



# BEHAVIOURAL ECONOMICS

**WITH SANJAY BAKSHI**

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**01<sup>ST</sup> - 04<sup>TH</sup> FEBRUARY, 2024**

# ABOUT THE FLAME INVESTMENT LAB (FIL)





FLAME was founded with the concept of liberal education as its cornerstone. FLAME celebrates ideas, cherishes diversity, and strives to deliver an academic experience that fosters intellectual curiosity, a critical thought process, self-reflection, leadership and teamwork skills, a sense of commitment and professionalism and a heightened sensitivity to one's sociocultural environment. FLAME aims to provide an interdisciplinary platform of education by propagating different models and paradigms through, but not limited to, history, philosophy, political sciences, psychology, business, economics, mathematics and finance.

As part of its endeavor to constantly redefine education, FLAME inducted the FLAME Investment Lab (FIL), an initiative that strives to deliver the concepts and decipher the art of value investing to interested students. FIL believes in the dictum "invest in yourself". It provides tools for self-learning and acquiring knowledge, constantly striving for intellectual stimulation and asking questions. FIL strives to widen your horizons, aiding you to connect the dots within seemingly disparate information. FIL truly believes that the best investment is investing in yourself. As Socrates has said, "I cannot teach anybody anything. I can only make them think."

After successfully hosting multiple FLAME Investment Lab programs, we are excited to announce the '**FLAME Investment Lab - Behavioural Economics program with Sanjay Bakshi**', from February 01 - February 04, 2024.

## OUR PHILOSOPHY

WATCH ON YOUTUBE



**01 FEBRUARY - 04 FEBRUARY 2024**

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# **BEHAVIOURAL ECONOMICS**

# FACULTY



**SANJAY BAKSHI**

Sanjay Bakshi is a Distinguished Adjunct Professor — Finance at FLAME University. Previously he was Adjunct Professor at Management Development Institute, Gurgaon. Sanjay has twenty-five years of teaching experience. He is also a Managing Partner at ValueQuest Capital LLP, a SEBI Registered Investment Adviser.

Sanjay received M.Sc. (Economics) from London School of Economics and Political Science and B.Com. (Hons.) from University of Delhi. He is also a Fellow member of the Institute of Chartered Accountants of India.

Sanjay is 58 years old and lives in New Delhi with his wife and two daughters.



# PROGRAM DESCRIPTION

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Economic theory tells us how rational players should behave. Social psychology shows us how people actually behave - often irrationally because of a combination of various psychological tendencies called “biases”.

This program will combine *rational man models* in economics with *foolish man models* in psychology to answer the following important questions:

- How do various behavioral models combine to produce bad judgments in running a business, and also in making investment and important life decisions?
- What are the various antidotes available for overcoming the behavioral biases which combine to produce irrational behavior?
- How does the field of psychology help us understand the irrational pricing of assets in public and private markets?
- How to design and implement investment strategies which take advantage of specific types of market inefficiencies?
- How do astute business managers synthesize microeconomics and social psychology to create and maintain a competitive advantage?

## WHAT NOT TO EXPECT?

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The program is about developing the right-thinking style to become more rational. While this has many useful applications and investing wisely is one of them, if you are contemplating attending this workshop to find ways to get rich quickly, then please do not apply as you will be disappointed.

The program is not suitable for traders or for people looking for stock tips.

## SELECTION CRITERIA

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This program is for curious, open-minded participants who have a deep interest in decision-making processes (especially in the field of business analysis and investing) and how to improve their decision frameworks. This interest will be evaluated in the application materials submitted by the participants.

# APPLICATION PROCEDURE

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To apply the applicant must complete the application form.

