

Report On  
**"An Analytical aspect of a security house from an intern's  
perspective"**

By

Md Inthesharul Islam Chy  
16304093

An internship report submitted to the BRAC Business School in partial fulfillment  
of the requirements for the degree of  
Bachelor of Business Administration

BRAC Business School  
BRAC University  
January, 2021

2021 BRAC University  
All rights reserved.

## **Declaration**

It is hereby declared that

1. The internship report submitted is my/our own original work while completing degree at BRAC University.
2. The report does not contain material previously published or written by a third party, except where this is appropriately cited through full and accurate referencing.
3. The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.
4. I/We have acknowledged all main sources of help.

### **Student's Full Name & Signature:**



Md Inthesharul Islam Chy

Student ID 16304093

### **Supervisor's Full Name & Signature:**



Ms. Ummul Wara Adrita

Faculty, BRAC Business School

BRAC University

# Letter of Transmittal

Ms. Ummul Wara Adrita

Faculty,

BRAC Business School

BRAC University

66 Mohakhali, Dhaka-1212

Subject: Submission of Internship Report

Dear Madam,

It is my great pleasure to inform you that I am submitting this report as the part of my internship (BUS 400) program at ICSL. I tried my best to follow the instructions that have been given to me. I followed the internship guidelines that were given to all the interns. The entire report is based on my practical experience at ICSL and my learning from my university. I would be grateful if you could please accept the report. If you have any further query regarding any additional information, I would be pleased to clarify that. Thank you so much for your time, patience and assistance during my internship program.

Sincerely yours,

---

Md Inthesharul Islam Chy

16304093

BRAC Business School

BRAC University

13th January 2021

# **Non-Disclosure Agreement**

[This page is for Non-Disclosure Agreement between the Company and The Student]

This agreement is made and entered into by and between Inter-Continental Securities Limited and the undersigned student at BRAC University .....Md Intheshar.....

## **Acknowledgement**

At the beginning, I would like to thank the Almighty Allah for his kindness and blessings for helping me to complete this internship report successfully in this difficult time period. I am very grateful to my faculty Ms. Ummul Wara Adrita for his persistent guidance and invaluable suggestions throughout the duration of this internship program. I would like to thank my organization supervisor Mr. Mohammed Shahjahan, one of the Managing Director of ICSL, for providing me an opportunity to work in his organization as an intern and to explore my capabilities and learning through real life experience. It was difficult to hire an intern in this pandemic moment but my supervisor kept faith on me to do the internship at the firm. In addition to this, I am also very thankful to the Marketing Department for being so patient in dealing with all my queries and questions at any moment of time and help me to work in a friendly environment which helped me a lot to explore marketing and sales process of a security firm.

## **Executive Summary**

ICSL is a stock brokerage firm based in Chittagong whose main business includes executing trades in Chittagong Stock Exchange (CSE) on behalf of its customers. They also provide all kinds of support services like statistics and strategy planning, research materials, margin trading to its customers. Inter-Continental Securities Ltd has strong commitment toward the development of Bangladesh capital market. Their main objective is to bring in one client by another client with the help of well-tailored made services that creates a positive word of mouth in the market. They have approximately 600 clients since their on-set. ICSL's activities are focused mostly on getting targeted number of big clients and generate revenue from them because most of their clients are inactive. During my internship tenure I had the experience to work in all of their departments but my main department was Sales and Marketing. My main function was to encourage client to come to ICSL and invest in the stock market. I have learned about creating a network with the clients so that they will be encouraged to invest in the firm. I am very glad that I am able to provide some valuable assistant for the firm.

**Keywords:** ICSL; Stock Brokerage; Chittagong Stock Exchange; Inter-Continental Securities Limited; Sales & Marketing; Margin Trading.

