

**UNIVERSITY OF MUMBAI**  
**No. UG/125 of 2015-16**

**CIRCULAR:-**

The Principals of the affiliated Colleges in Commerce and the Heads of recognized Institutions concerned are hereby informed that the recommendation made by the Faculty of Commerce at its meeting held on 23<sup>rd</sup> February, 2015 has been accepted by the Academic Council at its meeting held on 31<sup>st</sup> August, 2015 **vide** item No. 4.31 and subsequently approved by the Management Council at its meeting held on 31<sup>st</sup> August, 2015 **vide** item No.12 and that in accordance therewith, in exercise of the powers conferred upon the Management Council under Section 54 (1) of the Maharashtra Universities Act, 1994 and the Ordinances 6238 and 6239 relating to Online Skill Development Programmes has been introduced, which is available on the University's web site ([www.mu.ac.in](http://www.mu.ac.in)) and that the same has been brought into force with effect from the academic year 2015-16.

MUMBAI – 400 032  
3<sup>rd</sup> December, 2015

REGISTRAR

To,

The Principals of affiliated Colleges in Commerce and the Heads of recognized Institutions concerned.

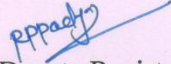
**A.C/4.31 /31/08/2015**  
**M.C/12/31/08/2015**

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No. UG/125-A of 2015-16      MUMBAI-400 032      3<sup>rd</sup> December, 2015

Copy forwarded with compliments for information to:-

- 1) The Dean, Faculty of Commerce,
- 2) The Controller of Examinations,
- 3) The Co-Ordinator, University Computerization Centre.

  
Offg. Deputy Registrar  
Under Graduate Studies

## **ONLINE SKILL DEVELOPMENT PROGRAMMES**

### **O.6238** :-Online Skill Development Programmes

Skill development in its simplistic form would mean to train participants on skills they would require to become eligible for a job. There is a huge gap between what the industry expects a fresh graduate to know versus what he has learned at the college and the industry is unwilling to spend money to develop the student skills on the job as it expects this to be done by the colleges.

According to the 11th Five Year Plan, only 10% of the Indian workforce has formal skill training in the form of higher education, technical education or vocational training. India currently has an annual skilling capacity of 4.3 million, less than 20% of the industry requirement of 22 million skilled workers. Hence the government launched NSDC to provide vocational training to 500 million people by 2022.

The Central Government has reviewed the program and has plans to increase the number even beyond the 500 million but came up with the following challenges of current implementation of Skill Development:

- High Cost
- Lack of infrastructure
- Shortage of quality trainers
- Lack of standardization

#### **The Problem:**

- Curriculum at college v/s Industry requirement
- Students unwilling to pay high fees

The above can be managed through online content where value can be added to the undergraduates by preparing them for domain expertise as per their area of specialization, It can be accessed from anywhere, quality can be maintained, Industry participants can be involved in delivery, and Infrastructural challenges can be reduced big time and can be very cost effective.

Foreign universities like Stanford, Howard, MIT etc. have their MOOC's (Massive Open Online Course wares) but in India there is non we can talk about. We at Mumbai University can be the pioneers when it comes to skill development trainings as no other university in India promotes Skill Development and we can have other university follow our benchmarks.

In order to get the desired best quality of content, the online skill development project should be undertaken by the University on **PPP - Public Private Partnership** basis.

**Objective of the online skill development programs:**

- Apart from the designated subject of their respected degree, Under graduation students and PG students will learn additional skill development programs which will make them Job Ready
- Skill development and interview preparation through industry relevant content
- Offering this content to them in form of:
  - a. Certificate Program (First year of his / her degree)
  - b. Diploma (Second year of his / her degree)
  - c. Advance Diploma (Third year of his / her degree)
- Content developed by Competent faculties with relevant experience and many of them from IIT / IIM background
- Cost effectiveness with unmatched quality through user friendly online platform

**O.6239:- Eligibility:**

Candidate for being eligible for the Online Skill Development program shall have passed HSC examination from Maharashtra State Board of Secondary and Higher Secondary Education or equivalent board.

**Methodology:**

- Based on the college initiative to provide skill based training to their students to make them Job ready, college shall collect fees for the courses based on Certificate Program, Diploma and Advance Diploma
- Based on the predefined syllabus approved by University, students shall be given access of specified programs assigned to various degree courses, through Log in id and password. These programs can be viewed on computer systems with internet or Smart phones with 3G facility
- In the stipulated time period (one year), student have to complete the course and appear for the examination online in order to receive the certificate for the same

**Benefit to College:**

- Customised cluster of programs for students from the pool of 800 plus programs
- Better placement opportunities for students through right domain knowledge through online training
- No use of college infrastructure, as these are online programs and can be viewed by students at their home or on smart phones (except for examination i.e. if college want to conduct it in their computer lab, in order to maintain the protocol of exams)
- Better grades in NACC assessment for college through these programs
- Joint certification with college

