

# **HSNC University Mumbai**

**(Established by Government of Maharashtra vide notification dated 30<sup>th</sup> October, 2019  
under section 3(6) of Maharashtra Public Universities Act)**



## **Ordinances and Regulations**

**With Respect to**

**Choice Based Credit System (CBCS)**

**For the Programmes**

**Under**

**The Faculty of Commerce & Management**

**With effect from the**

**Academic year 2025-26**



## **Board of Studies in the Subject of Banking, Insurance and Financial Markets**

1. Name of Chairperson/ Co-Chairperson/Coordinator: -

- a) **Dr. Tasneem Razmi, Chairperson**, Assistant Professor- Accounting and Finance, HR College, HSNC University Churchgate, Mumbai –400 020. Email ID- [tasneemrazmi@gmail.com](mailto:tasneemrazmi@gmail.com)
- b) **Dr. Ritika Pathak, Co- Chairperson**, Assistant Professor and Head-Department of BAF/BBi/BFM/BMS, KC College, HSNC University Churchgate, Mumbai –400 020. Email ID- [ritika.pathak@kcccollege.edu.in](mailto:ritika.pathak@kcccollege.edu.in).

2. Two to five teachers each having minimum five years teaching experience amongst the full-time teachers of the Departments, in the relevant subject.

- a. **Ms. Bharti Jethani**, Assistant Professor- HR College, HSNC University, Churchgate, Mumbai –400 020 Email ID- [bharti\\_jethani06@yahoo.co.in](mailto:bharti_jethani06@yahoo.co.in)
- b. **Dr. Riya Nathani**, Assistant Professor- KC College, HSNC University Churchgate, Mumbai – 400 020. Email ID [riya.nathani@kcccollege.edu.in](mailto:riya.nathani@kcccollege.edu.in).
- c. **Ms. Sneha Singh**, Assistant Professor- KC College, HSNC University Churchgate, Mumbai – 400 020. Email ID [Sneha.singh@kcccollege.edu.in](mailto:Sneha.singh@kcccollege.edu.in).
- d. **Mr. Vicky Karnani**, Assistant Professor-HR College, HSNC University, Email Id: [Vicky.karnani@hrcollege.edu.in](mailto:Vicky.karnani@hrcollege.edu.in).
- e. **Ms Bhakti Mulchandani**, Assistant Professor-HR College, HSNC University, Email

Id: bhakti.mulchandani@hrcollege.edu.in.

f. Mr Rahul Mishra Assistant Professor-HR College, HSNC University,  
[Rahul.mishra@hrcollege.edu](mailto:Rahul.mishra@hrcollege.edu)

3. One Professor / Associate Professor from other Universities or professor / Associate Professor from colleges managed by Parent Body;

Dr Kulvinder Kaur, Assistant Professor- KC College, [kulprofessional@gmail.com](mailto:kulprofessional@gmail.com)

4. Four external experts from Industry / Research / eminent scholar in the field relevant to the subject nominated by the ParentBody;

- a) **Mr. Kunal Rambhia**, Fund Manager, The Streets, Mumbai, Email ID – [kunal@thestreets.co.in](mailto:kunal@thestreets.co.in)
- b) Mr. Tushar Desai, Ex MD Goldman Sachs, Email ID-[tushardesai31@gmail.com](mailto:tushardesai31@gmail.com).
- c) Mr. Bhavin Doshi, Email ID- [bhavin.doshi@sharekhan.com](mailto:bhavin.doshi@sharekhan.com)
- d) Rishi Pania, Senior consultant PWC, email – [rishi.pania24@gmail.com](mailto:rishi.pania24@gmail.com)

5. Top rankers of the Final Year Graduate and Final Year Post Graduate examination of previous year of the concerned subject as invitee members for discussions on framing or revision of syllabus of that subject or group of subjects for one year.

- a) **Mr. Pasan Chokshi**, AVP- Trading, Ujjivan Small Finance Bank Ltd. ,Email [id-pasanchoksi@gmail.com](mailto:id-pasanchoksi@gmail.com)
- b) **Ms Mohini Mahadevia**, Proprietor, Soulfina financial planners, Email ID- [mohinimahadevia@gmail.com](mailto:mohinimahadevia@gmail.com)
- c) **Ms. Shweta Anchan**, SENIOR TEAM MEMBER JPMorgan Chase & Co, Email ID: [shwetaanchan2811@gmail.com](mailto:shwetaanchan2811@gmail.com)
- d) **Mr Hritik Sandeep Khadye**, Swyom Capital Pvt Limited Email- [hrithikkhadye@gmail.com](mailto:hrithikkhadye@gmail.com)



# **HSNC University Mumbai**

## **(2020-2021)**

**Ordinances and Regulations  
With Respect to**

**Choice Based Credit System (CBCS)**

**For the Programmes**

**Under**

**The Faculty of Commerce & Management**

**For the Programme**

**Bachelors of Vocation -Wealth management**

**Curriculum– Second Year Undergraduate Programme**

**Semester-III and Semester -IV**

# INDEX

## Semester III

### Subjects

#### **I. Major:**

1. Principles and Practices of Insurance
2. Fundamental & Technical Analysis

#### **II. Minor**

1. Business Finance- Entrepreneurship Management

#### **III. Ability enhancement course:** Modern Indian Language

#### **IV. Skill Enhancement Course:** Computer Applications in Business for Wealth Management

#### **V. Open Elective - Business Law**

## Semester IV

### Subjects

#### **I. Major:**

1. Money and Debt Markets
2. Mutual Fund Management

#### **II. Minor**

1. Business Finance- Management Accounting

#### **III. Ability enhancement course:** Modern Indian Language

#### **IV. Skill Enhancement Course:** Research Analytics

#### **V. Open Elective - Corporate and Securities Law**

## Preamble

In today's complex and dynamic financial environment, effective management of personal and institutional wealth has become essential. Individuals face an increasing array of financial products, tax implications, retirement needs, and investment opportunities. This Wealth Management programme equips students with the knowledge and skills to make informed financial decisions, optimize asset allocation, manage risks, and achieve long-term financial goals.