# Table of Contents

<b>Declaration</b> .....	<b>2</b>
<b>Letter of Transmittal</b> .....	<b>3</b>
<b>Non-Disclosure Agreement</b> .....	<b>4</b>
<b>Acknowledgement</b> .....	<b>5</b>
<b>Executive Summary</b> .....	<b>6</b>
<b>List of Acronyms</b> .....	<b>9</b>
<b>Chapter 1: Overview of Internship</b> .....	<b>10</b>
1.1: Student Information: .....	10
1.2: Internship Information: .....	10
1.3: Internship Outcomes: .....	10
<b>Chapter 2: Organization Part: Overview, Operations and a Strategic Audit</b> .....	<b>12</b>
2.1 Introduction: .....	12
2.1.2 Objective: .....	12
2.1.3 Methodology: .....	13
2.1.4 Scope: .....	13
2.1.5 Limitation: .....	13
2.1.6 Significance:.....	14
2.2 Overview of the Company: .....	14
2.2.1 Services Offered by ICSL:.....	15
2.2.2 Organogram of ICSL: .....	16
2.3 Management Practices: .....	18
2.4 Marketing Practices: .....	19
2.5 Financial Performance & Accounting Practices:.....	20
2.6 Operations Management and Information System Practices:.....	21
2.7 Industry and Competitive Analysis: .....	22
2.8 Summary and Conclusions: .....	23
2.9 Recommendations:.....	23

**Chapter 3: Project Part: "An Analytical aspect of a security house from an intern's perspective" .....25**

3.1 Introduction: .....25

3.1.2 Objectives: .....25

3.1.3 Significance:.....26

3.2 Methodology: .....26

3.3 Findings and Analysis:.....26

3.4 Summary and Conclusions: .....27

3.5 Recommendations:.....27

**4.0 References:.....29**



## **List of Acronyms**

ICSL- Inter-Continental Securities Limited

CSE- Chittagong Stock Exchange

DSE- Dhaka Stock Exchange

CCCI- Chittagong Chamber of Commerce & Industry

MA - Margin Account

NRITA - Non-Resident Investors Taka Account

CA- Cash Account

# **Chapter 1: Overview of Internship**

## **1.1: Student Information:**

My Full Name is Md Inthesharul Islam Chy, ID- 16304093, from BRAC Business School. I have done my major in Marketing with an Average Cumulative CGPA 3.52 & Minor in Computer Information Management.

## **1.2: Internship Information:**

My Internship firm is Inter-Continental Securities Limited (ICSL) located at Ameer Court (1st Floor), 1189/1269 Agrabad C/A, Chattogram-4100. My internship tenure is November 1<sup>st</sup> to January 31<sup>st</sup> a 3months period. My Department was Sales & Marketing. At ICSL I have worked under Mr. Mohammed Shahjahan, Managing Director of ICSL who is my supervisor. There are many duties and responsibilities that I have occupied as an intern but my main responsibility was to bring in clients, established a network with the clients and encouraged them to invest in stock, as well as promoting the firm in social media and spreading positive word of mouth in the market.

## **1.3: Internship Outcomes:**

To begin with the contribution that I have made to the company in my case ICSL securities limited I would like to first briefly talk about the learnings and knowledge that I have gained during my internship tenure. Then I will highlight the contribution that I have made in the last three months. I have practically experienced the world of marketing and sales which eventually taught me to learn and contribute towards the company.

Since the firm generates revenue from regular clients, I was not given any sort of targets during my first month as an intern. When I learned the art of sales, I took it as a challenge to bring in some clients that will help the company to earn profit. With my contacts and some prior experience, I have given the company three clients in total who later invested in the company. A total amount of BDT 2lakh taka. So, this is only one aspect that the role I have played during my internship tenure.

Since social networking is an important role in the world of marketing, the firm that I have worked for never really had any online presence. I took the initiative to open up a Facebook page to expand the reach of the company. I have also contributed towards how money was dealt. For instance, ICSL securities never had any options for client to pay online. Since I was an intern, I had the opportunity to work on different department and sales. I convinced my supervisor to had a corporate deal with Bkash that will help client to pay through Bkash. This also will eventually increase sales as having online option bring in more clients to the company.

From being at Marketing Department to work on other departments helped me gain some valuable benefits. I got a total exposure to the real world of marketing which is out of my comfort zone. I have learned to address problems and give solution without having any buffer time. I took presentations that helped me to overcome my fear of speech. Besides that, I have also faced some problems which have created a hassle in the process of the workflow like the first problem that I faced was being an introvert. Being an introvert, I was never really comfortable on expressing my opinion on certain issues which is why it took me a month to create a network with client and eventually convert them. To add to this, no intern previously from BRAC University worked there so it was very challenging for me to collect various data for my report. These are the major problems that I faced. Furthermore, I will recommend them to value the future interns and not to be reluctant to give them opportunities.

