

**UNIVERSITY OF MUMBAI**



**Syllabus for Approval**

	<b>Heading</b>	<b>Particulars</b>
1	Title of the Course	<b>Bachelors in Capital Markets</b>
2	Eligibility for Admission	1) 12th Standard and above 2) Admissions on the basis of Written Test & Interview
3	Passing Marks	50% PASSING MARKS
4	Ordinances / Regulations ( if any)	
5	No. of Years / Semesters	3 YEARS / 6 SEMESTERS
6	Level	UNDER GRADUATE
7	Pattern	Semester
8	Status	New
9	To be implemented from Academic Year	From Academic Year 2017-18

Date: 11/5/2017

Signature:

Dr. Anil Karnik, I/C. Director, Garware Institute of Career Education & Development

### Bachelor in Capital Market - Duration 3 years

	Subject code	Core Subject  Topics	Assessment Pattern			Teaching Hours			Total Credits
			Internal Marks -60	External Marks -40	Total Marks (CA)-100	Theory Hours	Practical Hours	Total Hours	
<b>S e m e s t e r - 0 1</b>		<b>Elective Courses (EC)</b>							
	1.1	Financial Accounting	60	40	100	45	-	45	3
	1.2	Business Law	60	40	100	45	-	45	3
	1.3	Introduction to Financial Market	60	40	100	45	-	45	3
		<b>Ability Enhancement Courses (AEC)</b>							
		<b>Ability Enhancement Compulsory (AECC)</b>							
	1.4	Business Communication - I	60	40	100	45	-	45	3
		<b>Skill Enhancement Compulsory (SEC)</b>							
	1.5	Banking Operation & Product I	60	40	100	45	-	45	3
		<b>Core Courses (CC)</b>							
	1.6	Marketing & sales of Financial Products	60	45	100	30	-	30	2
1.7	Business Economics - I	60	45	100	45	-	45	3	
		<b>Total</b>			<b>700</b>			<b>300</b>	<b>20</b>
<b>S e m e s t e r - 0 2</b>		<b>Elective Courses (EC)</b>							
	2.8	Mutual Funds	60	40	100	45	-	45	3
	2.9	Corporate Finance	60	40	100	45	-	45	3
	2.10	Ethical and Professional Standards	60	40	100	45	-	45	3
		<b>Ability Enhancement Courses (AEC)</b>							
		<b>Ability Enhancement Compulsory (AECC)</b>							
	2.11	Business Communication - II	60	40	100	45	-	45	3
		<b>Skill Enhancement Compulsory (SEC)</b>							
	2.12	Banking Operation & Product II	60	40	100	30	-	30	2
		<b>Core Courses (CC)</b>							
	2.13	Business Environment	60	40	100	45	-	45	3
2.14	Principles of management	60	40	100	45	-	45	3	
		<b>Total</b>			<b>700</b>			<b>300</b>	<b>20</b>

	Subject code	Core Subject	Assessment Pattern			Teaching Hours			Total Credits
			Internal Marks -60	External Marks -40	Total Marks(CA)-100	Theory Hours	Practical Hours	Total Hours	
S e m e s t e r - 0 3		<b>Elective Courses (EC)</b>							
	3.15	Securities Law	60	40	100	45	-	45	3
	3.16	Derivatives I	60	40	100	45	-	45	3
		<b>Ability Enhancement Courses (AEC)</b>							
	3.17	Information Technology in Business Management -I	60	40	100	45	-	45	3
		<b>Core Courses (CC)</b>							
	3.18	Mergers & Acquisitions	60	40	100	30	-	30	2
	3.19	Business Statistics	60	40	100	45	-	45	3
	3.20	Accounting for Managerial Decisions	60	40	100	45	-	45	3
	3.21	Investment Banking	60	40	100	45	-	45	3
		<b>Total</b>			<b>700</b>			<b>300</b>	<b>20</b>
S e m e s t e r - 0 4		<b>Elective Courses (EC)</b>							
	4.22	Technical Analysis	60	40	100	45	-	45	3
	4.23	Fixed Income Securities	60	40	100	45	-	45	3
		<b>Ability Enhancement Courses (AEC)</b>							
	4.24	Information Technology in Business Management -II	60	40	100	45	-	45	3
		<b>Core Courses (CC)</b>							
	4.25	Business Economics - II	60	40	100	45	-	45	3
	4.26	Business Research Methods	60	40	100	45	-	45	3
	4.27	Financial Spreadsheet	60	40	100	30	-	30	2
	4.28	Derivatives II	60	40	100	45	-	45	3
			<b>Total</b>			<b>700</b>			<b>300</b>

	Subject code	Core Subject Topics	Assessment Pattern			Teaching Hours			Total Credits
			Internal Marks -60	External Marks -40	Total Marks(CA) -100	Theory Hours	Practical Hours	Total Hours	
Semester - 05		<b>Elective Courses (EC)</b>							
	5.29	Foreign Exchange	60	40	100	45	-	45	3
	5.30	Financial Planning	60	40	100	45	-	45	3
	5.31	Project Finance	60	40	100	45	-	45	3
		<b>Core Courses (CC)</b>							
	5.32	Financial Modeling	60	40	100	30	-	30	2
	5.33	Strategic Management	60	40	100	45	-	45	3
	5.34	International Business	60	40	100	45	-	45	3
		<b>Summer Internship</b>							
5.35	Summer Internship	60	40	100	45	-	45	3	
		<b>Total</b>			<b>700</b>			<b>300</b>	<b>20</b>
Semester - 06		<b>Elective Courses (EC)</b>							
	6.36	Financial Risk Management	60	40	100	45	-	45	3
	6.37	Portfolio Management	60	40	100	45	-	45	3
	6.38	Taxation	60	40	100	45	-	45	3
		<b>Core Courses (CC)</b>							
	6.39	Financial Technology	60	40	100	45	-	45	3
	6.40	Entrepreneurship Management	60	40	100	45	-	45	3
	6.41	Islamic Banking & Finance	60	40	100	45	-	45	3
		<b>Project work</b>							
6.42	Project work	60	40	100	45	-	45	3	
		<b>Total</b>			<b>700</b>			<b>315</b>	<b>21</b>
		<b>Final Total</b>			<b>4200</b>			<b>1815</b>	<b>121</b>

