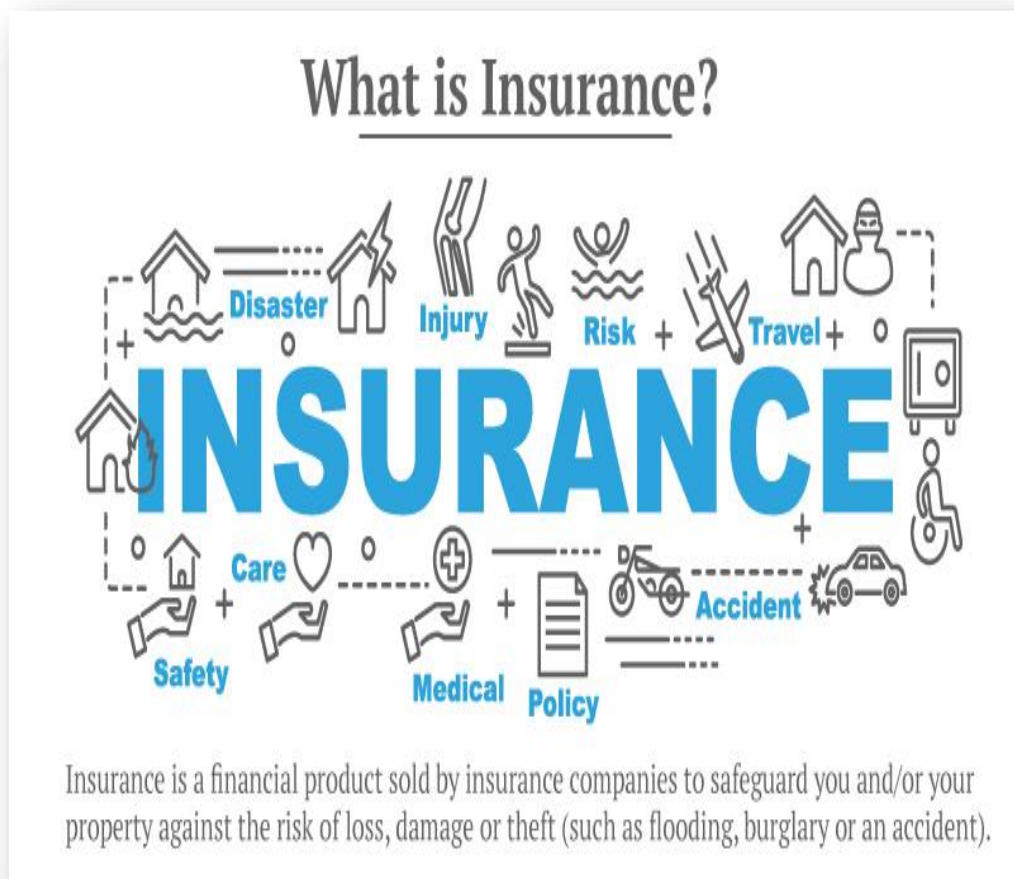
CONSTITUENTS OF CAPITAL MARKET



- **INSURANCE MARKETS**-Insurance market is simply the buying and selling of insurance. Insurance is the equitable transfer of the risk of a loss, from one entity to another in exchange for payment.

Risk which can be insured by private companies typically shares six common characteristics;

- Definite loss
- Accidental loss
- Large loss
- Affordable premium
- Calculable loss
- Limited risk of catastrophically large losses.



CHAPTER 4 - KEY ASPECTS HANDLED

KEY ASPECTS HANDLED

I did internship in AJ TRADERS as an assistant to proprietor and handled the clients on behalf of them. I was assigned with targets related to insurance clients and filing their details, updating them about their financial position in the specific sector in which they have invested. Keeping a watch on market structure as it constantly fluctuates.

In this internship I gained a lot of knowledge in the following sectors;

STOCKS

MUTUAL FUND

INSURANCE SECTOR

BRIEF SUMMARY OF THE ABOVE SECTORS ARE AS FOLLOWS:

STOCKS



Indian Stock Markets is one of the oldest in Asia. Its history dates back to nearly 200 years ago.

The earliest records of security dealings in India are meagre and obscure.

The East India Company was the dominant institution in those days and business in its loan securities used to be transacted towards the close of the eighteenth century

By 1830's business on corporate stocks and shares in Bank and Cotton presses took place in Bombay. Though the trading list was broader in 1839, there were only half a dozen brokers recognized by banks and merchants during 1840 and 1850. The 1850's witnessed a rapid development of commercial enterprise and brokerage business attracted many men into the field and by 1860 the number of brokers increased into 60.