## **Chapter 2: Organization Part: Overview, Operations and a Strategic Audit**

### **2.1 Introduction:**

I have performed my Internship at Inter Continental Securities Limited (ICSL). Basically, it is a listed broker house in Chittagong Stock Exchange. This company is doing very well in the recent years. Since my internship program lasted for three months, I have got the opportunity to know about the regular work process of stock market. During my internship term, my supervisor gave me the platform to perform the basic tasks i.e., BO account opening, information input, and many others specifically related to sales and marketing. During the period of my internship, I have learned how to encouraged investors to invest in shares, build a strong network and increased the resources of the firm with accurate decision makings. Furthermore, I can easily say that this internship opportunity teaches me how to differentiate between the practical and educational knowledge.

#### **2.1.2 Objective:**

A broker acts as a middleman between a buyer and seller in a financial transaction of securities such as stocks and bonds. A brokerage firm consists of a number of dealers, working together in the same company to serve a larger pool of financial clients. Most individuals use brokerage firms to manage their investments. So, the main objective of ICSL or any other brokerage house is to build a strong network with clients and manage their portfolio increasing their overall wealth as an investor.

### **2.1.3 Methodology:**

To prepare this term paper I have used some official documents provided by the marketing department and verbal communication from respective concerned people.

- i. **Primary Data:** The initial data is collected from first-hand sources, using methods like interviews and verbal communication. It is incorporated with the project in mind, directly from primary sources.
- ii. **Secondary Data:** Since ICSL is relatively a small firm, my project is mostly derived from primary sources. In addition, I have used the secondary sources like CSE website and the following:
  - a) Annual Report of ICSL.
  - b) From Website of other big competitors.
  - c) Different Textbook and Journals.

### **2.1.4 Scope:**

As a stock broker in Bangladesh there is plenty of options for expansion. ICSL has a long-term plan for opening up branches across Chittagong and eventually in Dhaka. Currently, it is operating with a single license from CSE. In the coming years, ICSL will be obtaining dual license to operate in Dhaka as well. Online Trading is also on their scope.

### **2.1.5 Limitation:**

As I mentioned ICSL has a scope of expanding its operation to Dhaka but there are some limitations which will cause problems like higher paid-up capital of 40 crores for DSE license which is huge amount for a small firm like ICSL. Also, due to the

cut-throat competition and many additional licensing difficulties, expansion is a long-term process. To conclude, the commission charged by the brokers also depends on the market standard. As a result, commission increase plans are difficult to achieve.

### **2.1.6 Significance:**

Company culture improvement is very important that will help to hire and retain talents. For a small firm like ICSL having an improvement in its culture is very important because it will encourage new talents to join the firm also to retain at the firm. Work ethics can be improved so that the client can easily establish trust with the firm to create a strong network as well as spreading positive word of mouth. It will also create a good working environment for all positions.

## **2.2 Overview of the Company:**

**Introduce:** ICSL is a stock brokerage firm based in Chittagong whose main business includes executing trades in Chittagong Stock Exchange on behalf of its customers. They also provide all kinds of support services like statistics and strategy planning, research materials, margin trading to its customers. Inter-Continental Securities Ltd has strong commitment toward the development of Bangladesh capital market. They have approximately 600 clients since their inception. ICSL's activities are focused mostly on getting targeted number of big clients and generate revenue from them because most of their clients are inactive.

**Initial Stage:** Inter-Continental Securities Ltd started their journey back in 2002 with a small branch office in Agrabad, Chittagong. Initially they were like any other

small firms who appeal clients for added revenues. With time they have narrowed down their activities and started focusing on wealthy individual clients who can generate revenues for them. Currently they have three branches all over Chittagong and operating in full-swing.

**Expansion:** They have two new branch office in Dhaka and Sylhet which unveiled by the end of 2019. Inter-Continental Securities Ltd, a corporate member of Chittagong Stock Exchange Ltd. They received their brokerage membership of the Chittagong Stock Exchange (CSE) in 2002. ICSL got their CSE TREC Number and also the approval of BSEC to launch its brokerage business in the same year.