This course is particularly vital for:

- **High-net-worth individuals (HNWIs)** requiring tailored strategies for asset preservation and growth.
- **Financial advisors and planners** looking to offer holistic advisory services.
- **Investors** seeking to navigate volatile markets with a structured, goal-based approach.
- **Young professionals** aiming to build sustainable financial habits early in their careers.

Moreover, as intergenerational wealth transfer, tax planning, and ethical investing gain importance, there is a growing demand for trained professionals in wealth management. The programme bridges theoretical knowledge with practical applications, enabling participants to provide value-driven advice and build lasting client relationships.

This 3 year undergraduate programme covers all the different aspects of capital markets with a good blend of projects, case studies and industrial visits to enable a student to get well-versed with the functioning of the industry. There is also exposure to working in the industry during the Summer internship Programs. It helps the students to:

- To provide adequate basic understanding about Banking, Insurance & other financial services to the students and to give an adequate exposure to operational environment in the field of Banking, Insurance & other related financial services.
- To inculcate training, and practical approach, by organizing industrial visits, summer placements and using modern technology.
- To create an additional avenue of self employment to the student and to provide suitable trained personnel for the Financial Services Sector.
- To prepare and train the graduates in such a manner so that they can compete in the markets

**Part 2- The Scheme of Teaching and Examination is as under:**

**Semester – III**

**Summary**

<b>Sr. No .</b>	<b>Choice Based Credit System</b>	<b>Subject Code</b>
1	<b>Major Course</b>  1. Principles and Practices of Insurance 2. Fundamental & Technical Analysis	
2	<b>Minor Course</b>  1. Business Finance- Entrepreneurship Management	
3	<b>Ability enhancement course:</b> Modern Indian Language	
4	<b>Skill Enhancement Course:</b> Computer Applications in Business for Wealth Management	
5	<b>Open Elective-</b> Business Law	

## Second Year Semester III Formative and Summative Detail Scheme

Sr. No.	Subject Code	Subject Title	Periods Per Week						Seasonal Evaluation Scheme					Total Marks
			Units	S. L.	L	T	P	Credit	S. L. E	CT	TA	CP	SEE	
1		Principles and Practices of Insurance	4	20% *	4	0	0	4	15	20	00	05	60	100
2		Fundamental & Technical Analysis	4	20% *	4	0	0	4	15	20	00	05	60	100
3		Business Finance-Entrepreneurship Management	4	20% *	4	0	0	4	15	20	00	05	60	100
4		<b>Ability enhancement course:</b> Modern Indian Language	2					2	15			05	30	50
5		<b>Skill Enhancement Course:</b> Computer Applications in Business for Wealth Management	3					3			20	05	50	75
6		<b>Open Elective- Business Law</b>	3					3	20			05	50	75
	Total Hours / Credit								20		Total Marks			500

**\*One to two lectures to be taken for CONTINUOUS self-learning evaluation**

- **Lecture Duration – 60 Minutes**
- **One Credit = 15 hours of lectures, 30 hours practicals**

L: Lecture: Tutorials P: Practical Ct-Core Theory, Cp-Core Practical, SLE- Self learning evaluation CT-

Commutative Test, SEE- Semester End Examination , TA-Teacher Assessment, CP- Active Participation



## SEMESTER 3

### Principles and Practices of Insurance

#### Objectives :

- To understand insurance as a measure of risk management and understand the suitability of various insurance products.
- To teach the students how insurance has evolved over period of time.
- To make students learn about the essential elements of insurance and its importance.

#### Learning Outcomes :

1. To understand the meaning and concept of insurance and its principles.
2. To understand insurance operations
3. To understand different kind of insurance products particularly with regard to life and general insurance.
4. Students can understand the marketing activities and the distribution channels of the insurance companies.
5. Students can understand the functions performed by insurance producers.

#### Detailed Syllabus

Unit	MODULE/UNITS	No. of Lectures
1.	Introduction to Insurance	15
	<ul style="list-style-type: none"><li>• Evolution and growth of insurance business in India</li><li>• The Insurance Mechanism</li><li>• Fundamental Principles of Insurance</li><li>• Importance of life &amp; general insurance: Need, role, assessment, suitability</li><li>• Mathematics in insurance: Percentages, simple and compound interest, future and present value of lumpsum and annuity, rate of return</li><li>• Sources of Risk -Primary and secondary</li><li>• Pooling of risk and Risk Identification</li><li>• Learn Money laundering and how its used in insurance</li></ul>	
2.	Life Insurance	15
	<ul style="list-style-type: none"><li>• Introduction to life insurance</li><li>• Understanding concept of Human Life Value, Mortality</li><li>• Examine life insurance contracts, its significance and its important clauses</li><li>• Life Insurance Products- Traditional ( Term plan, endowment plan) and Non Traditional(ULIP) - Purpose, Advantage and Disadvantages</li><li>• Understanding Riders on insurance products and premium calculations</li><li>• Keyman and group insurance</li><li>• Tax benefits in life insurance</li></ul>	