In 1860-61 the American Civil War broke out and cotton supply from United States to Europe was stopped; thus, the '**Share Mania**' in India began. The number of brokers increased to about 200 to 250. At the end of the American Civil War, the brokers who thrived out of Civil War in 1874, found a place in a street (now appropriately called as Dalal Street) where they would conveniently assemble and transact business. In 1887, they formally established in Bombay, the

"Native Share and Stock Brokers' Association", which is alternatively known as **"The Stock Exchange"**

. In 1895, the Stock Exchange acquired a premise in the same street and it was inaugurated in 1899. Thus, the Stock Exchange at Bombay was consolidated.

The Indian stock market has been assigned an important place in financing the Indian corporate sector. The principal functions of the stock markets are:

- Enabling mobilizing resources for investment directly from the investors
- Providing liquidity for the investors and monitoring
- Disciplining company management.

The two major stock exchanges in India are:

- **National Stock Exchange (NSE)**
- **Bombay Stock Exchange (BSE)**

National Stock Exchange



With the liberalization of the Indian economy, it was found inevitable to lift the Indian stockmarket trading system on par with the international standards. On the basis of therecommendations of high powered Pherwani Committee.The National Stock Exchange was incorporated in 1992 by Industrial Development Bank ofIndia, Industrial Credit and Investment Corporation of India, Industrial Finance Corporationof India, all Insurance Corporations, selected commercial banks and others

The National Stock Exchange(NSE) is India's leading stock exchange covering variouscities and towns across the country. NSE was set up by leading institutions to provide amodern, fully automated screen-based trading system with national reach. The Exchangehas brought about unparalleled transparency, speed & efficiency, safety and marketintegrity. It has set up facilities that serve as a model for the securities industry in terms of**Systems ,Practices AndProcedures**

Trading at NSE can be classified under two broad categories:

- **Wholesale debt market**
- **Capital market**

Wholesale debt market operations are similar to money market operations – institutionand corporate bodies enter into high value transactions in financial instruments such asgovernment securities, treasury bills, public sector unit bonds, commercial paper, certificateof deposit, etc.

Capital market: A market where debt or equity securitiesare traded. Recognized members of NSE are called trading members who trade on behalf of themselvesand their clients. Participants include trading members and large players like banks who takedirect settlement responsibility.Trading at NSE takes place through a fully automated screen-based trading mechanismwhich adopts the principle of an order-driven market.

NSE has several advantages over the traditional trading exchanges. They are as follows:

- NSE brings an integrated stock market trading network across the nation.
- Investors can trade at the same price from anywhere in the country since inter-market operations are streamlined coupled with the countrywide access to the securities.
- Delays in communication, late payments and the malpractice's prevailing in the traditional trading mechanism can be done away with greater operational efficiency and informational transparency in the stock market operations, with the support of total computerized network

Bombay Stock Exchange



The Bombay Stock Exchange is one of the oldest stock exchanges in Asia. It was established as

"**The Native Share & Stock Brokers Association**" in 1875. It is the first stock exchange in the country to obtain permanent recognition in 1956 from the Government of India under the Securities Contracts (Regulation) Act, 1956.

The Exchange's pivotal and preminent role in the development of the Indian capital market is widely recognized and its index, **SENSEX** is tracked worldwide.

SENSEX

The Stock Exchange, Mumbai (BSE) in 1986 came out with a stock index that subsequently became the barometer of the Indian stock market. SENSEX is not only scientifically designed but also based on globally accepted construction and review methodology. First compiled in 1986,

SENSEX is a basket of 30 constituent stocks representing a sample of large, liquid and representative companies. The base year of SENSEX is 1978-79 and the base value is 100. The index is widely reported in both domestic and international markets through print as well as electronic media

The launch of SENSEX in 1986 was later followed up in January 1989 by introduction of BSE National Index (Base: 1983-84 = 100). It comprised of 100 stocks listed at five major stock exchanges. The values of all BSE indices are updated every 15 seconds during the market hours and displayed through the BOLT system, BSE website and news wire agencies. All BSE- indices are reviewed periodically by the “index committee” of the exchange.

OVERVIEW OF THE REGULATORY FRAMEWORK OF THE CAPITAL MARKET IN INDIA

India has a financial system that is regulated by independent regulators in the sectors of banking, insurance, capital markets and various service sectors. The Indian Financial system is regulated by two governing agencies under the Ministry of Finance. They are

1. Reserve Bank of India

The RBI was set up in 1935 and is the central bank of India. It regulates the financial and banking system. It formulates monetary policies and prescribes exchange control norms.

2. The Securities Exchange Board of India

The Government of India constituted SEBI on April 12, 1988, as a non-statutory body to promote orderly and healthy development of the securities market and to provide investor protection

3. Department of Economic Affairs

The capital markets division of the Department of Economic Affairs regulates capital markets and securities transaction

The capital markets division has been entrusted with the responsibility of assisting the Government in framing suitable policies for the orderly growth and development of these securities markets with the SEBI, RBI and other agencies.