Paper No.	Subject	Total Hours	Session of 3 Hrs. Each
<b>SEMESTER 1</b>			
<b>Elective Courses (EC)</b>			
1.1	<p>Financial Accounting</p> <p><b>Unit 1</b> Introduction to Accounting · Concept and necessity of Accounting · An Overview of Income Statement and Balance Sheet.</p> <p><b>Unit 2</b> Introduction and Meaning of GAAP · Concepts of Accounting · Impact of Accounting · Concepts on Income Statement and Balance Sheet.</p> <p><b>Unit 3</b> Accounting Mechanics · Process leading to preparation of Trial Balance and Financial Statements</p> <p><b>Unit 4</b> Preparation of Financial Statements with Adjustment Entries.</p> <p><b>Unit 5</b> Revenue Recognition and Measurement · Capital and Revenue Items · Treatment of R &amp; D Expenses · Preproduction Cost · Deferred Revenue Expenditure etc.</p> <p><b>Unit 6</b> Fixed Assets and Depreciation Accounting · Evaluation and Accounting of Inventory.</p> <p><b>Unit 7</b> Preparation and Complete Understanding of Corporate Financial Statements · ‘T’ Form and Vertical Form of Financial Statements.</p> <p><b>Unit 8</b> Important Accounting Standards.</p> <ul style="list-style-type: none"> <li>• Corporate Financial Reporting – Analysis of Interpretation thereof with reference to Ratio Analysis. Fund Flow, Cash Flow.</li> <li>• Corporate Accounting. Accounting of Joint Stock Companies: Overview of Share Capital and Debentures, Accounting for Issue and forfeiture of Shares, Issue of Bonus Share. Issue of Debentures,</li> </ul>	45	15

	<p><b>Unit 9</b> Financial Statements of Companies: Income Statement and Balance Sheet in Schedule VI. Provisions of the Companies Act: Affecting preparation of Financial Statements, Creative Accounting, Annual Report, Presentation and analysis of Audit reports and Directors report. (Students should be exposed to reading of Annual Reports of Companies both detailed and summarized version).</p> <p><b>Unit 10</b> Inflation Accounting &amp; Ethical Issue in Accounting</p> <p><b>Unit 11</b> Case Studies and Presentations</p>		
1.2	<p><b>Business Law</b></p> <p><b>Unit 1</b> <b>Contract Act, 1872 &amp; Sale of Goods Act, 1930</b></p> <ul style="list-style-type: none"> <li>• <b>Contract Act, 1872:</b> Essential elements of Contract; Agreement and Contract – Capacity to Contract, free consent, consideration, lawful objects/ consideration, Breach of contract. Remedies for breach of Contract.</li> <li>• <b>Sale of Goods Act,1930:</b> Scope of Act, Sale and Agreement to sell, essential of a valid Sale Contract – Conditions and warranties – Implied Condition and warranties, Rights of an unpaid seller.</li> </ul> <p><b>Unit 2</b> <b>Negotiable Instrument Act, 1981 &amp; Consumer Protection Act, 1986</b></p> <ul style="list-style-type: none"> <li>• <b>Negotiable Instrument Act, 1981:</b> Introduction of Negotiable Instruments – Characteristics of negotiable instruments, Promissory note, Bills of exchange, Cheque, Dishonour of Cheque.</li> <li>• <b>Consumer Protection Act, 1986:</b> Objects of Consumer Protection- Introduction of Consumers, who is consumer? Meaning of the words “Goods and services” – Meaning of the words “Defects and Deficiencies of goods and services” Consumer disputes and Complaints.</li> </ul> <p><b>Unit 3</b> <b>Company Law</b></p> <ul style="list-style-type: none"> <li>• What is company? – Incorporation of company – MOA, AOA, Prospectus, Meetings, Meaning of transfer and transmission of shares.</li> </ul>	45	15

	<p><b>Unit 4</b>  <b>Intellectual Property Rights (IPR)</b></p> <ul style="list-style-type: none"> <li>▪ IPR definition/ objectives</li> <li>▪ Patent definition. What is patentable? What is not patentable? Invention and its Attributes, Inventors and Applications</li> <li>▪ Trademarks, definition, types of trademarks, infringement and passing off.</li> <li>▪ Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions.</li> </ul> <p>Geographical indications (only short notes)</p>		
1.3	<p><b>Introduction to Financial Market</b></p> <p><b>Unit 1</b> Introduction to Financial Markets</p> <p><b>Unit 2</b> Financial Instruments and Participants</p> <p><b>Unit 3</b> Alternative Investment Schemes and other Investment Products</p> <p><b>Unit 4</b> Regulators and Regulations</p> <p><b>Unit 5</b> Public Issues and Process</p> <p><b>Unit 6</b> Index</p> <p><b>Unit 7</b> Demat and BOLT</p> <p><b>Unit 8</b> Trading, Clearing and Settlement</p> <p><b>Unit 9</b> Investor Services</p>	45	15
	<b>Ability Enhancement Courses (AEC)</b>		
	<b>Ability Enhancement Compulsory (AECC)</b>		
1.4	<p><b>Business Communication – I</b></p> <p><b>Unit 1</b> Understanding communications in domestic &amp; international business situations. Cultural Context of Communications. Customs and Practices.</p>	45	15

	<p><b>Unit 2</b> Barriers to effective communication. Steps to structuring communication well. Powerful techniques to influence people. Importance of 1. Clear Objectives to Communication. 2. Analysis of Receivers Thoughts &amp; Feelings. Structuring Communication in a. Opening b. Body c. Closing. Importance of verbal &amp; non-verbal communication.</p> <p><b>Unit 3</b> Writing effective emails. Emails to juniors. Emails to peers. Emails to Seniors. Emails to Customers for Developing Sales. Emails to Customers for Service Issues.</p> <p><b>Unit 4</b> Influencing &amp; Handling Conflict &amp; Differences of Opinion. Understanding Submissiveness, aggressive &amp; assertive communication.</p> <p><b>Unit 5</b> Writing effective reports &amp; analysis. Structuring the Reports. Executive Summary. Flow. Methodology. Research Done. Key Findings. Your Analysis. Conclusions &amp; Recommendations.</p> <p><b>Unit 6</b> Making an effective oral presentation. Preparing Objectives. Researching Audience needs &amp; wants. Communicating Key Points of the message. Handling Questions &amp; Objections from the Receiver. Closing with Action planning.</p> <p><b>Unit 7</b> Making an effective presentation with PowerPoint slides / Interaction / Videos / audios.</p>		
	<b>Skill Enhancement Compulsory (SEC)</b>		
<b>1.5</b>	<p><b>Banking Operation &amp; Product I</b></p> <p><b>Unit 1</b> An Introduction to Banking</p> <p><b>Unit 2</b> Introduction to Commercial Banking</p> <p><b>Unit 3</b> Basic Banking Concepts</p> <p><b>Unit 4</b> Types of Customers</p>	45	15