	<ul style="list-style-type: none"> <li>• <u>Micro Insurance</u> - Meaning and importance, schemes like Rashtriya swasthya bima yojna, Pradhan mantri suraksha bima yojna</li> <li>• <b>MWP act</b></li> </ul>	
3.	General Insurance	15
	<ul style="list-style-type: none"> <li>• Introduction to General Insurance</li> <li>• Need for knowledge of 'insurance products'</li> <li>• Motor Insurance - Need and Types of policy</li> <li>• Marine Insurance - Meaning and nature</li> <li>• Fire Insurance - Meaning and features</li> <li>• Travel Insurance - Domestic and overseas policies and Claim process</li> <li>• Health Insurance- products and their features</li> <li>• Property Insurance</li> </ul>	
4.	Operational Aspects Of Insurance Business	15
	<ul style="list-style-type: none"> <li>• Types of insurance companies</li> <li>• Role of IRDA</li> <li>• Life Insurance Underwriting- Objectives</li> <li>• Life Insurance in Operation- from proposal to policy,</li> <li>• Marketing of insurance products including E-Marketing</li> <li>• Distribution Channels- Direct Selling, Corporate Agents, Group Insurance, Brokers and Co-operative Societies, Bancassurance, Mall assurance.</li> <li>• Acquiring clients, retention, claim settlement, sensitivity</li> <li>• Documentation and KYC</li> <li>• Ethics in insurance</li> <li>• Grievance redressal mechanism</li> <li>• Actuarial role in insurance</li> </ul>	

#### Self-Learning topics (Unit wise)

Sr. No	Unit	Topic
1	2	Life Insurance Products
2	3	Travel Insurance - Domestic and overseas policies
3	4	Life Insurance in Operation- from proposal to policy
4	2	Micro Insurance – meaning, importance and products

## **Online Resources**

[https://www.youtube.com/watch?v=4C\\_P0osCZ8c](https://www.youtube.com/watch?v=4C_P0osCZ8c)

<https://www.youtube.com/watch?v=IfCd5LT0rkM>

<https://www.youtube.com/watch?v=PaTmG3mFsm8>Reference Books:

## **Reference books**

- Life & General Insurance -Manjula V.; Marwa Mona and Narasimha Murthy H.
- Insurance Principles and Practice – M N Mishra & S B Mishra – S. Chand 22 nd Edition
- Insurance Claims Solutions – DR L.P Gupta Revised Edition
- Introduction to Risk Management & Insurance – Mark S Dorfman & David A. Cather –Tenth Edition
- Risk Management Insurance – S. Arunajatesan & T.R Vishwanath

## **Fundamental & Technical Analysis**

### **Course Objective (CO):**

1. Understand the meaning, relevance, and scope of Fundamental and Technical Analysis in investment decisions.
2. Gain clarity on how to analyze macroeconomic, industry-level, and company-specific factors using top-down and bottom-up approaches.
3. Learn to interpret key financial ratios, annual reports, and market data for evaluating company performance.
4. Acquire technical analysis skills including chart patterns, indicators, and trading signals for short-term decisions.
5. Apply trading strategies with a focus on risk management, psychology, and practical market behavior.

### **Learning Outcomes (LOs)**

1. Differentiate between Fundamental and Technical Analysis and apply the appropriate approach for different investment goals.
2. Conduct a basic economic, industry, and company-level analysis using key ratios and qualitative factors.
3. Read and interpret charts, candlestick patterns, and basic chart formations to identify trends and reversals.
4. Use technical indicators and theories to support short-term trading decisions and evaluate price movements.
5. Demonstrate awareness of risk control tools such as stop-loss and position sizing while maintaining trading discipline.
6. Apply trading strategies with a focus on risk management, psychology, and practical market behavior.

### **Detailed syllabus**

<b>SR.No</b>	<b>Modules/ Units</b>	<b>No. of Lectures</b>
<b>Unit I:</b>	Basics of Fundamental Analysis & Economic Environment\ <ul style="list-style-type: none"><li>• Meaning, Scope &amp; Importance of Fundamental Analysis</li><li>• Key Features, Benefits &amp; Limitations</li><li>• Overview of Financial Markets</li><li>• Difference Between FA &amp; TA</li><li>• Top-down &amp; Bottom-up Approaches</li><li>• Introduction to Economic Analysis</li></ul>	15

<b>Unit II:</b>	<b>Industry and Company-Level Analysis</b> <ul style="list-style-type: none"> <li>• Industry Analysis <ul style="list-style-type: none"> <li>◦ Life Cycle Stages</li> <li>◦ SWOT Analysis</li> <li>◦ Current Trends &amp; Technological Impact</li> </ul> </li> <li>• Company Analysis <ul style="list-style-type: none"> <li>◦ Understanding Financial Statements</li> <li>◦ EPS, P/E Ratio, ROE</li> <li>◦ Cash Flow Overview</li> <li>◦ Management &amp; Promoter Holding</li> <li>◦ Basics of Annual Reports &amp; MDA</li> </ul> </li> </ul>	15
<b>Unit III:</b>	<b>Introduction to Technical Analysis &amp; Charting Tools</b> <ul style="list-style-type: none"> <li>• Basics of Technical Analysis: Assumptions, Strengths &amp; Weaknesses</li> <li>• Charts &amp; Candlestick Patterns <ul style="list-style-type: none"> <li>◦ One, Two &amp; Three Candle Patterns (e.g., Doji, Morning Star)</li> </ul> </li> <li>• Basic Chart Patterns <ul style="list-style-type: none"> <li>◦ Head &amp; Shoulders, Double Top/Bottom, Triangles</li> </ul> </li> <li>• Support, Resistance &amp; Gap Analysis</li> </ul>	15
<b>Unit IV:</b>	<b>Indicators, Trading Strategies &amp; Practical Application</b> <ul style="list-style-type: none"> <li>• Technical Indicators &amp; Oscillators <ul style="list-style-type: none"> <li>◦ Moving Averages, RSI, MACD, Bollinger Bands</li> </ul> </li> <li>• Basic Theories: Dow, Elliott Wave.</li> <li>• Risk Management: Stop-loss, Position Sizing</li> <li>• Trading Psychology &amp; Discipline</li> <li>• Overview of Day Trading &amp; Momentum Strategies</li> </ul>	15