It is also responsible for the functioning of the Unit Trust of India (UTI) and Securities and Exchange Board of India (SEBI).

The principal aspects that are dealt with the capital market division are:

- Policy matters relating to the securities market
- Policy matters relating to the regulation and development and investor protection of the securities market and the debt market.
- Organizational and operational matters relating to SEBI.

Techniques and Instruments for Trading

The various techniques that are available in the hands of a client are:

1. Delivery
2. Intraday
3. Future
4. Forwards
5. Options
6. swaps

➤ **Basic Requirement for doing Trading**

Trading requires Opening a De-mat account. De-mat refers to a dematerialized account.

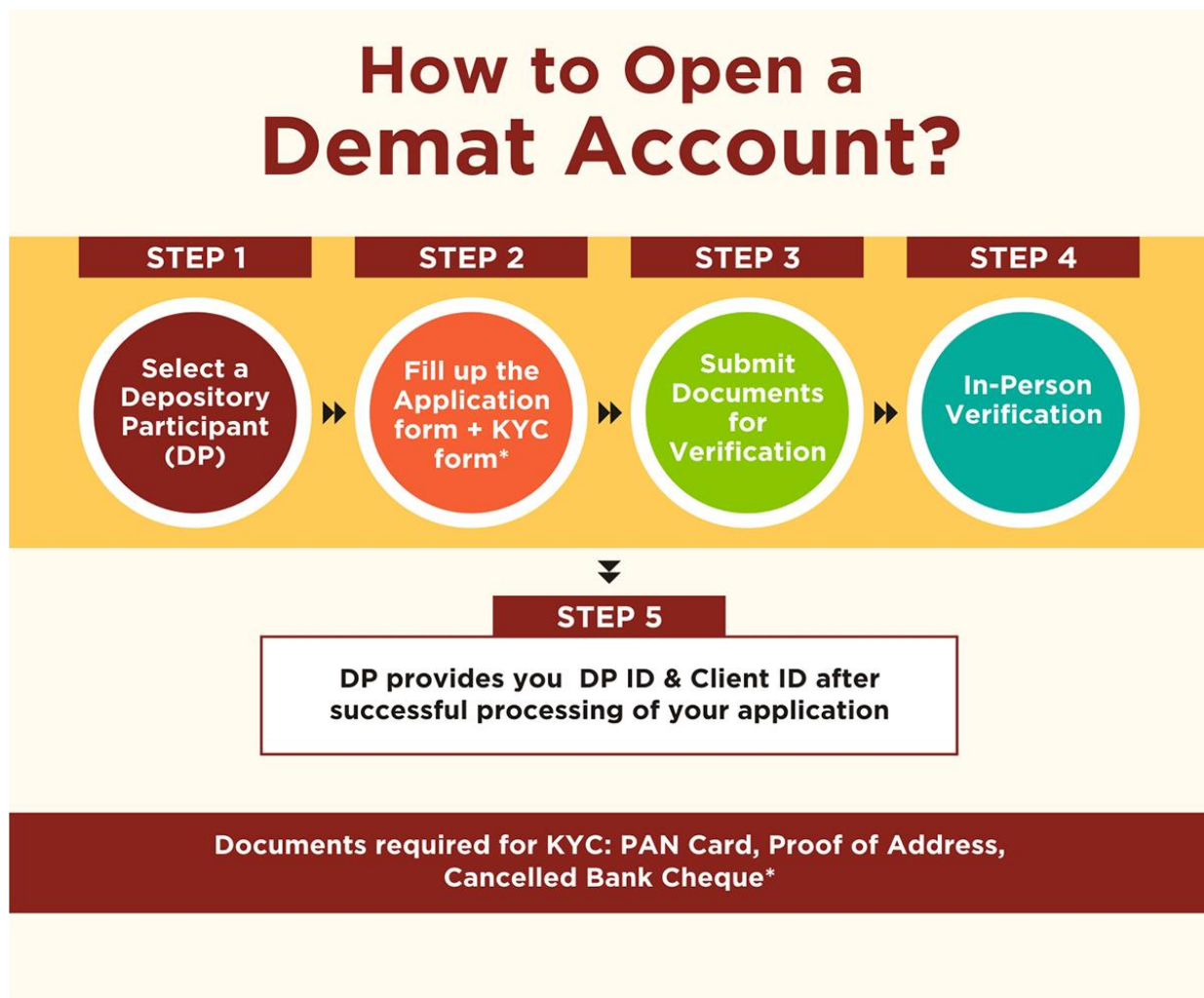
You need to open a De-mat account if you want to buy or sell stocks. So it is just like a bank account where actual money is replaced by shares.

We need to approach the Depository Participants (DP, they are like bank branches), to open De-mat account.