**Benefit to students:**

- Careful selection of subjects to improve domain understanding of students
- Best faculties at most cost effective price point through state of the art online platform
- Each subject will have topic wise videos, reading content (wherever required)
- Making student employable with right skill sets
- Flexibility in terms of accessing online content

**Programs proposed:**

Name of the	Content	Duration	Tentative Fees
<b>I.</b>	<b>Certificate Program</b>		<b>1500</b>
<b>Program I</b>	<b>General</b> Excel Basics Introduction to Financial Statements Nuts & Bolts of Capital Markets Basics of Banking Learn Microsoft Powerpoint – 2013 Marketing Research for Beginners Micro & Macro Economics	6 Months	
<b>II.</b>	<b>Diploma Program</b>		<b>2000</b>
<b>Elective Program</b>	<b>I. Accountancy</b> Income Statement Analysis Accounting Comprehensive Balance sheet Analysis Corporate Finance Advance Excel Equity Investments	3 Months	
<b>Elective Program</b>	<b>II. Finance</b> Equity Investments Balance Sheet Analysis Fixed Income Securities Nuts & Bolts of Commodity Trading Strategies Currency Exchange Rates Advance Excel	3 Months	
<b>Elective Program</b>	<b>III. General Management</b> Excel for Business - Learn Excel Online Working Capital Management Digital Marketing Trainings SEO Essential Trainings Balance Sheet Analysis Introduction to Financial Planning	3 Months	

<b>Elective Program</b>	<b>IV. Banking</b> Introduction to Financial Planning Fixed Income Securities Currency Exchange Rates Advance Excel Corporate Finance Banking Sector Overview	3 Months	
<b>III.</b>	<b>Advance Diploma</b>		<b>2500</b>
<b>Elective Program</b>	<b>I. Accountancy</b> Financial Modeling Trainings Equity Research & Investment Banking Financial Analysis Techniques Business Analytics using SAS CFA - Level 1 FRM - Level 1	3 Months	
<b>Elective Program</b>	<b>II. Finance</b> Financial Modeling Trainings Equity Research - A Comprehensive Program Equity Research & Investment Banking Alternative Investment Technical Analysis CFA - Level 1	3 Months	
<b>Elective Program</b>	<b>III. Management / Marketing</b> Business Mathematics for Enterprises Income Tax Financial Analysis Techniques Project Finance Modeling for Beginners Introduction to Private Equity Secrets to a successful business strategy Industry Analysis Processes Strategic Market Planning Retail Management Brand Management & Marketing Mix	3 Months	

<b>Elective Program</b>	<b>IV. Banking</b> Corporate Banking Products & RM Credit Research Modeling Project Finance Modeling for Beginners Fixed Income (Advance) Structured Finance FRM - Level 1	3 Months	
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**Note:** For Diploma and Advance Diploma Program students can choose anyone program out of Four Models.

### Examination and Grading:

- At the end of each level of online training there will be one examination conducted online.
- There will be grading based on the level of understanding – O, A, B, C.

### Reference Book:

1. Dutt R and Sunadaram K. P. M. Indian Economy S. Chand, Delhi
2. H. L. Ahuja, Modern Economic Theory
3. Stonier & Hague, Economic Theory
4. H. R. Machiraju, Corporate Governance
5. Gangadhar, Security Analysis and Portfolio Management
6. Khan M. Y., Indian Financial System
7. Madhura Jeff, Financial Markets and Institutions
8. Essentials of Investments, Bodie, Irwin, 1997
9. David Scott, Security Investment
10. [Dr. Girish Ahuja & Dr. Ravi Gupta, Income Tax Rules](#)
11. [Ranjana Kumar, A New Beginning : The Turnaround Story of INDIAN BANK](#)
12. [S. S. Tarapore, A Commentary on Indias Recent Financial Policies](#)
13. [Manish Chauhan, 16 Personal Finance Principles Every Investor Should Know](#)
14. [Narender Kumar Jain, Working Capital Management](#)
15. [V.S.Ramaswamy & S.Namakumari, Marketing Management Global Perspective, Indian Context](#)
16. [Dave Chaffey, PR Smith, Emarketing Excellence: Planning and Optimizing Your Digital Marketing](#)
17. [Eric Greenberg, Alexander Kates, Strategic Digital Marketing](#)
18. [Michael Levy, Barton A.Weitz & Ajay Pandit, Retailing Management](#)
19. [Frank J. Fabozzi, Encyclopedia of Financial Models \(in 3 Vols.\)](#)

### Online Skill Development Program structure proposed by –

1. Dr. T. A. Shiware – Director – IMS (Institute of Management Studies), Smt. P. D. Hinduja Trust
2. Dr. Khyati Vora – Assistant Professor, K. P. B. Hinduja College of Commerce
3. Dr. Kuldeep Sharma – Assistant Professor, K. P. B. Hinduja College of Commerce
4. Mr. Kirtan Shah (Corporate Representative) – Director Ambition Learning Solutions
5. Mr. Vishal Gada (Corporate Representative) – Director Ambition Learning Solutions.

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