### Self-Learning topics (Unit wise)

Unit	Topics
1	Fundamental Analysis of top sectors
2	Michael Porter's Five forces Model
3	Risk Analysis
4	RBI Guidelines

### Online Resources

<a href="https://nptel.ac.in/courses/110/105/110105121/">https://nptel.ac.in/courses/110/105/110105121/</a>
<a href="https://www.youtube.com/watch?v=xY1XAZ5LVKs">https://www.youtube.com/watch?v=xY1XAZ5LVKs</a>

### Reference Books

1. Learn to Earn – Peter Lynch, John Rothchild
2. Fundamental Analysis: Your Complete Guide To Fundamental Analysis- Michael
3. Technical Analysis of Stock Trend: Robert D Edwards, Vision book
4. Documents of NitiAayog, Union Budget, Economic Survey, CSO data, etc
5. Reports by various ministries, chambers of commerce, trade bodies, etc

## Business Finance- Entrepreneurship Management

### Course Objectives:

- **To** provide a foundational understanding of entrepreneurship, including its concepts, values, evolution, and relevance in the Indian and global economic landscape.
- **To** develop students' ability to identify business opportunities, apply creativity and innovation, and design effective business models and plans.
- **To** equip learners with practical knowledge across core entrepreneurial functions such as marketing, finance, operations, and human resource management for new ventures.
- **To** expose students to evolving concepts like social entrepreneurship, intrapreneurship, ethical practices, funding mechanisms, and the entrepreneurial ecosystem.
- **To** cultivate resilience and strategic thinking by exploring real-life entrepreneurial journeys, emphasizing the value of failure and learning from success stories.

### Course Learning Outcomes:

- Remember key concepts, values, functions, and theories of entrepreneurship, including foundational Indian entrepreneurial developments.
- Understand the entrepreneurial mindset, motivations, attitudes, and the role of culture, creativity, and innovation in venture creation.
- Apply tools like the Business Model Canvas and business planning frameworks to identify opportunities and develop new ventures.
- Analyse the functional components of startups- marketing, finance, operations, and HR, and diagnose challenges in launching a venture.
- Evaluate ethical dilemmas, funding strategies, and emerging entrepreneurial trends to make informed business decisions.
- Create a structured business plan that incorporates innovation, financial planning, and real-world entrepreneurial insights.

### Detailed Syllabus

Unit	Content	No. of Lectures
I	<b>Foundation of Entrepreneurship:</b>  <b>1.1 Entrepreneur:</b> Meaning, Nature, origin and development of entrepreneurship in India, Need and Importance, Principles, Functions, Concept of entrepreneurship management, Motives behind being an entrepreneur, Entrepreneurial Process  <b>1.2 Theories of Entrepreneurship:</b> Innovation Theory of Schumpeter, <b>Theory of High Achievement by McClelland</b> , Economic Theory of Entrepreneurship.  <b>1.3 Entrepreneurial Requisites:</b> Entrepreneurial Values and Attitudes, Dominant characteristics of successful entrepreneurs, Internal and external	15

	factors for entrepreneurial motivation. Culture and Subculture of an entrepreneur, Entrepreneurial Skills, Identifying business opportunities, Embracing Failure for entrepreneurial mastery	
II	<p><b>Entrepreneurial Innovation, Ethics, and Business Planning:</b></p> <p><b>2.1 Creativity and Innovation in Entrepreneurship:</b> Role of creativity in Entrepreneurship, the creative process, The Innovation process, types of innovation, sources of innovation, principles of innovation, Sources of Business Ideas</p> <p><b>2.2 Critical Factors for starting a new enterprise:</b> Personal, Environmental, Sociological factors, Problems of a New Venture- Financial, administrative, marketing, production and other problems.</p> <p><b>2.3 Ethics and Entrepreneurship:</b> Defining Ethics, Approaches to Managerial ethics, ethics and business decisions, Ethical practices and code of conduct, Ethical considerations in corporate entrepreneurship. Safeguarding innovations- Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights; Trade secrets</p> <p><b>2.4 Business Plan and Business Model Canvas:</b> Business plan- Meaning, Benefits, Developing a business plan, Environment scanning, Elements/Areas to be covered in a Business Plan. Project Report preparation, Contents of a Project Report. Business Model Canvas. Entrepreneurship Development Cycle</p>	15
III	<p><b>Key Functions of New Ventures:</b></p> <p><b>3.1 Marketing:</b> New Product Development, Marketing Strategy for the new venture, Branding strategies, Distribution strategies, Pricing Strategies, Promotion strategies for new venture, Concept of Marketing Mix and Market segmentation, Marketing Plan, customer profiling, Channel of Marketing , avenues of marketing (digital and offline) Sales: B2B vs B2C, Customer pitch</p> <p><b>3.2 Operations:</b> Size and location of Enterprise, Layout, Inventory Control, Quality Control.</p> <p><b>3.3 Finance:</b> Sources of long term and short term finance, Debt fund-Meaning, Merits and limitations, Equity Fund- Meaning, merits and limitations, Concept of Break Even analysis, Venture Capital-Meaning, Merits and Limitations, Criteria for Evaluating New Venture Proposals by Venture Capitalist</p> <p><b>3.4 Human Resource:</b> HR Function, Organisational Structure, Managing teams Role of HRD in new ventures.</p>	15