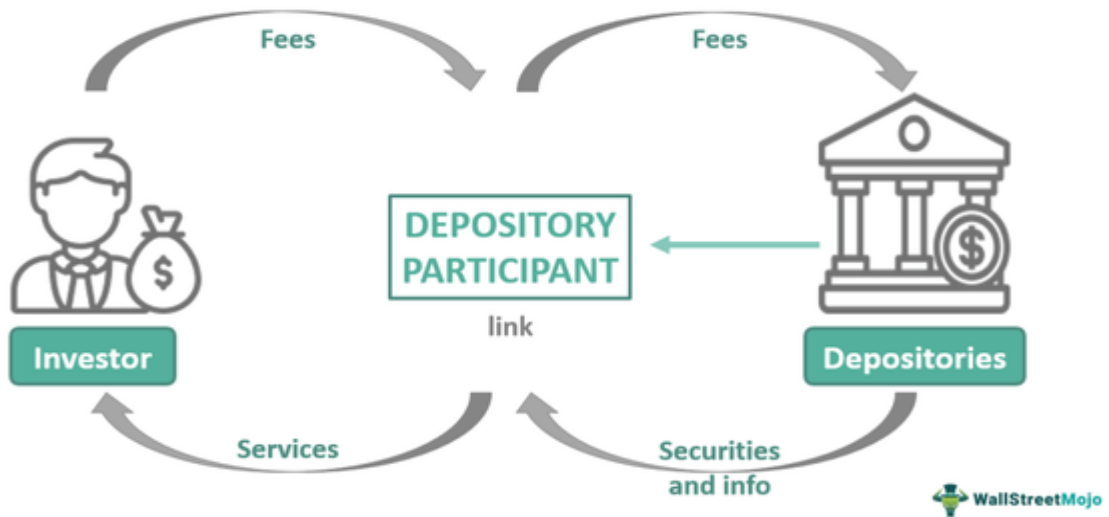
Adespository is a place where the stocks of investors are held in electronic form.

The depository has agents who are called **depository participants** (DPs). Think of it like a bank.

The head office where all the technology rests and details of all accounts held is like the depository. And the DPs are the branches that cater to individuals



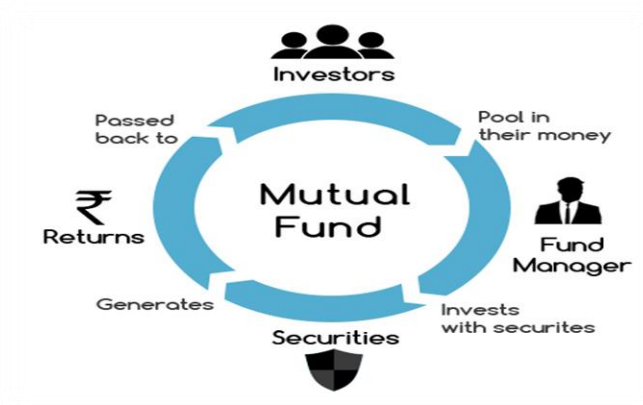
Depository Participant Meaning



CONCLUSION

In order to understand equity investment properly, it is necessary to see the technical and fundamental analysis. The technical analysis of equity investment is primarily the study of price history of the shares and stock market. A fundamental analysis of equity investment involves the study of all available information that is relevant to the share market in order to predict the future trends of the stock market. The annual reports, industry data and study of the economic and financial environment are also included in the fundamental information of equity investment.

MUTUAL FUNDS



These are funds operated by an investment company which raises money from the public and invests in a group of assets (shares, debentures etc.), in accordance with a stated set of objectives. It is a substitute for those who are unable to invest directly in equities or debt because of resource, time or knowledge constraints. Benefits include professional money management, buying in small amounts and diversification.

Mutual fund units are issued and redeemed by the **Fund Management Company** based on the fund's net asset value (NAV), which is determined at the end of each trading session. NAV is calculated as the value of all the shares held by the fund, minus expenses, divided by the number of units issued. Mutual funds or other forms of pooled investment measures are equities held by private individuals but managed and governed by prominent management firms. These types of financial holdings allow individual investors to diversify their holdings and avoid potential loss.

The prime advantage in investing in a pooled fund is that it gives the individual access to professional advice through the fund manager. The major disadvantages involved are that the investors must pay a fee to the fund managers and that the diversification of the fund may not be appropriate for all investor.

In those cases, the investors may over-diversify by holding several funds, thus reducing the risk. A mutual fund could simply be described as a financial medium used by a group of investors to increase their money with a predetermined investment. The responsibility for investing the pooled money into specific investment channels lies with the fund manager of said mutual fund.