	<b>Unit 5</b> Bank Customer Relationships  <b>Unit 6</b> KYC  <b>Unit 7</b> Deposit Products and Services  <b>Unit 8</b> Principles of Lending  <b>Unit 9</b> Retail Lending Products  <b>Unit 10</b> Corporate Lending Products		
	<b>Core Courses (CC)</b>		
<b>1.6</b>	<b>Marketing &amp; sales of Financial Products</b>  <b>Unit 1</b> Introduction to Marketing  <b>Unit 2</b> Analysing the Macro Environment  <b>Unit 3</b> Analysing the Micro Environment  <b>Unit 4</b> Segmentation  <b>Unit 5</b> Targeting  <b>Unit 6</b> Positioning I  <b>Unit 7</b> Positioning II  <b>Unit 8</b> Developing the Marketing Mix  <b>Unit 9</b> Introduction to Services Marketing  <b>Unit 10</b> Communicating the Marketing Mix	30	10

1.7	<p><b>Business Economics – I</b></p> <p><b>Unit 1</b>  <b>Introduction</b></p> <ul style="list-style-type: none"> <li>• <b>Scope and Importance of Business Economics</b> - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium</li> </ul> <p><b>Unit 2</b>  <b>Demand Analysis</b></p> <ul style="list-style-type: none"> <li>• <b>Demand Function</b> - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)- relationship between elasticity of demand and revenue concepts</li> <li>• <b>Demand estimation and forecasting:</b> Meaning and significance - methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)</li> </ul> <p><b>Unit 3</b>  <b>Supply and Production Decisions and Cost of Production</b></p> <ul style="list-style-type: none"> <li>• <b>Production function:</b> short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale.</li> <li>• <b>Cost concepts:</b> Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (hypothetical numerical problems to be discussed), LAC and Learning curve - Break even analysis (with business applications)</li> </ul> <p><b>Unit 4</b>  <b>Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under</b></p>	45	15
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	<p><b>Imperfect Competition</b></p> <p>Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long-run equilibrium of a firm under Monopoly</p> <ul style="list-style-type: none"> <li>• <b>Monopolistic competition:</b> Equilibrium of a firm under monopolistic competition, debate over role of advertising (topics to be taught using case studies from real life examples)</li> <li>• <b>Oligopolistic markets:</b> key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)</li> </ul> <p><b>Unit 5</b> <b>Pricing Practices</b></p> <p>Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (case studies on how pricing methods are used in business world)</p>		
	<b>SEMESTER 2</b>		
2.8	<p><b>Mutual Funds</b></p> <p><b>Unit 1</b> Introduction to Mutual Fund</p> <p><b>Unit 2</b> Classification of Mutual Funds</p> <p><b>Unit 3</b> Funds Offer</p> <p><b>Unit 4</b> Funds Expenses</p> <p><b>Unit 5</b> Mutual Fund Investment</p>	45	15
2.9	<p><b>Corporate Finance</b></p> <p><b>Unit 1</b> Introduction to Corporate Finance</p> <p><b>Unit 2</b> Time Value of money</p> <p><b>Unit 3</b> Capital Budgeting</p> <p><b>Unit 4</b> Capital Structure</p>	45	15

	<p><b>Unit 5</b> Weighted Cost of Capital</p> <p><b>Unit 6</b> Leverage</p> <p><b>Unit 7</b> Corporate Governance</p> <p><b>Unit 8</b> Working Capital I</p> <p><b>Unit 9</b> Working Capital II</p> <p><b>Unit 10</b> Dividend Theory</p>		
<b>2.10</b>	<p><b>Ethical and Professional Standards</b></p> <p><b>Unit 1</b> Introduction to Ethics &amp; Professional Standards - ES 1 and 2</p> <p><b>Unit 2</b> Ethics &amp; Professional Standards - S3 to S7</p> <p><b>Unit 3</b> Ethics &amp; Professional Standards - S8 to S12</p> <p><b>Unit 4</b> Ethics &amp; Professional Standards - S13 to S16</p> <p><b>Unit 5</b> Ethics &amp; Professional Standards - S17 to S21</p>	45	15
	<b>Ability Enhancement Courses (AEC)</b>		
	<b>Ability Enhancement Compulsory (AECC)</b>		
<b>2.11</b>	<p><b>Business Communication – II</b></p> <p><b>Unit 1</b> <b>Presentation Skills</b> <b>Presentations:</b> (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation</p> <p><b>Unit 2</b> <b>Group Communication</b></p> <ul style="list-style-type: none"> <li><b>Interviews:</b> Group Discussion Preparing for an Interview, Types of Interviews – Selection,</li> </ul>	45	15

	<p>Appraisal, Grievance, Exit</p> <ul style="list-style-type: none"> <li>• <b>Meetings:</b> Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions</li> <li>• <b>Conference:</b> Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing</li> <li>• <b>Public Relations:</b> Meaning, Functions of PR Department, External and Internal Measures of PR</li> </ul> <p><b>Unit 3</b> <b>Business Correspondence</b></p> <ul style="list-style-type: none"> <li>• <b>Trade Letters:</b> Order, Credit and Status Enquiry, Collection (just a brief introduction to be given)</li> <li>• <b>Only following to be taught in detail: -</b> Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act</li> </ul> <p>[Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However, students should not be tested on the theory.]</p> <p><b>Unit 4</b> <b>Language and Writing Skills</b></p> <ul style="list-style-type: none"> <li>• <b>Reports:</b> Parts, Types, Feasibility Reports, Investigative Reports</li> <li>• <b>Summarization:</b> Identification of main and supporting/sub points Presenting these in a cohesive manner</li> </ul>		
	<b>Skill Enhancement Compulsory (SEC)</b>		
2.12	<p><b>Banking Operation &amp; Product II</b></p> <p><b>Unit 1</b> Introduction to Banking</p> <p><b>Unit 2</b> Types &amp; Functions of Banks</p> <p><b>Unit 3</b> Functions of Front, Middle and Back office</p> <p><b>Unit 4</b> Types of Bank Accounts</p>	30	10

	<p><b>Unit 5</b> Know Your Customer</p> <p><b>Unit 6</b> Account Opening Policy &amp; Procedure</p> <p><b>Unit 7</b> Principles of Lending</p> <p><b>Unit 8</b> Liability Products</p> <p><b>Unit 9</b> Ancillary Services</p> <p><b>Unit 10</b> Asset Products</p> <p><b>Unit 11</b> Secured Loan Products</p> <p><b>Unit 12</b> Credit Rating Agency</p>		
	<b>Core Courses (CC)</b>		
2.13	<p><b>Business Environment</b></p> <p><b>Unit 1</b> <b>Introduction to Business Environment</b></p> <ul style="list-style-type: none"> <li>• <b>Business:</b> Meaning, Definition, Nature &amp; Scope, Types of Business Organizations</li> <li>• <b>Business Environment:</b> Meaning, Characteristics, Scope and Significance, Components of Business Environment</li> <li>• <b>Micro and Macro Environment:</b> Definition, Differentiation, Analysis of Business Environment, SWOT Analysis.</li> <li>• <b>Introduction to Micro-Environment:</b> <ul style="list-style-type: none"> <li>▪ <b>Internal Environment:</b> Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity</li> <li>▪ <b>External Environment:</b> Firm, customers, suppliers, distributors, Competitors, Society</li> </ul> </li> <li>• <b>Introduction to Macro Components:</b> Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal)</li> </ul>	45	15