**Management:** It was founded by well-known businessman of Chittagong Mr. Mohammed Alamgir, a member of Chittagong Chamber of Commerce & Industry (CCCI) with the mission of providing brokerage service to its client's and maintain and obey the Securities & Exchange Laws of the country. Another influential managing director whose contribution cannot go unnoticed is, Mr. Mohammed Shahajan, the supervisor under whose supervision I got the opportunity to work for them.

### **2.2.1 Services Offered by ICSL:**

**Margin Account (MA):** Margin Account (MA) is a regular type of trading account that is provided to customers for trading with margin loan. It allows you to borrow money on the basis on investment of your account. Customer pay half and the rest are provided by the broker as a loan where the customer has to pay interest on it. Both The margin loan and interest rate can be varied with the condition of the market.

**NRITA (Non-Resident Investors Taka Account):** NRITA (Non-Resident Investors Taka Account) is a facility that is provided to non-resident individuals/institutions including non-Bangladeshi nationals who are interested in trading in Bangladeshi securities against foreign exchange remitted from abroad.

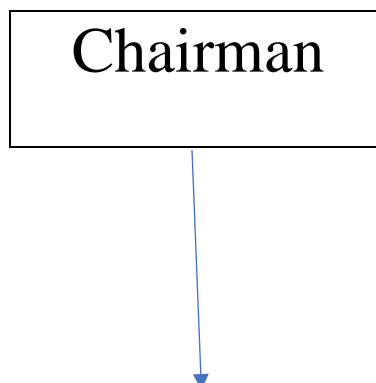
**CA (Cash Account):** CA (Cash Account) is a regular type of trading account that is provided to customers for trading with their own cash. It is conducted on immediate cash basis and for any shortage margin is prohibited.

**Online Trading:** It's still on a planning stage but to provide better service ICSL is looking to introduce online trading system for its clients in the upcoming future. This service introducing time will vary on the basis of their market performance. If they are sustainably well-performing in the market then the firm is keen to onset soon. It will make easier for clients to buy and sell shares from any place in the world through the use of internet.