Therefore investment in a mutual fund means that the investor has bought the shares of the mutual fund and has become a shareholder of that fund. Diversification of investment Investors are able to

purchase securities with much lower trading costs by pooling money together in a mutual fund rather than try to do it on their own. However the biggest advantage that mutual funds offer is diversification which allows the investor to spread out his money across a wide spectrum of investments

INSURANCE

The insurance industry in India is at the crossroads of development. For any country and its economic development, having a well-developed insurance sector that is evolving is definitely a boon. And, if you are wondering what must be the reason for this, then the answer lies in the fact that this sector provides some long-term funds for the development of the country's infrastructure as well as strengthening the risk-taking ability of the country. In India, the rapid rate at which economic growth has occurred in the past decade is a very significant development, when you even look at it in terms of the global economic scenario. Insurance industry in India has seen a major growth in the last decade along with an introduction of a huge number of advanced products. This has led to a tough competition with a positive and healthy outcome. Insurance sector in India plays a dynamic role in the wellbeing of its economy. It substantially increases the opportunities for savings amongst the individuals, safeguards their future and helps the insurance sector form a massive pool of funds. With the help of these funds, the insurance sector highly contributes to the capital markets, thereby increasing large infrastructure developments in India. The Indian Insurance Sector is basically divided into two categories – Life Insurance and Non-life Insurance. The Non-life Insurance sector is also termed as General Insurance. Both the Life Insurance and the Non-life Insurance is governed by the IRDAI (Insurance Regulatory and Development Authority of India). The role of IRDAI is to thoroughly monitor the entire insurance sector in India and also act like a custodian of all the insurance consumer rights. This is the reason all the insurers have to abide by the rules and regulations of the IRDAI. The Insurance sector in India consists of total 57 insurance companies.

Out of which 24 companies are the life insurance providers and the remaining 33 are non-life insurers. Out of which there are seven public sector companies. Life insurance companies offer coverage to the life of the individuals, whereas the non-life insurance companies offer coverage with our day-to-day living like travel, health, our car and bikes, and home insurance. Not only this, but the non-life insurance companies provide coverage for our industrial equipment's as well. Crop insurance for our farmers, gadget insurance for mobiles, pet insurance etc. Are some more insurance products being made available by the general insurance companies in India. The life insurance companies have gained an investment prospectus in the recent times with an idea of providing insurance along with a growth of your savings. But, the general insurance companies remain reluctant to offer pure risk cover to the individuals.

THE PAST OF INSURANCE SECTOR IN INDIA

In the history of the Indian insurance sector, a decade back LIC was the only life insurance provider. Other public sector companies like the National Insurance, United India Insurance, Oriental Insurance and New India Assurance provided non-life insurance or say general insurance in India. However, with the introduction of new private sector companies, the insurance sector in India gained a momentum in the year 2000. Currently, 24 life insurance companies and 30 non-life insurance companies have been aggressive enough to rule the insurance sector in India. But, there are yet many more insurers who are awaiting for IRDAI approvals to start both life insurance and non-life insurance sectors in India.

THE PRESENT OF INSURANCE SECTOR IN INDIA

So far as the industry goes, LIC, New India, National Insurance, United insurance and Oriental are the only government ruled entity that stands high both in the market share as well as their contribution to the Insurance sector in India. There are two specialized insurers – Agriculture Insurance Company Ltd catering to Crop Insurance and Export Credit Guarantee of India catering to Credit Insurance. Whereas, others are the private insurers (both life and general) who have done a joint venture with foreign insurance companies to start their insurance businesses in India.

THE FUTURE OF INSURANCE SECTOR IN INDIA

Though LIC continues to dominate the Insurance sector in India, the introduction of the new private insurers will see a vibrant expansion and growth of both life and non-life sectors in 2017. The demands for new insurance policies with pocket-friendly premiums are sky high. Since the domestic economy cannot grow drastically, the insurance sector in India is controlled for a strong growth. With the increase in income and exponential growth of purchasing power as well as household savings, the insurance sector in India would introduce emerging trends like product innovation, multi-distribution, better claims management and regulatory trends in the Indian market. In India, the insurance industry is as longstanding as the banking industry. But over the past fifteen years, there has been a sea change in the business expansion of the insurance sector. The IRDAI (Insurance Regulatory and Development Authority of India) was established in the year 2000, which opened this sector to private enterprises and allowing Indian companies to partner with foreign establishments. This act has redefined the insurance sector in India making

insurance available at reasonable costs. The insurance industry in India has around 57 insurance companies.

Among these, 24 are in the life insurance business and the rest are non-life insurers. The Life Insurance Corporation (LIC) is sole public sector company in the life insurance business sector. The non-life insurance companies have policies exclusively in personal accident, health, travel insurance segments etc. A few of these companies include Apollo Munich Health Insurance Company Ltd, Star Health, and Allied Insurance Company Ltd, Cigna TTK Health Insurance Company Ltd. Etc. The Export Credit Guarantee Corporation of India for Credit Insurance and Agriculture Insurance Company Ltd for crop insurance belong to the public sector.