	<p><b>Unit 2</b>  <b>Political and Legal environment</b></p> <ul style="list-style-type: none"> <li>• <b>Political Institutions:</b> Legislature, Executive, Judiciary, Role of government in Business, Legal framework in India.</li> <li>• <b>Economic environment:</b> economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy</li> <li>• Impact of business on Private sector, Public sector and Joint sector</li> <li>• Sun-rise sectors of India Economy. Challenges of Indian economy.</li> </ul> <p><b>Unit 3</b>  <b>Social and Cultural Environment, Technological environment and Competitive Environment</b></p> <ul style="list-style-type: none"> <li>• <b>Social and Cultural Environment:</b> Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance of Corporate Governance and Social Responsibility of Business</li> <li>• <b>Technological environment:</b> Features, impact of technology on Business</li> <li>• <b>Competitive Environment:</b> Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies</li> </ul> <p><b>Unit 4</b>  <b>International Environment</b></p> <ul style="list-style-type: none"> <li>• <b>International Environment -</b> <ul style="list-style-type: none"> <li>▪ <b>GATT/ WTO:</b> Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO.</li> <li>▪ <b>Globalization:</b> Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model.</li> <li>▪ <b>MNCs:</b> Definition, meaning, merits, demerits, MNCs in India</li> <li>▪ <b>FDI:</b> Meaning, FDI concepts and functions, need for FDI in developing countries, Factors influencing FDI, FDI operations in India,</li> </ul> </li> </ul> <p><b>Challenges faced by International Business and Investment Opportunities for Indian Industry.</b></p>		
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2.14	<p><b>Principles of Management</b></p> <p><b>Unit 1</b> <b>Nature of Management</b></p> <ul style="list-style-type: none"> <li>• <b>Management:</b> Concept, Significance, Role &amp; Skills, Levels of Management, Concepts of PODSCORB, Managerial Grid.</li> <li>• Evolution of Management thoughts, Contribution of F.W Taylor, Henri Fayol and Contingency Approach.</li> </ul> <p><b>Unit 2</b> <b>Planning and Decision Making</b></p> <ul style="list-style-type: none"> <li>• <b>Planning:</b> Meaning, Importance, Elements, Process, Limitations and MBO.</li> <li>• <b>Decision Making:</b> Meaning, Importance, Process, Techniques of Decision Making.</li> </ul> <p><b>Unit 3</b> <b>Organizing</b></p> <ul style="list-style-type: none"> <li>• <b>Organizing:</b> Concepts, Structure (Formal &amp; Informal, Line &amp; Staff and Matrix), Meaning, Advantages and Limitations</li> <li>• <b>Departmentation:</b> Meaning, Basis and Significance</li> <li>• <b>Span of Control:</b> Meaning, Graicunas Theory, Factors affecting span of Control Centralization Vs Decentralization</li> <li>• <b>Delegation:</b> Authority &amp; Responsibility relationship</li> </ul> <p><b>Unit 4</b> <b>Directing, Leadership, Co-ordination and Controlling</b></p> <ul style="list-style-type: none"> <li>• <b>Directing:</b> Meaning and Process</li> <li>• <b>Leadership:</b> Meaning, Styles and Qualities of Good Leader</li> <li>• <b>Co-ordination</b> as an Essence of Management</li> <li>• <b>Controlling:</b> Meaning, Process and Techniques</li> </ul> <p><b>Recent Trends:</b> Green Management &amp; CSR</p>	45	15
	<b>SEMESTER 3</b>		
	<b>Elective Courses (EC)</b>		



<b>3.15</b>	<b>Securities Law</b>  <b>Unit 1</b> Introduction to Indian Capital Markets  <b>Unit 2</b> SEBI Act 1992  <b>Unit 3</b> Banking Securities Contract (Regulations) Act 1956  <b>Unit 4</b> Companies Act 2013 I  <b>Unit 5</b> Companies Act 2013 II  <b>Unit 6</b> Companies Act 2013 III  <b>Unit 7</b> Company Formation  <b>Unit 8</b> Corporate Governance I  <b>Unit 9</b> Corporate Governance II  <b>Unit 10</b> Other Regulations	45	15
<b>3.16</b>	<b>Derivatives I</b>  <b>Unit 1</b> Introduction to Derivatives  <b>Unit 2</b> Derivative Products  <b>Unit 3</b> Basic of Options  <b>Unit 4</b> Basic of Futures  <b>Unit 5</b> Types of Margins  <b>Unit 6</b> Pricing of Futures		

	<b>Unit 7</b> Options  <b>Unit 8</b> Option Strategies  <b>Unit 9</b> Option Greeks  <b>Unit 10</b> Futures and Option Strategies		
	<b>Ability Enhancement Courses (AEC)</b>		
<b>3.17</b>	<b>Information Technology in Business Management - I</b> <b>Unit 1</b> Advanced Spreadsheets. A) Multiple spreadsheets B) Functions C) Data Analysis <b>Unit 2</b> Web Designing Using HTML	45	15
	<b>Core Courses (CC)</b>		
<b>3.18</b>	<b>Mergers &amp; Acquisitions</b>  <b>Unit 1</b> Introduction To Merger And Acquisition  <b>Unit 2</b> Motives Behind Merger & Acquisition And Process  <b>Unit 3</b> Defence Mechanisms  <b>Unit 4</b> Valuation  <b>Unit 5</b> Funding Acquisitions  <b>Unit 6</b> Payment Terms  <b>Unit 7</b> Legal Consideration  <b>Unit 8</b> Financial And Tax Considerations  <b>Unit 9</b> Accounting Of Merger And Acquisition	30	10

