



Bachelor of Economics  
**THAMMASAT UNIVERSITY**

## **FN 211 Financial Markets**

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# **Special Topic: Career in Finance**

*Win Phromphaet, CFA*

# My background

- During BE years:
  - Exchange student at RMIT and University of Sydney
  - Japan Airlines Scholarship to study at Sophia University
- Graduate level:
  - MBA at Rotterdam School of Management, Erasmus University (Royal Thai Govt. Scholarship)
  - Exchange student at University of North Carolina at Chapel Hill
- Chartered Financial Analyst



The University of Sydney  
Australia



THE UNIVERSITY  
of NORTH CAROLINA  
at CHAPEL HILL

# Today's Outline

- ⌘ Getting a Scholarship
- ⌘ Choosing a Graduate Program
- ⌘ Achieving CFA designation
- ⌘ Tips for Job Application

# Getting a Scholarship

## The Royal Thai Government Scholarship

- You will need to
  - Have GPA of no less than 3.00
  - Pass the English Proficiency Test
  - Pass the General Attitude Test
- The short-listed candidates will be interviewed by at least 3 representatives from...
  - the OCSC
  - government department that you will work for
  - a university professor

# Getting a Scholarship

## Qualifications of the scholars

- Good academic background
- Record of extracurricular activities
- Maturity
- Ability to live and study abroad
- Good attitude towards being a government officer
- Good knowledge about the selected field of study and the chosen department

# Getting a Scholarship

## ● Pros:

- enjoy 1-2 years of study abroad plus travel, with no worries about expenses.
  - *Note that you need 5m Baht for a Harvard MBA!*
- a secure, lifetime employment plus very good pension –
  - *when you retire, you will get at least 20,000 – 30,000 Baht monthly pension + free medical care for life!*
- Your chance of being on a ‘fast track’

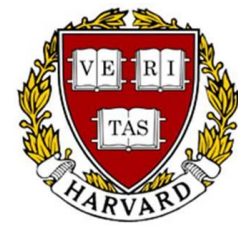
## ● Cons:

- Has an obligation to work 2x of your study period
- Very low pay and no bonus, although it’s improving

# Getting a Scholarship

## The Current Fast Track

- Government Scholarships
- High Performance and Potential System (HiPPS) for C4 – 5
- New Wave Leader for C6 – 7
- Executive Program for C8 - 9
- Executive MBA Scholarships for C9 - 10



# Getting a Scholarship

- Other Scholarship Opportunities
  - Bank of Thailand
  - Bangkok Bank, Kasikorn Bank, Krung Thai Bank, Siam Cement, PTT, etc.
  - Universities
  - Foreign Governments (Fulbright, DAAD, Monbusho, Nuffic, etc.)
- Resources
  - [www.ocsc.go.th](http://www.ocsc.go.th)

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# Choosing a Graduate Program

MBA	MS in Finance
Emphasize on leadership and management skills	Specialize in finance
Mostly based on case studies	Mostly based on lectures and relatively more quantitative
Mostly 2-year program in the US and 1-year program in Europe and UK	Mostly 1-year program in Europe and UK. Very few programs in the US.
Require 3-4 years of work experience	Fresh graduates may apply

# Choosing a Graduate Program

- Where you want to spend 1-2 years of your life? = > US, UK, Europe, Japan, Australia, etc.
  - Do you know which b-school is the best in Asia?
  - Do you know that Chicago and INSEAD both have a Singapore campus?
  - Big city vs. small town
  - English vs. bilingual program
  - Competitive vs. relaxing environment
- Percent of international students (30-40% in US b-schools, 80-95% in UK and European b-schools)
- Resources
  - [www.businessweek.com/bschools/](http://www.businessweek.com/bschools/)
  - [www.ft.com/businesseducation](http://www.ft.com/businesseducation)

Rank in 2012	Rank in 2011	Rank in 2010	3 year average rank	School name	Country	Audit year <sup>[1]</sup>	Salary today (US\$)
1	4	4	3	Stanford Graduate School of Business	US	2010	191,657
2	3	3	3	Harvard Business School	US	2008	177,876
3	1	2	2	University of Pennsylvania: Wharton	US	2008	176,299
4	1	1	2	London Business School	UK	2010	154,783
5	7	6	6	Columbia Business School	US	2009	171,647
6	4	5	5	Insead	France / Singapore	2009	144,422
7	9	8	8	MIT: Sloan	US	2009	158,083
8	8	6	7	IE Business School	Spain	2009	152,127
9	9	11	10	Iese Business School	Spain	2009	135,302
10	6	9	8	Hong Kong UST Business School	China	2011	127,600