IV	<p><b>Evolving Concepts in Entrepreneurship:</b></p> <p><b>4.1 Social Entrepreneurship:</b> Meaning, Characteristics, Importance, Difference between Entrepreneur and Social Entrepreneur, Social responsibility of an entrepreneur</p> <p><b>4.2 Intrapreneurship:</b> Meaning, Characteristics, Intrapreneurs Activities, Types of Corporate Entrepreneurs, Fostering Intrapreneurial culture, Establishing intrapreneurial ventures.</p> <p><b>4.3 Entrepreneurial Ecosystem and Exit Strategies (brief overview):</b> Entrepreneurial ecosystem- Bootstrapping, Venture Capital, Angel Investors, Crowdfunding, Private Equity, Incubation centres. <b>Exit Strategies-</b> IPOs, Mergers &amp; Acquisitions, Direct Listings, SPAC, Secondary Sales</p> <p><b>4.4 Recent trends in Entrepreneurship:</b> Rural Entrepreneurship, Sustainable Entrepreneurship, Techno-entrepreneurship, Tokenization and Fractionalization on Entrepreneurial Funding, Government Schemes, any other trend</p> <p><b>4.5 Successful cases of Entrepreneurs</b></p>	15
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**Self-Learning topics (Unit wise):**

Unit No.	Topic
1	Entrepreneurial Requisites: Entrepreneurial Values and Attitudes, Dominant characteristics of successful entrepreneurs, Internal and external factors for entrepreneurial motivation.
2	Critical Factors for starting a new enterprise: Personal, Environmental, Sociological factors, Problems of a New Venture- Financial, administrative, marketing, production and other problems.
3	Finance: Sources of long term and short term finance, Debt fund-Meaning, Merits and limitations, Equity Fund- Meaning, merits and limitations, Concept of Break Even analysis, Venture Capital-Meaning, Merits and Limitations, Criteria for Evaluating New Venture Proposals by Venture Capitalist
4	Social Entrepreneurship: Meaning, Characteristics, Importance, Difference between Entrepreneur and Social Entrepreneur, Social responsibility of an entrepreneur

### Online Resources:

Sr. No.	Resources
1	<a href="https://archive.nptel.ac.in/courses/127/105/127105007/">https://archive.nptel.ac.in/courses/127/105/127105007/</a>
2	<a href="https://egyankosh.ac.in/handle/123456789/79269">https://egyankosh.ac.in/handle/123456789/79269</a>
3	<a href="https://onlinecourses.nptel.ac.in/noc25_ge11/preview">https://onlinecourses.nptel.ac.in/noc25_ge11/preview</a>
4	<a href="https://egyankosh.ac.in/handle/123456789/87768">https://egyankosh.ac.in/handle/123456789/87768</a>

### References:

- *Dynamics of Entrepreneurial Development Management* - Vasant Desai, Himalaya Publishing House.
- *Entrepreneurial Development* - S.S. Khanna
- *Entrepreneurship & Small Business Management* - CL Bansal, Haranand Publication
- *Entrepreneurial Development in India* - Sami Uddin, Mittal Publication
- *Entrepreneur Vs Entrepreneurship- Human Diagnosis*

## Ability Enhancement Course: Modern Indian Language

### HINDI

#### पाठ्यक्रम का उद्देश्य (Course Objectives):

- व्यवहार्यताओं में सोचने, सिद्ध करने, मूल्यांकन करने और स्वतंत्र तर्क लेने की क्षमता का विकास करना।
- भारतीय सभ्यता-संस्कृति से अवगत कराने वाले उन नैतिक एवं मानवीय मूल्यों का विकास करना।
- पाठ्यक्रम में व्यवहार्यताओं को सैद्धांतिक ज्ञान देने के साथ-साथ व्यवहार के प्रायोगिक ज्ञान देने पर विशेष ध्यान दिया गया है।

#### पाठ्यक्रम का परिणाम (Course Outcome):

- व्यवहार्यताओं में सोचने, सिद्ध करने, मूल्यांकन करने और स्वतंत्र तर्क लेने की क्षमता का विकास होगा।
- व्यवहार्यताओं में भारतीय सभ्यता-संस्कृति के प्रति सम्मान तथा नैतिक एवं मानवीय मूल्यों के प्रति सम्मान की भावना जागी होगी।
- व्यवहार्यताओं में प्रायोगिक ज्ञान की सिद्ध व्यवहार्यता होगी।

5

#### Syllabus Information:

**Title:** Hindi Language and Poem (दहन्दी भाषा एवं कविताएँ)

6

Units	Modules	No. of Lectures
1	<b>खंड क : पाठ्यक्रम में नमूनांकित कविताएँ:</b> 1. रात्रि कहने लगा मृगसे गगन का चाँद : रात्रि मसंह 'ददनकर' 2. इस नदी की रार में ठंडी हवा आती है : दृष्टि कुंठित 3. बनाया है मैंने ये घर रीरे-रीरे : रात्रि मिश्र	20
2	<b>खंड ख :</b> वाक्य के भेद, पर्यायवाची शब्द, वचन शब्द, अनेक शब्दों के एक शब्द	10

मूल्यांकन एवं प्रश्नपत्र का प्रारूप

सत्र 1 एवं 2 के लिए

आंतरिक पीक्षा : 20 अंक

सत्रांत पीक्षा : 30 अंक

	आंतरिक पीक्षा	अंक -20
1	प्रोजेक्ट	10
2	प्रत्यक्ष पुस्तिक परीक्षार्	10

	सत्रांत पीक्षा	अंक -30
1	अविर् की संदभष सदहि व्याख्या	10
2	दीघोत्तरी प्रश्न	10
3	दृष्टपणर्याँ	5
4	वस्ितनष्ठ प्रश्न	5