Insurance has had a very positive impact on India's economic development. The sector is gradually increasing its contribution to the country's GDP. In addition, insurance is driving the infrastructure sector by increasing investments each year. Further, insurance has boosted the employment scenario in India by providing direct as well as indirect employment opportunities. Due to the healthy performance of the Indian economy, the share of life insurance premiums in the gross domestic savings (GDS) of the households sector has increased. The increased contribution of the insurance industry from the household GDS has been ploughed back into the economy, generating higher growth. 1. Contribution of insurance to infrastructure generally, countries with strong insurance industries have a robust infrastructure and strong capital formation. Insurance generates long-term capital, which is required to build infrastructure projects that have a long gestation period. Concurrently, insurance protects individuals and businesses from sudden unfavourable events. A well developed and evolved insurance sector is needed for economic development as it provides long-term funds for infrastructure development and simultaneously strengthens the risk taking ability. Contribution of insurance to FDI The importance of FDI in the development of a capital deficient country such as India cannot be undermined.

This is where the high-growth sectors of an economy play an important role by attracting substantial foreign investments. It is difficult to estimate, but an equal amount of additional foreign investment, can roughly flow into the sector if the government increases the FDI limit from 26% to 49%. The insurance sector, by virtue of attracting long-term funds, is best placed to channelize long-term funds toward the productive sectors of the economy. Therefore, the growth in their premium collections is expected to translate into higher investments in other key sectors of the economy. Therefore, the liberalization of FDI norms for insurance would not only benefit the sector, but several other critical sectors of the economy

Contribution of insurance to employment Insurance helps create both direct and indirect employment in the economy. Alongside regular jobs in insurance, there is always demand for arrange of associated professionals such as brokers, insurance advisors, agents, underwriters, claims managers and actuaries. The increasing insurance business has increased the demand for highly skilled professionals as well as semiskilled and unskilled people. Insurance Contributes Positively to Economic Growth the deepening of insurance markets makes positive contribution to economic growth. While life insurance is causally linked to growth only in higher income economies, nonlife insurance makes a positive contribution in both developing and higher income economies. Some research suggests that the positive contribution of life insurance to growth is primarily through the channel of financial intermediation and long term investments.

Conclusion

The IRDA in insurance industry in India has taken impressive measures in recent years and has recorded phenomenal growth complemented by country's improving economic growth. The Indian insurance is gaining in size and is in par with the Asian markets. The business of insurance is related to the protection of the economic values of assets of the policy holders. The number of new policies issued by the life insurer in accordance with IRDA is an index of growth of life insurer. The IRDA is looking at making insurance policies more investor-friendly by introducing tax exemption on insurance policies.