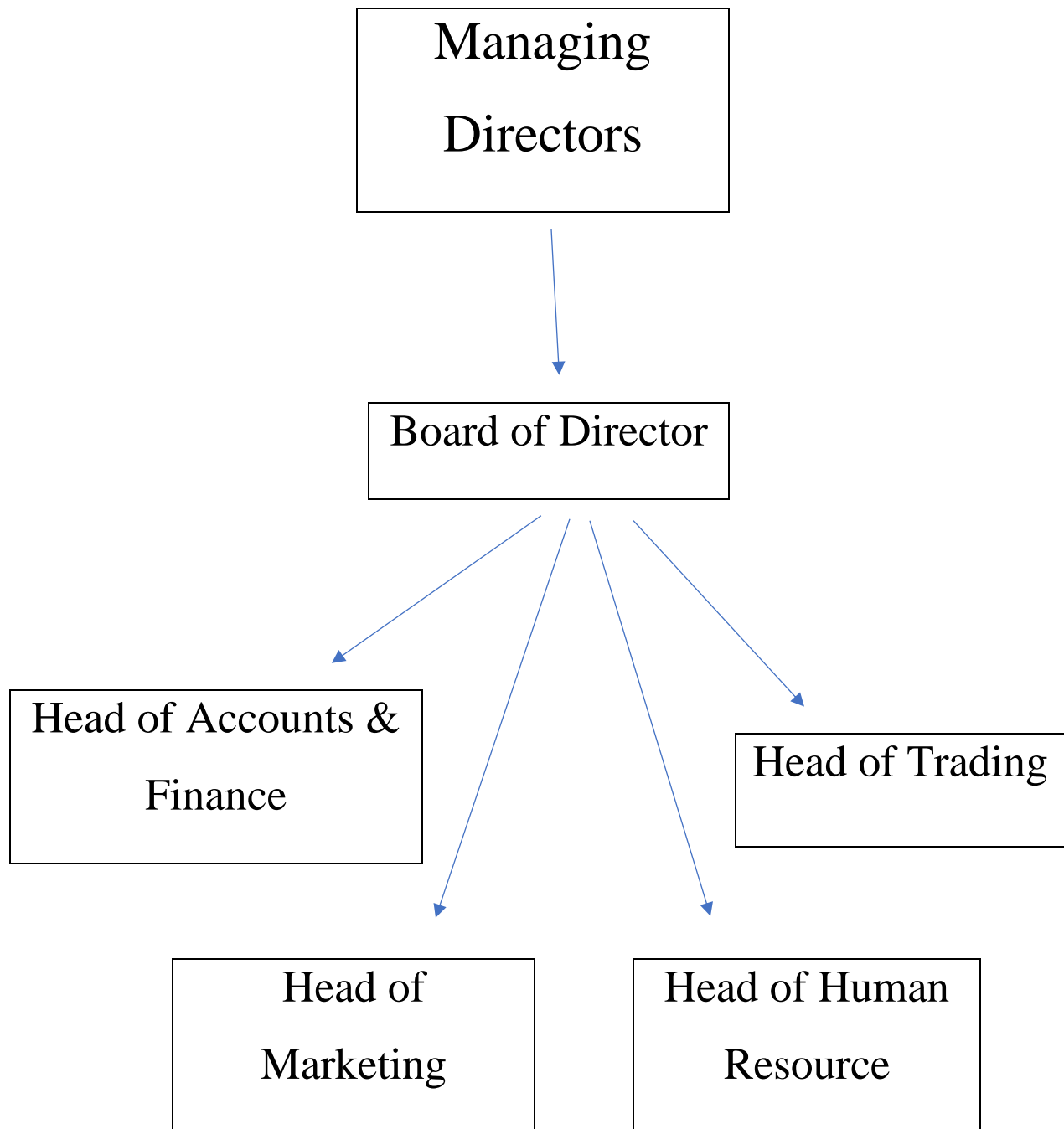
Further they try to provide additional support to their well-known customers.

### 2.2.2 Organogram of ICSL:

The current operational organogram of Inter-Continental Securities Ltd is given below:







ICSL have different departments in their firm which are Trading, Accounts and Finance, Marketing and Human Resource department.

**Accounts & Finance Department:** ICSL's Accounts and Finance department is operate from one department. Mr. Biplob who is a chartered accountant by profession is responsible to manage this one.

**Marketing Department:** I have worked under this department where sales are also a part of. Mr. Enamul Kabir who is the head of this department have taught me about How to deal with clients. I have learned many important practical knowledges about marketing which textbook cant teach me. There are 13employees who are working under this department.

**Trading Department:** Mr. Shahjahan the managing directors as well as my supervisor is also the head of trading department. This department deals with buying and selling of securities or other financial instruments on behalf of its clients. This is one of the most important department of a brokerage house whose main responsibility is to create a network with clients and encouraged them to invest in shares as much as possible. Under the guidance of my supervisor this department is going very well & helping the firm to remain in competition.

**Human Resource Department:** Before 2020, ICSL were rely on other department to execute HR work but now they have separate HR department with a few numbers of employees. Their main objective is to hire those candidates who has the intention to take the firm into next level.

### **2.3 Management Practices:**

Management practices are very important to stay alive in the market because these are the practices that make the firm more innovative and efficient. For a small firm like ICSL it is very important to have an updated and effective management practice

strategies to compete with the surrounding competitors as well as compete with the strongest.

**Improved Service:** ICSL aims to provide their clients with tailored services of higher standard. The management practices are focused on building trusted relationship. They are continually trying to improve the buying & selling process.

**Technological advancement:** ICSL is open for innovation. Advancement with time is a natural process for any industry. It is no different for the firm as well. For instance, they have enabled a corporate deal with Bkash to ease out payment process. They have plans to have a full-fledged information technology system to maintain client database.

**Employee Training and motivation:** ICLC gives much emphasize on training to build its continuing proficiency and productivity. The Head of HR is liable for advising and assisting all managers to get suitable training and is accountable to the Managing Director. After every year financial result, they analyze with the help of all financial and non-financial data about what kind of employee training and motivation they choose so that the result will be much better next year and they create training program with the help analyzes.