	<p><b>Unit 10</b> Corporate And Financial Restructuring</p>		
3.19	<p><b>Business Statistics</b></p> <p><b>Unit 1</b> Basic Statistical Concepts · Summarisation of Data · Frequency Distribution · Measures of Central Tendency · Measures of Dispersion · Relative Dispersion, Skewness</p> <p><b>Unit 2</b> Elementary Probability Theory · Relative Frequency Approach · Axiomatic Approach · Subjective Probability · Marginal &amp; Conditional Probability · Independence/Dependence of Events · Bayes' Theorem · Chebyseheff's Lemma</p> <p><b>Unit 3</b> Elementary Statistical Distributions · Binomial, Poisson, Hyper geometric · Negative Exponential, Normal, Uniform</p> <p><b>Unit 4</b> Sampling distributions · For Mean, Proportion, Variance · From Random Samples · Standard Normal (3); Student's; Chi-Square · And Variance ratio (F) Distribution</p> <p><b>Unit 5</b> Statistical Estimation · Point &amp; Interval estimation · Confidence Interval for Mean, Proportion &amp; Variance</p> <p><b>Unit 6</b> Test of Hypothesis · Tests for specified values of Mean, · Proportion &amp; Standard Deviation · Testing equality of two Means, · Proportion &amp; Standard Deviation · Test of goodness - of fit</p> <p><b>Unit 7</b> Simple Correlation &amp; Regression/Multiple Correlation &amp; Regression · Spearman's rank Correlation</p> <p><b>Unit 8</b> Analysis of Variance · One-way &amp; Two-way Classification (for Equal Class</p> <p><b>Unit 9</b> Elements of Integration &amp; Differentiation</p>	45	15

	<p><b>Unit 10</b> Elements of Determinants</p> <p><b>Unit 11</b> Elements of Matrix algebra</p>		
3.20	<p><b>Accounting for Managerial Decisions</b></p> <p><b>Unit 1</b> Objective of Financial Management Financial Performance Appraisal using Ratio Analysis, Funds Flow Analysis &amp; Cash Flow Analysis</p> <p><b>Unit 2</b> Sources of Finance - Short Term/Long Term, Domestic / Foreign, Equity/Borrowings/Mixed etc. Cost of Capital &amp; Capital - Structure Planning, Capital Budgeting &amp; Investment Decision Analysis (using Time Value</p> <p><b>Unit 3</b> Working Capital Management - Estimation &amp; Financing, Inventory Management, Receivable Management, Cash Management Ø Divided Policy / Bonus - Theory &amp; Practice</p> <p><b>Unit 4</b> Investment (Project) identification, feasibility analysis with sensitivities, constraints and long term cash flow projection Financing Options - structuring &amp; evaluation off-shore/ onshore Instruments, multiple option bonds, risk analysis, financial engineering, leasing, hire purchase, foreign direct investment, private placement, issue of convertible bonds etc.</p> <p><b>Unit 5</b> Financial Benchmarking -- concept of shareholder value maximization, interest rate structuring, bond valuations Banking - consortium banking for working capital management, credit appraisal by banks, periodic reporting, enhancement of credit limits, bank guarantees, trade finance, receivable financing, documentary credit, routing of documents through banks, correspondent banking, sales and realisation with foreign country clients, process of invoicing, retail products, high value capital equipment, periodic invoicing for large value infrastructure projects, Escrow accounts</p>	45	15

	<p><b>Unit 6</b>  Ø Valuation of projects and investment opportunities - due diligence procedures Ø Credit Rating of Countries/ State / Investment &amp; Instruments Ø Joint Venture formulations - FIPS / RBI Ø Infrastructure financing Ø Issues &amp; considerations, financial feasibility, pricing &amp; earning model</p> <p><b>Unit 7</b>  Case Studies and Presentations.</p>		
<b>3.21</b>	<p><b>Investment Banking</b></p> <p><b>Unit 1</b>  Overview of Investment banking.</p> <p><b>Unit 2</b>  Investment banking Activities :</p> <p><b>Unit 3</b>  Raising Equity Capital</p> <p><b>Unit 4</b>  IPO Process</p> <p><b>Unit 5</b>  Private Equity Investments</p> <p><b>Unit 6</b>  Role of Investment Banks in Debt Markets</p> <p><b>Unit 7</b>  Raising Finance from International Markets</p> <p><b>Unit 8</b>  Introduction to M&amp;A</p> <p><b>Unit 9</b>  M&amp;A Analysis</p> <p><b>Unit 10</b>  Corporate Restructuring</p>	45	15
	<b>SEMESTER 4</b>		
	<b>Elective Courses (EC)</b>		
<b>4.22</b>	<p><b>Technical Analysis</b></p> <p><b>Unit 1</b>  Introduction to Technical Analysis</p>	45	15

	<p><b>Unit 2</b> Theories, Techniques &amp; Benefits</p> <p><b>Unit 3</b> Important Aspects of Technical Analysis</p> <p><b>Unit 4</b> Charts and their patterns</p> <p><b>Unit 5</b> Technical Indicators</p> <p><b>Unit 6</b> Introduction &amp; Basic Assumptions</p> <p><b>Unit 7</b> Fundamental Analysis vs. technical analysis</p> <p><b>Unit 8</b> Trend Lines - Support and Resistance</p> <p><b>Unit 9</b> Importance of Volume</p> <p><b>Unit 10</b> Charts and Chart Types</p> <p><b>Unit 11</b> Chart Patterns</p> <p><b>Unit 12</b> Moving Averages</p> <p><b>Unit 13</b> Indicators and Oscillators</p> <p><b>Unit 14</b> Conclusion</p> <p><b>Unit 15</b> Technical Analysis Step by Step</p> <p><b>Unit 16</b> Important Concepts - Explanations</p>		
4.23	<p><b>Fixed Income Securities</b></p> <p><b>Unit 1</b> Introduction to Debt Markets</p>	45	15

	<b>Unit 2</b> Bond Structure  <b>Unit 3</b> Bonds with Options  <b>Unit 4</b> Risks in Bonds I  <b>Unit 5</b> Risks in Bonds II  <b>Unit 6</b> Introduction to Bond Valuation I  <b>Unit 7</b> Bond Valuation II  <b>Unit 8</b> MBS & ABS  <b>Unit 9</b> Valuation of MBS and ABS  <b>Unit 10</b> Case Studies		
	<b>Ability Enhancement Courses (AEC)</b>		
4.24	<b>Information Technology in Business Management -II</b>  <b>Unit 1</b> E-Commerce  <b>Unit 2</b> MIS	45	15
	<b>Core Courses (CC)</b>		
4.25	<b>Business Economics - II</b>  <b>Unit 1</b> <b>Introduction</b> <ul style="list-style-type: none"> <li>• <b>Scope and Importance of Business Economics</b> - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium</li> </ul>	45	15

## Unit 2

### Demand Analysis

- **Demand Function** - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)-relationship between elasticity of demand and revenue concepts
- **Demand estimation and forecasting:** Meaning and significance - methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)

## Unit 3

### Supply and Production Decisions and Cost of Production

- **Production function:** short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale.
- **Cost concepts:** Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (hypothetical numerical problems to be discussed), LAC and Learning curve - Break even analysis (with business applications)

## Unit 4

### Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition

Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long-run equilibrium of a firm under Monopoly