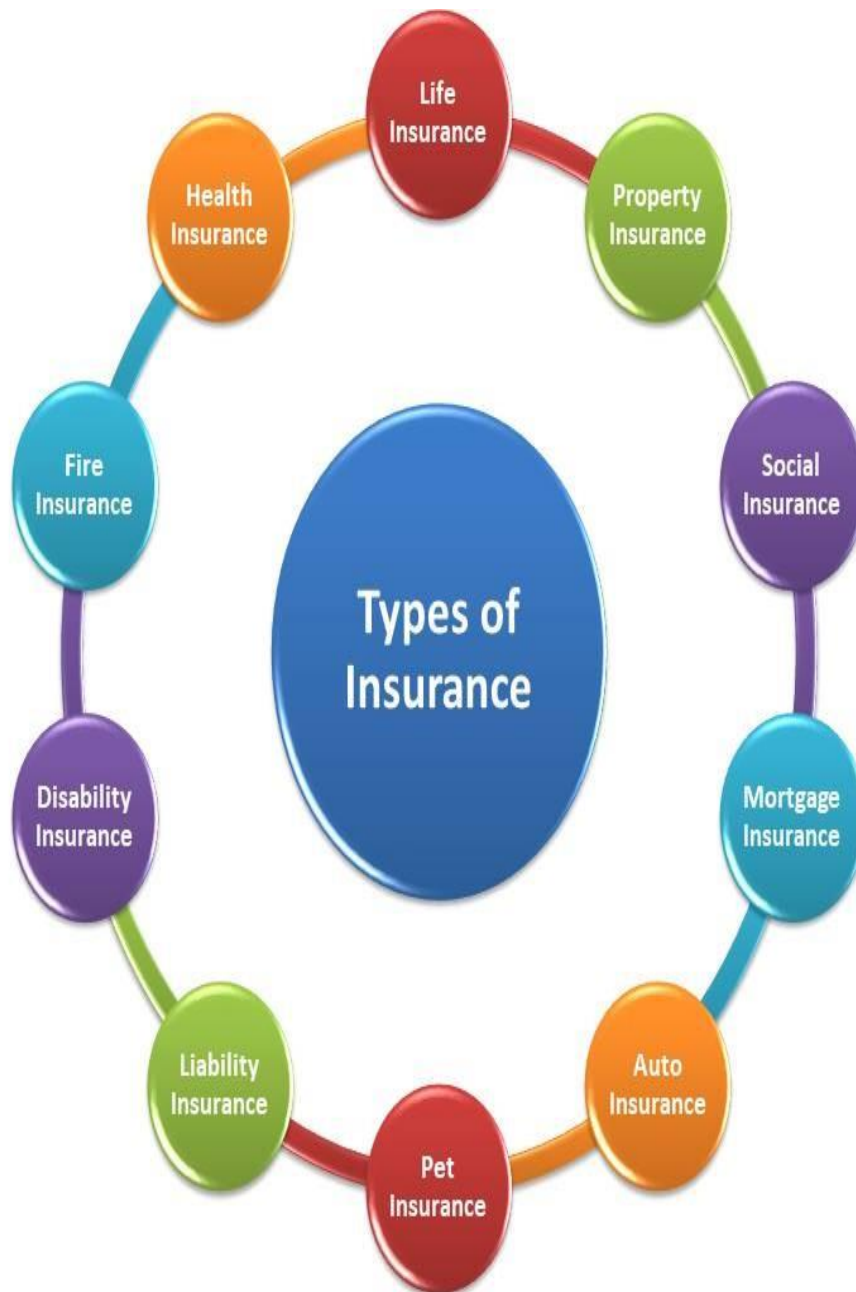


Insurance Regulatory and Development Authority of India



Types of Insurance

Types – General insurance plans are one of the types of policies that provide coverage in the form of sum assured against damages besides the policyholder's demise. In general, general insurance refers to a variety of insurance plans that provide financial protection against losses caused as a result of liabilities such as a bike, automobile, house, or health. The following are examples of several types of general insurance policies :



Health insurance



It is a form of insurance policy that covers the costs of medical treatment. Health insurance policies either cover or repay the cost of treatment for any included disease or injury. Various forms of health insurance cover a wide range of medical bills It typically provides defence against :

- Inpatient care
- Critical illness treatment
- Post-hospitalization medical bills
- Procedures for day-care.

A few types of health insurance policies also cover resident care and pre-hospitalization costs. The following are some of the several types of health insurance policies available in India :

Individual Health Insurance -Provides coverage to a single person

1. Family Floater Insurance This type of insurance allows your complete . family to be covered under one policy, which often includes the husband, wife, and two children.
2. Critical Illness Coverage A sort of health insurance that covers a variety of life-threatening illnesses such as stroke, heart attack, renal failure, cancer, and other comparable conditions. When a policyholder is diagnosed with a serious illness, they get a lump sum payment.
3. Senior Citizen Health Insurance: These insurance policies are designed for people over the age of 60
4. Group Health Insurance This is a type of insurance that a business provides to its employees.

Automobile Insurance



Motor insurances are forms of insurance that provide financial help in the event that your automobile is involved in a crash. In India, there are several types of motor insurance coverage available, including :

1) Car Insurance

This plan covers privately owned four-wheelers. There are two kinds of automobile insurance plans: third-party insurance and extended coverage policies.

2) Bike Insurance

These are forms of automobile insurance that protect privately-owned two-wheelers in the event of an accident.

3) Commercial Vehicle Insurance :

A sort of automobile insurance that covers any vehicle utilized for commercial purposes.

Homeowners' Insurance



A homeowner's insurance, as the name implies, provides full coverage for the belongings and infrastructure of your property against physical destruction or damage. In other words, house insurance protects you from both natural and man-made disasters such as fire, earthquake, tornado, burglary, and robbery. The following are examples of several types of house insurance policies :

- Home Building Insurance-
Serves to protect the house's foundation from destruction in the event of a disaster.
- Public Liability Coverage-
Protects the insured residential property from any harm caused by a visitor or third-party while on the premises
- Standard Fire and Special Perils Policy-
Protection against fires, natural disasters (e.g., earthquakes, landslides, and storms, and floods), and anti-social human-caused activities (e.g., strikes, and riots)

Life insurance



Life insurance policies provide protection against unforeseen circumstances such as the policyholder's death or incapacity. Aside from providing financial security, many types of life insurance plans enable policyholders to optimize their savings by making recurring payments to various equity and debt fund alternatives.

You may get a life insurance policy to protect your family's financial future against the ups and downs of life. The insurance coverage includes a substantial sum that will be paid to your loved ones if something occurs to you. Based on your financial needs, you may pick the length of the life insurance policy, the amount of coverage, and the payment choice.