# Choosing a Graduate Program

## Rotterdam School of Management

- 12m full-time international MBA program
- 98% of students are international students from 45 different countries
- Exchange programs with more than 30 top b-schools
- FT Ranking: Global = 30<sup>th</sup>, Europe = 10<sup>th</sup>
- Average age = 29
- Average work experience = 5.5
- Average GMAT score = 640
- Number of Thai students = 4
- [www.rsm.nl](http://www.rsm.nl)



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# Career Path and Requirements for Licenses

To apply for a **Fund Manager License**, you must

- *Pass CFA or CISA exam level 1 and have at least 2 year (within the past 5 years) of relevant experience or*
- *Pass CFA or CISA exam level 3*

To apply for a **Financial Analyst License**, you must

- *Pass CFA or CISA exam level 1 and have at least 1 year (within the past 3 years) of relevant experience*

Chief Investment Officer (CIO)

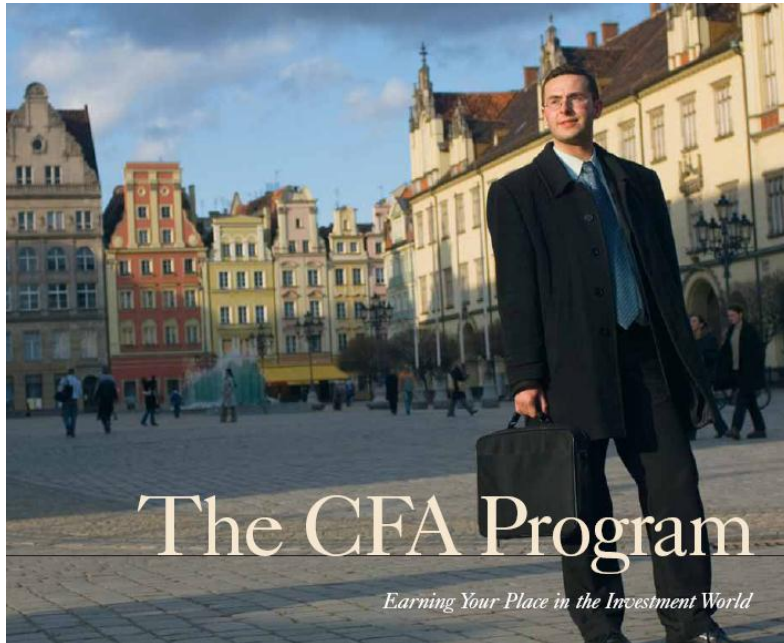


Senior Fund Manager/  
Fund Manager/  
Assistant Fund Manager



Senior Financial Analyst/  
Financial Analyst

# Achieving CFA Designation



- CFA = Chartered Financial Analyst
- It is a graduate-level, self-study program that will train you to become a professional financial analyst or a fund manager.
- To earn a **CFA charter**, you must pass sequentially all the 3 levels

# Achieving CFA Designation

**Subjects covered in the CFA program are *ethics, quantitative methods, economics, accounting, corporate finance, asset valuations and portfolio management***

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CFA - Candidate Body of Knowledge  
(CBOK)

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Ethical & Professional Standards  
Quantitative Methods  
Economics  
Financial Statement Analysis  
Corporate Finance  
Analysis of Equity Investments  
Analysis of Debt Investments  
Analysis of Derivatives  
Analysis of Alternative Investments  
Portfolio Management and  
Performance Presentation

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# Achieving CFA Designation

- There are only 200+ CFA Charterholders in Thailand
- CISA is the Thai version of the CFA program. It is only recognized in Thailand.
- CFA Society Thailand has 10 scholarships each year for Thai candidates.
- Resources
  - [www.cfainstitute.org](http://www.cfainstitute.org)
  - [www.membersocieties.org/thailand/default.aspx](http://www.membersocieties.org/thailand/default.aspx)
  - [cfathailand.blogspot.com](http://cfathailand.blogspot.com)
- Other important designations
  - Financial Risk Manager (FRM)
  - Chartered Alternative Investment Analyst (CAIA)
  - Certified Financial Planner (CFP)
  - Certified Public Accountant (CPA)

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# Tips for Writing Resume

1. For fresh graduates, your resume should be **1 page only**.
2. It shall include, in the following order, ...
  - ❖ Name, home address, email, mobile phone number
  - ❖ Education
  - ❖ Work experience (if any)/extra-curriculum activities
  - ❖ Additional data (language and computer skill, interests, etc.)
3. Use readable fonts. 'Times New Roman' is a safe option.
4. One email address and one mobile phone number only.
5. **Do not include** marital status, gender, age, religion, etc.
  - ❖ *If your name is not gender specific, use Mr. or Ms. prefix.*