## **2.4 Marketing Practices:**

To understand the marketing practices that ICSL have we would first look into the role of marketing in brokerage industries. The role of marketing has evolved dramatically after the second world war. With the help of technological advancement and everyday innovation, marketing is all together a discipline that has huge potential in shaping up markets.

**Marketing practice at ICSL:** The company that I have worked for, uses a traditional form of marketing which is “One client brings in another client with a positive word of mouth”. With time, the company is trying to incorporate changes that it adheres to. It takes input from interns and employee to improve and strategies new practices. It markets the company through numbers of monthly seminars, webinars, boosting Facebook page, one to one counselling and various other options that are cheap yet effective.

**Sales Practice:** The primary revenue generation process is, client coming in and investing in shares. This helps the company to earn commission on every trade that they make. They have a target of 30 clients every month which will join the company and invest in stock market.

## **2.5 Financial Performance & Accounting Practices:**

Financial and Accounting are core two disciplines of any company. For a structured company to operate in full-fledged, it is a prerequisite to have a finance department and separate accounts department but in my case the company that I have worked for they are still in the phase where they have operations that is maintained from one department. So basically, in simple words they have only one department which sees all the financial and accounting parts.

**Financing:** The finances like any other security firm ICSL manages it through client investment. For instance, a particular client comes in and invest a particular amount of money which the firm uses or capitalizes to earn revenue. So, the firm basically invest that amount in the stock market and as a result they earn commission from it. Another way the firm finances the operation is from the capital of the management for example, there are 9 directors in the company if they need any additional

investment for their operations, the directors come in and invest that required sum of money.

**Accounting:** The Accounting process and all the audits are done by the accountant himself. In ICSL, the accounting method that is followed is for instance if we look into the depreciation part, they follow the historical method and MRH & Dey are auditor who prepare the annual report for the firm.

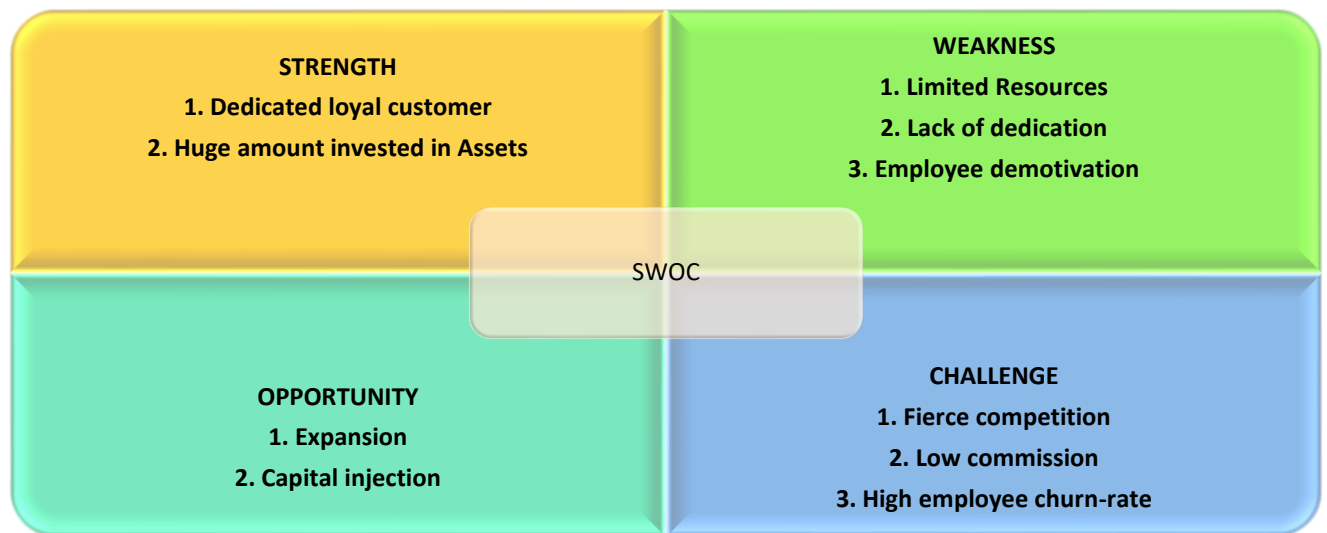
## **2.6 Operations Management and Information System Practices:**

**Operations management** is one of the important elements for ICSL among its success factors. ICSL with its operation management focuses on the particular challenges and new trends the management has to address, which involves a balancing act between cost optimization and growing business requirements. Breakthrough technology, increased data availability, and constant improvement in business models be the Bangladesh Security Exchange Commission are transforming the ways security brokers serve customers, interact with third parties, and operate internally.