## MARATHI

### अभ्यासपत्रिके चा उद्देश्य (Course Objectives):

१. नवद्यार्थ्यांिा मुलाित या भानषक कौशल्य प्रकािाचा परिचय करूिदेणे.
२. मुलाितकािािे किावयाच्या पूवगतयािीची नवद्यार्थ्यांिा ओळि करूिदेणे.
३. मुलाित देणाऱ्यािे किावयाच्या पूवगतयािीची नवद्यार्थ्यांिा ओळि करूि देणे.
४. नवद्यार्थ्यांिा मुलाितीसाठी आवश्यक असणाऱ्या कौशल्यांचा परिचय करूिदेणे.
५. निबांधाच्या नवनवध प्रकािाांचा परिचय करूि देणे.
६. निबांधप्रकािािुसाि बदलणाऱ्या भाषेच्या स्वरूपाची ओळि नवद्यार्थ्यांिा करूिदेणे.
७. मुलाितीच्या तांिाांचा परिचय नवद्यार्थ्यांिा करूिदेणे.
८. नवद्यार्थ्यांिा निबांध नलनहण्यास आनण मुलाित देण्यास प्रोत्सानहत किणे.
९. नवद्यार्थ्यांिा प्रत्यक्ष स्पधागपिक्षांसाठी प्रोत्सानहत किणे.

### अभ्यासपत्रिके चा परिणाम (Course Outcome):

१. नवद्यार्थ्यांिा मुलाित या सांभाषणप्रकािाच्या स्वरूपाचा परिचय होईल.
२. मुलाितकािािे किावयाच्या पूवगतयािीची नवद्यार्थ्यांिा ओळि होईल.
३. मुलाित देणाऱ्यािे किावयाच्या पूवगतयािीची नवद्यार्थ्यांिा ओळि होईल.
४. नवद्यार्थ्यांिा मुलाितीसाठी आवश्यक असणािी कौशल्ये परिनचत होतील.
५. निबांधाच्या नवनवध प्रकािाांचा नवद्यार्थ्यांिा परिचय होईल.
६. निबांधप्रकािािुसाि बदलणाऱ्या भाषेच्या स्वरूपाची ओळि नवद्यार्थ्यांिा होईल.
७. मुलाित देणेया प्रनियेशी सांबांनधत नवनवध तांिाांचा परिचय नवद्यार्थ्यांिा होईल.
८. नवद्यार्थ्यांिा निबांध नलनहण्यास आनण प्रत्यक्ष मुलाित देण्यास प्रेिणा नमळेल.
९. नवद्यार्थ्यांिा प्रत्यक्ष स्पधागपिक्षांसाठी प्रेिणा नमळेल.

### Syllabus Information:

Title: MIL: मुलाखत: पूवगतयािी व मुलाखत कौशल्ये

Uni ts	Modules	No. of Lectures
१	घटक एक : मुलाित घेणे -पूवगतयािी (६० नमनिटांच्या १५ तानसका) श्रेयांकि १	१५
२	घटक दोः मुलाित देणेपूवगतयािी (६० नमनिटांच्या १५ तानसका) श्रेयांकि १	१५

**मूल्यांकन आत्रण प्रश्नपत्रिके चे स्वरूप  
सि ३ व ४ साठी**

**अंतर्वर्त पीक्षा : रूण - २०**

**सांत पीक्षा : रूण - ३०**

	<b>अंतर्वर्त पीक्षा</b>	<b>रूण - २०</b>
1	प्रत्यक्ष मुलांित नकमांिदोि	१० + १०

	<b>सांत पीक्षा</b>	<b>रूण - ३०</b>
1	<b>बत्रिवर्त पीक्षा ३० रूण (वेळ दीड तास)</b> <ul style="list-style-type: none"> <li>• एकूण तीि प्रश्न नवचांिंवेत.</li> <li>• प्रत्येक घटकावि अंंतर्गत पयागय असलेलेप्रत्येकी १० रूणांचेदोि प्रश्न नवचांिंवेत. • नतसिा प्रश्न हा घटक १ आनण २ वि आधारित दहा रूणांचा वस्तुनिष्ठ स्वरूपाचा असावा.</li> </ul>	३०

Reference books:

१. व्यावहारिक मिाठी, ल.िंा. िनसिाबादकि, भाषानवकास सांशोधि सांस्था, कोलहापूि, २०२३
२. व्यावहारिक मिाठी, (सांपा.) स्िंहल तावि, स्िंहवधगि प्रकाशि, पुणे
३. व्यावहारिक मिाठी अध्यापिाच्या नदशा, (सांपा.) वसांत शेकडे, ऋतूप्रकाशि, अहमदिर्ि, २०१२
४. व्यावहारिक मिाठी, (सांपा.) कलयाण काळे, द.नद.पडुंे, निंाली प्रकाशि, पुणे
५. व्यावहारिक मिाठी, लीला र्ोनवलकि, जयश्री पाटणकि, स्िंहवधगि प्रकाशि, पुणे
६. मिाठी लेििंदशगि, चांद्रहास जोशी, मेहता पनब्लकेशिहाऊस, पुणे
७. उपयोनजत मिाठी, सांजय लांडर्े, नदलीपिाज प्रकाशि, पुणे
८. अनिवायग मिाठी, लीला र्ोनवलकि, के. सार्ि पनब्लकेशि, पुणे

९. व्यनक्तमत्त्व नवकासासाठी सांभाषण व लेििकौशलये, (सांपा.)पर्थवीिंाज तौि आनण इति, अथवगपनब्लकेशि, २०१८

**Sanskrit Paper-I**  
**II Year - Semester – III - Units – Topics – Teaching Lectures**

<b>Unit –I</b>	Basic Language Skills: Grammar a) Alphabet, Shabda-Parichay b) Sentence construction (selected verbs) c) Vibhakti of Selected nouns	<b>15 Lectures</b>
<b>Unit –II</b>	Reading & Speaking Skills: a) Vocabulary with Pictures b) Text reading of Nīṭisatakam from verses (1-10) c) Conversational Practice	<b>15 Lectures</b>