**APPLY NOW**

## PROGRAM FEE

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- INR 45,000 plus GST (INR 53,100) which includes tuition, course materials, meals and on campus accommodation.
- Fee does not include travel and other incidental expenses.
- Candidates need to submit the application form online and mail the payment to FLAME. Only cheques will be accepted as a payment method.
- **The cheque payment must reach FLAME by the application deadline. Kindly note, even if the application is submitted, but the payment does not reach FLAME by the application deadline, the application will be deemed incomplete and annulled.**
- Cheques should be made payable to 'FLAME University'.
- Cheque should be dated 05<sup>th</sup> January, 2024. Candidates should write their name and the program they have applied for behind the cheque.
- Cheques should be mailed to '**FLAME University**, Gat No. 1270, Lavale, Off. Pune Bangalore Highway, Pune - 412115, Maharashtra, India.
- **Candidates are requested to use preferred courier services such as Speed Post or Blue Dart.**

## REFUND POLICY

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1. In the event that FLAME University is unable to provide the program, all fees will be fully refundable.
2. For selected candidates:
  - If request for withdrawal is received before and up to January 11, 2024, full amount of the fee paid shall be refunded.
  - If request for cancellation is received after January 11, 2024, 10% of the fee paid shall be refunded. GST on cancellation will be applicable



# APPLICATION DEADLINE

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03<sup>rd</sup> January, 2024

# SELECTION NOTIFICATION

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Confirmation emails will be sent to the selected participants by 08<sup>th</sup> January, 2024.

# VENUE

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FLAME University  
Gat No. 1270, Lavale, Off. Pune Bangalore Highway,  
Pune - 412115, Maharashtra, India.







# OTHER FLAME INVESTMENT LAB PROGRAMS

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*Click on the names to know more about the program*

## EQUITY ANALYSIS FOR BEGINNERS

BY JATIN KHEMANI

December 14 - 17, 2023

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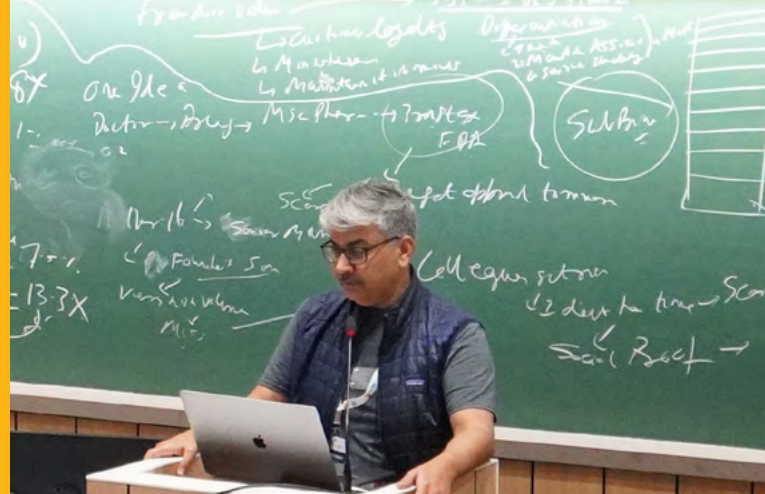
# FACILITIES AND INFRASTRUCTURE

FLAME offers 60 acres of tranquil space, just 13 kms. from the Pune University main gate. It is an eco-friendly campus adjoining a 18-hole golf course. FLAME has an international sized cricket ground, football, tennis, basketball and volleyball courts, outdoor Olympic sized swimming pool, track and field, futsal and handball at their disposal. A fitness and conditioning studio, badminton courts, billiards tables, squash courts, table tennis, carrom and chess ensure that FLAME's sports facilities are second to none.

Its academic spaces include lecture theatres, conference rooms, a library, a performing arts studio, a visual arts studio, a sculpture studio, Physics, Chemistry and Biology labs, and amphitheatres. Some of the other amenities include cafes, Wi-fi connectivity, an infirmary and an ambulance in case of emergency.

During the duration of the program, participants are encouraged to explore the campus and use the facilities FLAME offers.





## ACCOMODATION

Accommodation will be provided in an AC, single occupancy room to all participants at the FLAME campus in Pune for three nights of February 01, 02 and 03, 2024.

## CONTACT

Phone: +91 9657709882 (Text and WhatsApp only)  
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Website: [www.flame.edu.in](http://www.flame.edu.in)





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