**The information system practices** at ICSL are critical component of their success today. They are continuously advancing their investment in IT with a future plan to have a complete IT team monitoring the hardware, software and maintain the client database. Currently, they have all the basic software advised by the BSEC operating in all their branches. For example, a dedicated software to maintain client portfolios.

## 2.7 Industry and Competitive Analysis:

The amount of stock brokerage house in Bangladesh is increasing in a high rate in the country that is why the competition is also increasing which is making the industry more competitive. The rate of commission is going down as for the big number of competitors. As ICSL is a small firm they always have to aware industry and competitive analysis which are identified by SWOC Analysis. They are-



**Strengths:** Dedicated loyal Customer, Competitive Employees, Assets, Investment in Technology are all are strength of the firm, which is helping the firm to compete in the current competitive market.

**Weakness:** Limited Resources, Small Firm, limited knowledge and more outsourcing these are the weaknesses that is making difficult to adapt with changes which is necessary to compete.

**Opportunities:** Expand to DSE which is huge market in the country perspective, More Branches like soon another will open at Sylhet which will increase the investment.

**Challenges:** Emergence of new competitors, low Commission rate for the competitors, Employee churn rate is high that's all make difficult to expand upward.

## **2.8 Summary and Conclusions:**

ICSL is a very good space for beginners like me to prepare them for the corporate world. They gave us the opportunity to learn and practice rather than keeping me engaged in regular day to day task. With this internship program I have learned how important marketing can be even in the capital market where people mostly talk about finance and calculations. Imagine a firm that does not market themselves properly, they will not exist in the fierce competition. Brokerage firms who employ financial analysts also appoints marketing people just to brand themselves and satisfy their customers with endearing services and support. I am ever so grateful for being able to learn so many little things that we can never experience in our text books. For instance, how investors panic when there is a plunge or when the market is growing the excitement that works within the investors. This is an experience that would definitely help me shape my career in a much better and rational way.

## **2.9 Recommendations:**

1. As ICSL is a small firm they take just a couple of interns. But I will recommend them to give opportunity to more and more intern & help them to flourish their skills. Because it will make them more productive & also will boost up their sales.
2. Keep records of daily, weekly, and monthly numbers and financial trends taking place within the organization.

3. Use of High-Impact Marketing: Social media is an excellent low-cost and low-risk way to promote ICSL's business objectives. LinkedIn, Facebook, Twitter, and Instagram are a few good tools to build a social presence and attract attention of potential clients.
4. A high-return area for improvement at ICSL is the sales function. Whether it is a one-person operation or managing a sales team, they must focus on sales improvement in order to sustain in this competitive industry.
5. ICSL should motivate their staffs by providing bonuses and other financial benefits. Talented and motivated staff members can bring on big improvements in business.
6. A small change in keeping the records in a more transparent way and communicate effectively to keep everything running smoothly.



## **Chapter 3: Project Part: "An Analytical aspect of a security house from an intern's perspective"**

### **3.1 Introduction:**

This report is prepared for Inter-Continental Securities limited which is a Stock Brokerage House at Chittagong & a corporate member of Chittagong Stock Exchange Ltd. They received their brokerage membership of the Chittagong stock Exchange (CSE) in 2002. ICSL got their CSE TREC Number and also the approval of SEC to launch its brokerage business in the same year. During my time period I have worked on Sales & Marketing department where I have gained a vast amount of knowledge and experience. My main duties and responsibility were to bring in clients, established a network with the clients and encouraged them to invest in stock, as well as promoting the firm in social media and spreading positive word of mouth in the market. Working on this kind of stuff assisted me to learn more real-life practical experience that I think will boost my skills upward by a lot.