**Suggested Topics for Tutorials: (Semester – I)**

1. Group Discussions
2. Fundamentals of Grammar
3. Vocabulary and Language Games
4. Picture Composition
5. Conversational Sanskrit skit

	<b>First Semester</b>	
	<b>Internal Evaluation of 20 Marks</b>	
<b>Sr. No.</b>	<b>Particulars</b>	<b>Marks</b>
1	Experiential learning evaluation which can include studio activity like students recording Sanskrit mantras	20 Marks

<b>Evaluation on Pattern:</b>	<b>First Semester End Examination of 30 Marks</b>	<b>Duration : 2 Hours</b>
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Question 1	MCQS / Objectives on Grammar: Unit – I	10 Marks
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Question 2	Translation of Verses (from Nītiśatakam)	10 Marks
Question 3	Rewrite the story using the appropriate words from the given words.	10 Marks

#### Reference Books

1. Kale, M. R., A Higher Sanskrit Grammar: For the use of school and college student, Motilal Banarsidass Publishers Pvt. Ltd., Delhi, 2016
2. Max Müller, A Sanskrit Grammar for Beginners, Piramal Publications, Delhi, 2016
3. R. Antonie, S.J., A Sanskrit Manual (Part-I &Part-II), Allied Publishers Limited, New Delhi, 2002
4. नीतिशिकम्- Nitisatakam (With English Translation and Transliteration), ed. W. Vivian de Thabrew, Pilgrims Publishing, Varanasi, 2018
5. Dr. Kankar, 130 संस्कृि कथा: 130 Short Sanskrit Stories, Neeta Prakashan,
6. पञ्चतन्त्रकथासंग्रहः: Stories from Panchatantra, Published by:  
<http://Sanskritebooks.wordpress.com>  
[https://ia801308.us.archive.org/29/items/Sanskrit\\_EBooks\\_Assorted\\_Titles/Stories%20from%20Panchatantra%20-%20Sanskrit%20English.pdf](https://ia801308.us.archive.org/29/items/Sanskrit_EBooks_Assorted_Titles/Stories%20from%20Panchatantra%20-%20Sanskrit%20English.pdf)



## Modern Indian Languages (Sindhi)

### Course Objectives:

#### Sauli Sindhi/ Simple Sindhi (Basic)

The objectives of the course include –

The basic Sindhi course aims to introduce learners to the Sindhi language and culture by providing fundamental vocabulary and grammar skills for communication, developing listening, speaking, reading, and writing proficiency, fostering cultural awareness, and empowering learners to engage effectively with Sindhi-speaking communities while appreciating linguistic diversity and cultural richness. The curriculum tries to re-engineer concepts by integrating rhymes thereby keeping Sindhi culture and tradition alive.

#### Learning Outcome

- Communicate effectively in Sindhi and can hold basic conversations in Sindhi, including greetings, introductions, and expressing simple ideas.
- Demonstrate comprehension of common phrases and expressions used in daily communication.
- Read and understand basic Sindhi texts such as short stories, poems, or simple articles.
- Write simple sentences and short paragraphs on familiar topics using correct grammar and vocabulary.

#### Course Content

Unit no.	Content /Modules	No. of Lectures
1	Sindhi Language / Arabic Lipi, Devnagiri Lipi And Romanised Lipi Speaking, Reading and Writing, Translation Basic Sindhi Sindhi Idioms & Proverbs Pahaka, , Conversation (Conversation) Return From School (Conversation) Good Health Care (Conversation) Visit To The Doctor	15
2	Spoken Sindhi (Sindhi regional accents, dialects & expressions) & Rhymes Short Sentences – Grammar (Present Tense) Grammar – Short Sentences (Present Continuous, Past, Future Tense) Grammar – Short Sentences (Pronouns, Interrogative, Demonstrative, Indefinite) Grammar – Short Sentences (Linking & Helping Verbs And Some Indefinite Pronouns) Framing Simple Sentences Sindhi Rhymes - " when you are happy." And " hik nando bhij"	15

#### Evaluation Pattern For 50 Marks

Written / Term End	Internal SLE	Total
30	20	50

**Experiential Learning Evaluation SLE (20 marks)**

**Presentation / Studio activity on Sindhi book Review / Translation**

**Term End Exam – 30 Marks**

**Q1 Attempt any 4 questions out of 5 (20)**

**(5 marks each)**

**Q2 Attempt any one out of 2 (10)**

**(10 Marks each)**

**Reference Books**

**Romanized Sindhi by Kamal Mirchandani**

# Computer Applications in Business for Wealth Management

## Course Objective:

To equip students with practical knowledge of computer applications used in business environments, with a focus on tools and technologies relevant to wealth management, including data management, financial analysis, reporting, and client communication.

## Learning Outcomes:

By the end of this course, students will be able to:

- Use common business software tools effectively (Excel, PowerPoint, Word).
- Understand the role of computer applications in financial data analysis and client reporting.
- Manage and interpret financial data using spreadsheets.
- Utilize digital communication and CRM tools for client interaction.
- Understand the basics of financial technology (FinTech) applications in wealth management.

## Course Modules:

### Module 1: Introduction to Business Technology and Office Productivity Tools

- Importance of technology in business and finance
- Overview of digital transformation in wealth management
- Introduction to information systems
- Introduction to cloud storage (Google Drive, OneDrive)
- Secure file sharing & encryption basics
- **MS Word** for business documentation (e.g., client letters, investment reports)
- **MS PowerPoint** for presentations (e.g., portfolio overviews)
- **MS Excel** fundamentals

### Module 2: Financial Data Analysis with Excel

1. **Excel Basics for Finance**
  - Essential functions (SUM, AVERAGE, IF, VLOOKUP)
  - Formatting financial tables
  - Data sorting, filtering, and validation
  - Introduction to pivot tables
2. **Financial Calculations**
  - Time Value of Money (TVM) – PV, FV, PMT, NPV, IRR
  - Loan EMI calculations
  - Simple investment return analysis
3. **Data Visualization**
  - Creating basic dashboards (Pie charts, Bar graphs)

#### Practical Exercise:

- Build a **personal budget tracker** in Excel.