- **Monopolistic competition:** Equilibrium of a firm under monopolistic competition, debate over role of advertising (topics to be taught using case studies from real life examples)
- **Oligopolistic markets:** key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)



	<p><b>Unit 5</b>  <b>Pricing Practices</b>  Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing  (case studies on how pricing methods are used in business world)</p>		
4.26	<p><b>Business Research Methods</b></p> <p><b>Unit 1</b>  Relevance &amp; Scope of Research in Management and steps involved in the Research Process</p> <p><b>Unit 2</b>  Identification of Research Problem and Defining MR problems</p> <p><b>Unit 3</b>  Research Design</p> <p><b>Unit 4</b>  Data – Collection Methodology Primary Data – Collection Methods Measurement Techniques Characteristics of Measurement Techniques – Reliability, Validity etc. Secondary Data Collection Methods Library Research References Bibliography, Abstracts, etc.</p> <p><b>Unit 5</b>  Primary and Secondary data sources Data collection instruments including in-depth interviews, projective techniques and focus groups</p> <p><b>Unit 6</b>  Data management plan – Sampling &amp; measurement</p> <p><b>Unit 7</b>  Data analysis – Tabulation, SPSS applications data base, testing for association</p> <p><b>Unit 8</b>  Analysis Techniques Qualitative &amp; Quantitative Analysis Techniques, Techniques of Testing Hypothesis – Chi-square, T-test Correlation &amp; Regression Analysis. Analysis of Variance, etc. – Making Choice of an Appropriate Analysis Technique.</p> <p><b>Unit 9</b>  Research Report Writing and computer Aided Research Methodology – use of SPSS packages</p> <p><b>Unit 10</b>  Case Studies and Presentations.</p>	45	15

4.27	<b>Financial Spreadsheet</b>  <b>Unit 1</b> Additional Practice File  <b>Unit 2</b> Aggregation Functions  <b>Unit 3</b> Arithmetic Function  <b>Unit 4</b> Array  <b>Unit 5</b> Auditing  <b>Unit 6</b> Choose  <b>Unit 7</b> Comment  <b>Unit 8</b> Data Filter  <b>Unit 9</b> Excel Overview	30	10
4.28	<b>Derivatives II</b>  <b>Unit 1</b> Introduction to Derivatives  <b>Unit 2</b> Derivative Products  <b>Unit 3</b> Basic of Options  <b>Unit 4</b> Basic of Futures  <b>Unit 5</b> Types of Margins  <b>Unit 6</b> Pricing of Futures	45	15

	<b>Unit 7</b> Options  <b>Unit 8</b> Option Strategies  <b>Unit 9</b> Option Greeks  <b>Unit 10</b> Futures and Option Strategies		
	<b>SEMESTER 5</b>		
	<b>Elective Courses (EC)</b>		
<b>5.29</b>	<b>Foreign Exchange</b>  <b>Unit 1</b> What is Foreign Exchange, its need and Administration in India  <b>Unit 2</b> FEDAI, Forex Business Infrastructure in Banks  <b>Unit 3</b> SWIFT, Different types of forex trades  <b>Unit 4</b> Different Types of Exchange Rates  <b>Unit 5</b> Foreign Exchange Arithmetic  <b>Unit 6</b> Determination of Forex Rates-the factors that affect them  <b>Unit 7</b> Introduction to International Markets, LIBOR  <b>Unit 8</b> Raising Funds in the International Markets, Introduction to Bond Markets  <b>Unit 9</b> Types of Bonds in Different Currencies  <b>Unit 10</b> Basic Types of Derivatives	45	15
<b>5.30</b>	<b>Financial Planning</b>  <b>Unit 1</b> Financial Planning and Personal Financial Statements	45	15

	<p><b>Unit 2</b> Cash flow and debt management</p> <p><b>Unit 3</b> Investments Asset and Acquisition</p> <p><b>Unit 4</b> Asset to invest in</p> <p><b>Unit 5</b> Insurance policies and strategies</p> <p><b>Unit 6</b> Investment Planning</p> <p><b>Unit 7</b> Education Planning</p> <p><b>Unit 8</b> Tax Planning</p> <p><b>Unit 9</b> Retirement Planning and special circumstances</p> <p><b>Unit 10</b> Risk and Return</p>		
<b>5.31</b>	<p><b>Project Finance</b></p> <p><b>Unit 1</b> Introduction</p> <p><b>Unit 2</b> Participants</p> <p><b>Unit 3</b> Analysis</p> <p><b>Unit 4</b> Feasibility Study</p> <p><b>Unit 5</b> Capital Structure</p> <p><b>Unit 6</b> Preparing the Financial Model</p> <p><b>Unit 7</b> Risks and Mitigation</p> <p><b>Unit 8</b> Financing Documents</p>	45	15

	<b>Unit 9</b> Public Private Partnership		
	<b>Core Courses (CC)</b>		
<b>5.32</b>	<b>Financial Modeling</b>  <b>Unit 1</b> Overview of Financial Modeling  <b>Unit 2</b> Best Practices  <b>Unit 3</b> Core Statements  <b>Unit 4</b> Forecasting Revenue and Expenses  <b>Unit 5</b> Scenario Analysis  <b>Unit 6</b> Working Capital Schedule – (Assets)  <b>Unit 7</b> Working Capital Schedule – (Liabilities)  <b>Unit 8</b> Depreciation Schedule  <b>Unit 9</b> Amortization Schedule  <b>Unit 10</b> Long-Term Items and completion of income statement logic  <b>Unit 11</b> Shareholder’s equity Schedule  <b>Unit 12</b> Debt and Interest  <b>Unit 13</b> Troubleshooting your Financial Model (Part A)  <b>Unit 14</b> Troubleshooting your Financial Model (Part B)  <b>Unit 15</b> Data Tables  <b>Unit 16</b> Basics of Valuation	30	10

	<p><b>Unit 17</b> Valuation Of Companies - DDM</p> <p><b>Unit 18</b> Discounted Cash Flow Model</p> <p><b>Unit 19</b> Recap (A)</p>		
5.33	<p><b>Strategic Management</b></p> <p><b>Unit 1</b> Introduction to Strategic Management</p> <p><b>Unit 2</b> Strategic Management Process: Vision, Mission, Goal, Philosophy, Policies of an Organisation</p> <p><b>Unit 3</b> Strategy, Strategy as planned action, its importance, Process and advantages of planning Strategic v/s Operational Planning</p> <p><b>Unit 4</b> Strategy Choices Hierarchy of Strategies Types of Strategies Porter's Generic Strategies Competitive Strategies and Strategies for different industries and company situations Strategy Development for Non-profit, Non-business oriented organizations Mckinsey's 7 S Model: Strategy, Style, Structure, Systems, Staff, Skills and Shared values.</p> <p><b>Unit 5</b> External and Industry Analysis General Environment Industry / Competitive Environment Identifying industry's dominant features Porter's Five Forces of Competitive Analysis Analytic Tools: EFE Matrix and CPM</p> <p><b>Unit 6</b> Internal Analysis Assessment of Company Performance Management &amp; Business Functions Framework Other Frameworks for Organisational and Internal Analysis Analytical Tool: IFE Matrix</p> <p><b>Unit 7</b> Strategy Analysis and Formulation Tools SWOT Matrix SPACE Matrix BCG Matrix IE Matrix GE – McKinsey Matrix Grand Strategy Matrix Strategy Mapping and the Balanced Scorecard</p>	45	15