The following are the many types of life insurance policies :

- Term Life Insurance
- Unit-Linked Insurance Plans
- Whole Life Insurance
- Endowment Plans
- Child Plan for Educations
- Retirement Plans

CHAPTER 5 - LEARNING AND CONCLUSION

BEHAVIOURAL LEARNING FROM ORGANIZATION

- **COMMUNICATION**

Good communication consists of many other different sub-skills, from suitable patterns of body language and eye contact with the ability to write clear and accurate reports. Accurate listening and the ability to follow instructions are especially important but are often ignored or taken for granted. Many people simply do not pay close attention to what others say or write and do not ask follow-up questions to check their understanding. As a result, individuals act on their own. Inaccurate assumptions and create inefficiencies and frustrations at work. Communication training will help them overcome these challenges.

- **GOAL SETTING AND PLANNING**

Anybody can wish for something to happen, but to accomplish anything one must plan which surprisingly few people know how to do. Planning requires setting concrete goals, identifying workable action steps, and making a commitment to see the plan through. Even setting the primary goal can be difficult when multiple issues are competing for attention. Effective planning requires arranging problems by importance and delegation. It is impossible to do everything at once, but if one focuses on the most important tasks and ask for help, then can accomplish a lot.

- **SELF-IMPROVEMENT**

Life in the workplace should not enforce stagnation, there should be a constant need or desire for improvement. Satisfaction leads to a perception of repetition, which is the essential of a job perceived as unchallenging. Employees should improve to avoid both the frustration of inexperience and contentment with their work

People always have room to grow, and advance behavioural skills are always welcomed. At the upper end, one can give your workers the tools and mind-set to aim for improvement by observing their behaviour, work habits, and production. Self-improvement training will help provide feedback and criticisms that they can use to benefit their next assignments. An essential part of promoting improvement is to communicate to the employees that failure.

5 BEST PRACTICES OBSERVED IN THE ORGANIZATION

1. There is no racism on the basis of any caste, creed, colour or gender. Everyone is treated same thus making it easy to co-ordinate with each other and to share views and ideas with each other. The mentors as well as the colleagues are always ready to sort out any problem that the interns could not resolve on their own.
2. Everyone is disciplined and dedicated towards their job, thus provides motivation to do our jobs perfectly and to learn and grab as much as we can. The perfect competitive environment always motivates us to excel in our job responsibility and to perform better than we are performing
3. The working environment is lenient in the organization Neither the employees are overburdened by the work given. Neither they nor the proprietor force them to work for extra time. All the work/targets are completed by the employees in the provided time frame
4. The employees are always energetic and ready to do work, they don't waste their time They always strive for excellence with effectiveness and efficiency in their work. Even if the proprietor is not a tat the office they don't skip work hours
5. The proprietor is really good at customer handling, he is always too humble towards the clients even though if the clients are in bad mood or tempered, he never loses his temper and handles them greet fully. He never abuses his employees even if they make silly mistakes, and corrects their mistakes by smiling and sarcastically commenting on it so the employees don't feel down and eventually improve themselves.

LIMITATIONS

- Less number of staff members
- Developments in technology are changing this marketA.J. TRADERS. Needs to adopt new technology and adapt to the changed market realities
- Change in government policies and procedures may act as threat for company.
- A small change in focus of large competitor might wipe out any market position achieved

A.J. TRADERS has many competitors. Under certain circumstances stiff competition can threaten margins and hence the survival of the firm

CONCLUSION - In conclusion, my internship project at A.J. Traders has provided me with invaluable insights into the dynamic world of trading. Through meticulous analysis, strategic planning, and collaboration with experienced professionals, I've gained a deeper understanding of market trends, risk management strategies, and the importance of adaptability in a fast-paced environment. Moreover, by actively contributing to real-world projects, I've honed my skills in data analysis, decision-making, and communication. This experience has not only enhanced my academic knowledge but also equipped me with practical skills that will be invaluable as I embark on my future career in the trading industry. I'm grateful for the opportunity to have been part of A.J. Traders and look forward to applying the lessons learned and relationships built during my internship journey

This page serves as a comprehensive list of sources utilized throughout the project, providing readers with access to the various online platforms and materials consulted during the research and development process. From scholarly articles on Scribd to informative videos on YouTube, the sources included here represent a diverse range of content that has contributed to the project's foundation and exploration of ideas. Each reference is formatted according to established citation guidelines, ensuring clarity and accessibility for readers seeking further information. Dive into the references below to explore the wealth of knowledge and insights that have shaped my Project .

- Links to the sites I referred for completing this project :-

1. <https://www.scribd.com>
2. <https://www.google.com>
3. <https://www.youtube.com>
4. <https://www.wikipedia.org>