#### **3.1.2 Objectives:**

The main objective of this report is to get the idea about how sales and marketing worked on a brokerage house. As working on sales and marketing my intention as an intern was to gain as much as practical experience as much as I can. How Brokerage House encouraged clients to connect with the firm, how to encouraged them to invest in stock by building the network, how they maintain a good network with the client that encouraged a positive word of mouth in the market. Besides how ICSL is capturing the power of social media in order to market their service and offerings.

### **3.1.3 Significance:**

ICSL with maintaining their work ethics has successfully able to increase their sales. Their sales and marketing strategy are proving beneficial to them in order to move forward step by step. Their main objective is to bring in clients by another clients which is becoming significance to them for the right work ethics and by providing better service to their customer.

### **3.2 Methodology:**

To preparing this term paper I have used some official documents provided by Marketing department and verbal communication from respective concern people.

- I. Primary Data: The initial data is collected from first-hand sources, using methods like interviews and verbal communication. It is incorporated with the project in mind, directly from primary sources.
- II. Secondary Data: Since ICSL is relatively s small firm, my project is mostly derived from primary sources. In addition, I have used the secondary sources like CSE website and the following:
  1. Annual Report of ICSL.
  2. From Website of other big competitors.
  3. Different Textbook and Journals.

### **3.3 Findings and Analysis:**

The main findings that I got is ICSL trying to capture the technological advancement. Being known as a small firm they are giving much emphasize on online marketing like dealing with Bikash for online payment, Facebook page for

social media promotion, using next generation software SAP to increase efficiency and productivity and also to make better use of time, money and resources which ultimately increasing investment in shares.

### **3.4 Summary and Conclusions:**

At last, I want to add that working on sales and marketing at Intercontinental securities limited gave an immense opportunity to know about how the marketing and sales world is far different from the textbook. Being an introvert, I realize that marketing is all about building network and creating connection and in order to do that you need to be extrovert and have to speak smartly. The first few weeks gave me difficult experiences then after that I was able to connect with clients and feel proud to make some contribution to the firm. I will say working on a small firm not only helped me to earn knowledge but it helped to earn more than expectation.

### **3.5 Recommendations:**

As ICSL is a small firm they take just a couple of interns. But I will recommend them to give opportunity to more and more intern & help them to flourish their skills. ICSL has its strength and opportunities to stay in the competition but it has also various weaknesses as well as challenges which they should identify very adequately every time on their industry analysis and have to come out with new ideas and strategies which will help the firm to tackle these obstacles. I observed My supervisor who is also the managing director consume a lot amount of time on industry analysis through by SWOC then develop strategies and implement it. Sales and Marketing should always take an important part in developing strategies because there are more competitors nowadays. Like they should give more attention on High-

impact marketing which can define as social media marketing where they can boost up the sales at another level with a low amount of investment and which also are very necessary for small firms who can't compete with big ones on mass marketing. Recently they have created a Facebook page but they should adopt every available opportunity of this High-impact marketing as earlier as possible.

## 4.0 References:

- Sharma, V. (2010). Analyst recommendations, brokerage firm revenue and product market power. *International Journal of Revenue Management*, 4(2), 119. doi:10.1504/ijrm.2010.033018
- Stock Market Prediction. (2020). *Regular International Journal of Innovative Technology and Exploring Engineering*, 9(9), 506-510. doi:10.35940/ijitee.i7642.079920
- Kakkad, A., Vasoya, H., & Ray, A. K. (2020). Regularities in stock markets. *International Journal of Modern Physics C*, 31(10), 2050145. doi:10.1142/s0129183120501454
- Home. (n.d.). Retrieved January 10, 2021, from <https://www.cse.com.bd/stockbroker/memberDetails/094>
- Ullah, M. H., Kabir, M. R., & Ahmmed, M. (2012). Catastrophe in Stock Market in Bangladesh - A View of Investors and Financial Analysts of Chittagong Stock Exchange. *International Journal of Economics and Finance*, 4(7). doi:10.5539/ijef.v4n7p117
- The Financial Express. (n.d.). First Financial Daily of Bangladesh. Retrieved January 10, 2021, from <https://thefinancialexpress.com.bd/tag/stock>