	<p><b>Unit 8</b> Growth Accelerators: Business Web, Market Power, Learning based. Management Control, Elements, Components of Management Information Systems</p> <p><b>Unit 9</b> Strategy Evaluation and Control Performance Measurement and Monitoring</p> <p><b>Unit 10</b> Financial Projections and Financial Impact of Strategies</p> <p><b>Unit 11</b> Miscellaneous Management Topics Social Responsibility Environmental Sustainability Value Chain Analysis Economic Value Added (EVA) Market Value Added (MVA) Strategic Issues in a Global Environment</p> <p><b>Unit 12</b> Case Studies and Presentations</p>		
5.34	<p><b>International Business</b></p> <p><b>Unit 1</b> Introduction to International Business a) Objective, Scope, Importance and Current Trends b) Domestic Business v/s International Business c) Reasons for International Business – For Corporate and Country d) Modes of Entry and Operation</p> <p><b>Unit 2</b> PEST Factors and Impact on International Business a) Risk Analysis b) Decisions to overcome or managing risks – a live current case</p> <p><b>Unit 3</b> Investment Management in International Business a) Foreign Direct Investment b) Offshore Banking c) Foreign Exchange Dealings and numerical in business d) Resource Mobilization through portfolio/GDR/ADR e) Other options of funding in ventures and case discussions</p> <p><b>Unit 4</b> Multinational Corporations a) Structure, system and operation b) Advantages and Disadvantages – Case discussion c) Current Opportunities of Indian MNCs and Case discussion d) Issues in foreign investments, technology transfer, pricing and regulations; International collaborative arrangements and strategic alliances.</p>	45	15

	<p><b>Unit 5</b> Globalization a) Concept and Practice b) Role of Global Organisation and Global Managers c) Stages of building Global companies and competitiveness d) Global competitive advantages of India - Sectors and Industries – Case study</p> <p><b>Unit 6</b> International Organisations and their role in international business a) WTO b) World Bank c) ADB d) IMF and others Case study</p> <p><b>Unit 7</b> Regional Trade Agreements and Free Trade Agreements (RTA and FTA) a) NAFTA b) EC c) ASEAN d) COMESA e) LAC f) Others – Case Study</p> <p><b>Unit 8</b> Trade Theories and relevance in International Business a) Absolute advantage b) Comparative advantage c) Competitive advantages d) Purchasing power points e) PLC theory f) Others – Case study</p> <p><b>Unit 9</b> International Logistics and Supply Chain a) Concepts and Practice b) Components of logistics and impact on trade c) Others – Case Study</p> <p><b>Unit 10</b> International HR Strategies a) Unique Characteristics of Global HR b) HR – Challenges c) Ethical Issues d) Regulator, Aspects of HR e) Others - Case Study</p> <p><b>Unit 11</b> Emerging Developments and Other Issues: Growing concern for ecology; Counter trade; IT and international business.</p> <p><b>Unit 12</b> Case Studies and Presentations.</p>		
	<b>Summer Internship</b>		
5.35	<b>Summer Internship</b>	45	15



<b>SEMESTER 6</b>			
<b>Elective Courses (EC)</b>			
<b>6.36</b>	<b>Financial Risk Management</b>	45	15
	<p><b>Unit 1</b> Introduction to risk management</p> <p><b>Unit 2</b> Enterprise risk management</p> <p><b>Unit 3</b> Corporate Governance and Corporate Risk Management</p> <p><b>Unit 4</b> Case Studies</p> <p><b>Unit 5</b> Basic Quants and Statistics Part 1</p> <p><b>Unit 6</b> Basic Quants and Statistics Part 2</p> <p><b>Unit 7</b> Capital Asset Pricing Model</p> <p><b>Unit 8</b> Arbitrage and Arbitrage Pricing Theory – Multi-factor Model</p> <p><b>Unit 9</b> Banking Sector</p> <p><b>Unit 10</b> Information Risk, Data Quality Management and Risk Reporting</p> <p><b>Unit 11</b> Role of Exchanges and Central Counterparty in Capital Market Trades</p> <p><b>Unit 12</b> Interest Rates and Interest Rate Futures</p> <p><b>Unit 13</b> Derivatives Part 1</p> <p><b>Unit 14</b> Derivatives Part 2</p>		

	<p><b>Unit 15</b> Commodities Market Part 1</p> <p><b>Unit 16</b> Commodities Market Part 2</p> <p><b>Unit 17</b> Fixed Income Market Part 1</p> <p><b>Unit 18</b> Fixed Income Market Part 2</p> <p><b>Unit 19</b> Fixed Income Market Part 3</p> <p><b>Unit 20</b> Foreign Exchange Market</p>		
<b>6.37</b>	<p><b>Portfolio Management</b></p> <p><b>Unit 1</b> Introduction to Portfolio management</p> <p><b>Unit 2</b> Portfolio Management Models</p> <p><b>Unit 3</b> Portfolio Manager</p> <p><b>Unit 4</b> Security analysis</p> <p><b>Unit 5</b> Case Studies and Practical Applications</p>	45	15
<b>6.38</b>	<p><b>Taxation</b></p> <p><b>Unit 1</b> Introduction to Taxation</p> <p><b>Unit 2</b> Direct Tax- Salaries</p> <p><b>Unit 3</b> Direct Tax- House Property</p> <p><b>Unit 4</b> Direct Tax- Capital Gains</p> <p><b>Unit 5</b> Direct Tax- Profits and Gains from Business and Profession</p>	45	15