# Tips for Writing Resume

5. File name of your resume should have your name on it.
  - ❖ *For example, win phromphaet resume.doc*
6. Be careful with your scores
  - ❖ Do not include GPA if yours is less than 3.25
  - ❖ Do not include TOEFL score if yours is less than 580 (paper-based) or 237 (computer-based) or 92 (internet-based)
  - ❖ Do not include GMAT score if yours is less than 600
7. **Be honest** with your information but don't leave gap.
8. **List your achievements** and **use action words**
  - ❖ *manage, develop, lead, etc.*
9. Use 'present tense' for current information – *manage*  
Use 'past tense' for past information – *managed*

# Tips for Job Interview

1. **Research** the company and the position. Very important!
2. Make a phone call to confirm the appointment.
3. Arrive at least 15 minutes early
4. Treat all people you encounter with professionalism and kindness.
  - ❖ That receptionist or secretary or maintenance man may offer his or her opinion of you to the boss. It will count.



# Tips for Job Interview

5. **Dress appropriately**, making sure you look business-like, clean, pressed and conservative
- ❖ **For men** - a conservative dark navy or gray two-piece business suit, a white long-sleeved button-down dress shirt, a conservative silk tie (that matches the colors in your suit), and nicely polished dress shoes.
  - ❖ For fresh graduates, white shirt and tie can be appropriate.
  - ❖ **For women** - conservative dark navy or gray skirted suit is a safe choice
  - ❖ Make sure your hair and nails are trimmed and clean



# Tips for Job Interview



6. **Maintain a professional image.** Don't address the interviewer by his or her first name unless you are invited to.
7. **Don't take cell phone calls** during an interview. If you carry a cell phone, turn it off during the interview to be sure it doesn't ring.
8. Sit straight, smile as often as you can, maintain eye contact, lean forward but not invading the interviewer's space.
9. Present yourself as **enthusiastic, confident and energetic**, but not aggressive, pushy or egotistic.

# Tips for Job Interview

10. **Don't make negative comments** about previous employers or professors (or others).
11. **Listen very carefully** to each question you are asked and give thoughtful, to-the-point and honest answers. Ask for clarification if you don't understand a question.
12. Make sure you understand the employer's next step in the hiring process; know when and from whom you should expect to hear next.
13. When the interviewer concludes the interview, *wai* or offer a firm handshake and make eye contact. **Depart gracefully.**

# Top-10 questions for Job Interview

## 1. Tell me about yourself?

- *Briefly tell the interviewers about yourself with chronicle order, including career path and education background. You may also add your career objectives, suitable qualifications.*

## 2. Why do you want to work with us/why does our company interest you?

- *Deliver clear answer and show your eagerness how you are interested in their organization.*
- *You may need some corporate background, understand the responsibilities of position you apply for or even show them how your skills can help improve their organizations.*

# Top-10 questions for Job Interview

## 3. Why do you resign from the previous company?

- *You may simply answer them with the reasons such as the company was closed or had to lay off the employees or the unsecured position in case you were temporary staff.*
- *If you did have problems with your previous workplace, you should tell the truth and explain the problems with your previous workplace of employer in a good manner.*

## 4. What are your outstanding skills/abilities?

- *In case you have done enough research about the organization you apply for, you may match your skills or abilities that will contribute the benefits for this organization.*

# Top-10 questions for Job Interview

## 5. What is/are your weak point(s)?

- *You may think positively how to turn such weak point(s) to be your strength(s). For instance, you are always worried about working hard but you are willing to work extra hours to make sure that the assignment will be accomplished.*

## 6. What is your preferred working style? Work in team or work alone?

- *Show flexibility by telling the truth and explain that though you prefer one choice to the other, you still can work under both situations.*

## 7. What is/are you career objective(s) or how do you plan your future?

- *Tell them that you are arrogant enough to plan for your future and you are willing to learn new things to improve your performances.*

# Top-10 questions for Job Interview

## 8. What is/are your hobby (ies) or do you play sports?

- *The interviewers may want to know whether you have additional qualifications besides your working abilities and after work lifestyles.*
- *For example, you are sociable and healthy enough to plan as a team member. Thus, you can enhance the productivity for the organization.*

## 9. What is your expected salary?

- *You may avoid answering this question by asking how can the organization pay for the best employee and try to persuade them to give you their offer. You may need to learn the common practice for salary payment in that organization to help you in negotiation.*

## 10. Is there anything you want to ask us?

- *Prepare a smart question such as*
  - *Could you explain your organizational structure?*
  - *Can you discuss your take on the company's corporate culture?*

# Recommended Apps/Podcasts

## Apps



## Podcasts



# My Final Words

1. Things in life don't come easy. Never give up.
2. Keep learning.
3. Integrity is more important than money.