	<p><b>Unit 6</b> Direct Tax- Other sources</p> <p><b>Unit 7</b> Direct Tax- Deductions</p> <p><b>Unit 8</b> Direct Tax- Exemptions</p> <p><b>Unit 9</b> Direct Tax- Advance Tax and Tax deducted at source</p> <p><b>Unit 10</b> Direct Tax- Filing return of income</p> <p><b>Unit 11</b> Indirect Tax- Introduction to excise and CENVAT</p> <p><b>Unit 12</b> Indirect Tax- Introduction to customs</p> <p><b>Unit 13</b> Indirect Tax- Introduction to VAT &amp; CST</p> <p><b>Unit 14</b> Indirect Tax- Introduction to</p> <p><b>Unit 15</b> service tax</p> <p><b>Unit 16</b> Indirect Tax- Introduction to goods and service tax</p>		
	<b>Core Courses (CC)</b>		
<b>6.39</b>	<p><b>Financial Technology</b></p> <p><b>Unit 1</b> IPO &amp; Book Building</p> <p><b>Unit 2</b> Secondary Markets &amp; Technology Set-up</p> <p><b>Unit 3</b> Trading Systems &amp; Technology</p>	45	15

	<b>Unit 4</b> Back Office Technology		
<b>6.40</b>	<p><b>Entrepreneurship Management</b></p> <p><b>Unit 1</b> Qualities of an Entrepreneur. Understanding the difference between an Employee / self-employed / Business person / Investor. Robert Kiyosaki's Cash Flow Quadrant.</p> <p><b>Unit 2</b> Difference between creating an Asset / earning an Income.</p> <p><b>Unit 3</b> Selecting a Business Idea - Doing a Market Analysis. Process of Generating a Business Idea - Screening &amp; Selection.</p> <p><b>Unit 4</b> Developing a Business Plan - Elements of Marketing / Finance / HR / operations / IT / Taxation.</p> <p><b>Unit 5</b> Government's role for entrepreneurship development in India Institutes and non-government organisations imparting training on entrepreneurship. Start-up India Modalities. Policies governing SMEs Organizational Structure Steps in setting up a small unit SME funding. Requirements of capital (fixed and working), Factors determining capital requirements, Importance of fixed and working capital, Working capital management, Sources of finance for SME'S. Taxation benefits SIDBI and SISI – Their role in the development of SMEs. Taxation benefits SIDBI and SISI – Their role in the development of SMEs Marketing mechanism in SMEs Problems of SMEs and prospects Turnaround strategies for SMEs</p> <p><b>Unit 6</b> Options available to entrepreneurs, ancillarisation franchising and outsourcing. Cases on takeover, mergers and acquisitions in India and at global level. Social Entrepreneurship-Definition, importance and social responsibilities NGOs</p> <p><b>Unit 7</b> Starting Sports Businesses in India. Types / structures / business potential.</p> <p><b>Unit 8</b> Case Studies and Presentations.</p>	45	15

6.41	<b>Islamic Banking &amp; Finance</b>  <b>Unit 1</b> <ul style="list-style-type: none"> <li>• Islamic Finance: Current Scene and Projected Potential</li> </ul> <b>Unit 2</b> <ul style="list-style-type: none"> <li>• The Fundamentals of Islamic Finance</li> </ul> <b>Unit 3</b> <ul style="list-style-type: none"> <li>• Islamic Insurance</li> </ul> <b>Unit 4</b> <ul style="list-style-type: none"> <li>• Application of Islamic Finance to the Capital Market</li> </ul> <b>Unit 5</b> <ul style="list-style-type: none"> <li>• Capital Mobilization through Islamic Bonds</li> </ul> <b>Unit 6</b> <ul style="list-style-type: none"> <li>• Microfinance in the Context of Islamic Finance</li> </ul> <b>Unit 7</b> <ul style="list-style-type: none"> <li>• Banking &amp; Islamic Finance</li> </ul> <b>Unit 8</b> <ul style="list-style-type: none"> <li>• Islamic Finance in India Today: case study</li> </ul>	45	15
	<b>Project work</b>		
6.42	<b>Project work</b>	45	15

## **PASSING STANDARD AND PERFORMANCE GRADING:**

<b>MARKS</b>	<b>GRADE POINTS</b>	<b>GRADE</b>
75 TO 100	7.5 TO 10.0	O
65 TO 74	6.5 TO 7.49	A
60 TO 64	6.0 TO 6.49	B
55 TO 59	5.5 TO 5.99	C
50 TO 54	5.0 TO 5.49	D
0 TO 49	0.0 TO 4.99	F (FAILS)

The performance grading shall be based on the aggregate performance of Internal Assessment and Semester End Examination.

The Semester Grade Point Average (SGPA) will be calculated in the following manner:  
 $SGPA = \frac{\sum CG}{\sum C}$  for a semester, where C is Credit Point and G is Grade Point for the Course/ Subject.

The Cumulative Grade Point Average (CGPA) will be calculated in the following manner :  
 $CGPA = \frac{\sum CG}{\sum C}$  for all semesters taken together.

### **R. \_\_\_\_\_ PASSING STANDARD FOR ALL COURSES :**

Passing 50% in each subject /Course combined Progressive Evaluation (PE)/Internal Evaluation and Semester-End/Final Evaluation (FE) examination taken together. i.e. (Internal plus External Examination)

### **R. \_\_\_\_\_**

- A. Carry forward of marks in case of learner who fails in the Internal Assessments and/ or Semester-end examination in one or more subjects (whichever component the learner has failed although passing is on total marks).
- B. A learner who PASSES in the Internal Examination but FAILS in the Semester-end Examination of the Course shall reappear for the Semester-End Examination of that Course. However his/her marks of internal examinations shall be carried over and he/she shall be entitled for grade obtained by him/her on passing.
- C. A learner who PASSES in the Semester-end Examination but FAILS in the Internal Assessment of the course shall reappear for the Internal Examination of that Course. However his/her marks of Semester-End Examination shall be carried over and he/she shall be entitled for grade obtained by him/her on passing

**R. \_\_\_\_\_ ALLOWED TO KEEP TERMS (ATKT)**

- A. A learner shall be allowed to keep term for Semester II irrespective of number of heads/courses of failure in the Semester I.
- B. A learner shall be allowed to keep term for Semester III wherever applicable if he/she passes each of Semester I and Semester II.

**OR**

- C. A learner shall be allowed to keep term for Semester III wherever applicable irrespective of number of heads/courses of failure in the Semester I & Semester II.
- D. A learner shall be allowed to keep term for Semester IV wherever applicable if he/she passes each of Semester I, Semester II and Semester III.

**OR**

- E. A learner shall be allowed to keep term for Semester IV wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, and Semester III
- F. A learner shall be allowed to keep term for Semester V wherever applicable if he/she passes each of Semester I, Semester II, Semester III and Semester IV.

**OR**

- G. A learner shall be allowed to keep term for Semester V wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, Semester III, and Semester IV.
- H. The result of Semester VI wherever applicable OR final semester shall be kept in abeyance until the learner passes each of Semester I, Semester II, Semester III, Semester IV , Semester V wherever applicable.

**OR**

- I. A learner shall be allowed to keep term for Semester VI wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, Semester III, Semester IV and Semester V.