### Module 3: Financial Data Management, Introduction to CRM and Client Communication Tools

- Data sources in wealth management
- Importing, cleaning, and organizing data
- Basic database concepts (e.g., Excel tables, basic SQL concepts – optional)

- Overview of CRM tools (e.g., Salesforce, Zoho CRM)
- Email and digital communication etiquette
- Calendar and scheduling tools (e.g., Outlook, Google Calendar)

#### Module 4: Cybersecurity & Fraud Prevention

1. **Common Cyber Threats in Finance**
  - Types of Threats
  - Phishing, UPI frauds, SIM swap scams
2. **Secure Online Transactions**
  - Two-Factor Authentication (2FA)
  - Password managers (Bitwarden, Google Password Manager)
3. **Data Privacy Basics**
  - Data privacy and client confidentiality
  - RBI & SEBI guidelines for financial cybersecurity

#### Case Study:

- Analysis of a real-world **banking fraud case**.

#### Assessment Methods:

- **Project / Case Study / SLE**
- Students work on a basic client portfolio simulation
- Prepare a report and presentation using learned tools
- Demonstrate digital communication and reporting skills

External paper (50 marks)

#### Paper pattern

Q1 Answer any two out of three from the following ( <b>module 1</b> )	10 Marks
Q2 Answer any two out of three from the following ( <b>module 2</b> )	10 Marks
Q3 Answer any two out of three from the following ( <b>module 3</b> )	10 Marks
Q4 Answer any two out of three from the following ( <b>module 4</b> )	10 Marks
Q5 Answer any two out of three from the following (all <b>modules</b> )	10 Marks

#### Internal

Practical exam Base on Word, Excel, PPT/ Project submission and journal submission	20 marks
Class participation	5 marks

## Business Law

### Course Objectives:

- To Introduce students to the foundational principles of business law, including contracts and property rights.
- To Provide students with the skills necessary to identify and analyze legal issues commonly encountered in business Settings.
- To Explore the legal frameworks governing business entities such as partnerships, corporations, and limited liability companies.
- To Equip Students with the knowledge and tools to navigate business transactions, including Contract Drafting, Negotiation, and Interpretation.

### Learning Outcomes:

- To understand and analyze about the framework of Indian Business Laws.
- To be acquainted about the legal aspects of business.
- To be able to apply basic legal knowledge to business transactions.
- To be able to communicate effectively using standard business and legal terminology
- To familiarize with case law studies related to Business Laws.
- To Evaluate the industry about legal knowledge acquired during the Course.
- To Analyse the principles rooted in business laws.

### Detailed Syllabus

Unit	Content	No. of Lectures
I	<b>Indian Contract Act,1872</b>  1.1 Definitions: Agreement, Kinds of Agreements, Contract-Kinds of Contracts: Valid, Void, Voidable, Contingent and Quasi Contract and E-Contract, Distinguish between Agreement and Contract. 1.2 Offer or Proposal – Definition, Essentials of Valid proposal or offer, Counter offer, Standing or Open offer, distinguish between offer and Invitation to offer, Acceptance- Definition, Essentials of a Valid Acceptance, Promise. 1.3 Communication of Offer and Acceptance and Revocation. 1.4 Capacity to contract, Consent and Free Consent. 1.5 Consideration -It's Rules, No consideration; no Contract – it's Exceptions. 1.6 Discharge of Contract Remedies of Breach of Contract	15
II	<b>Special contracts</b>  2.1 Definitions of Contract of Indemnity, Object, Essentials, Rights of Indemnity Holder	15

	<p>2.2 Definitions of Contract of Guarantee Essentials, Difference between Contract of indemnity and Contract of Guarantee, Kinds Guarantee, Revocation of Continuing Guarantee, Circumstances under which surety is not discharged. Rights of Surety</p> <p>2.3 Contract of Bailment, Essentials of Bailment, Types of Bailment, Rights of Bailor, Duties Bailor, Rights of Bailee, Duties of Bailee, Lien, Pledge,</p> <p>2.4 Contract of Agency, Method of Creating an Agency, Termination of Agency .</p>	
III	<p><b>Negotiable instrument</b></p> <p>3.1 Meaning and Characteristics of Negotiable Instrument, Classifications of Negotiable Instruments.</p> <p>3.2 Promissory Notes and Bills of Exchange: Essential Elements of Promissory Note and Bills of Exchange, Distinguish between Promissory Note and Bills of Exchange.</p> <p>3.3 Cheques, Types of Cheque and Penalties in case of Dishonour of certain cheques, Distinguish between Cheque and Bill of Exchange</p> <p>3.4 Holder and Holder in due course</p>	15

#### Self – learning topics (unit wise):

Sr no.	Unit	Topic
1	2	Definitions of Contract of Indemnity, Object, Essentials, Rights of Indemnity Holder
2	2	Definitions of Contract of Guarantee : Essentials, Difference between Contract of indemnity and Contract of Guarantee, Kinds Guarantee, Revocation of Continuing Guarantee, Circumstances under which surety is not discharged.

#### Evaluation Pattern

External Paper Pattern 50 marks

Q1	<p>Attempt Any 2 out of 3 module 1</p> <p>a) Long Answer</p> <p>b) Long Answer</p> <p>c) Long Answers</p>	15 Marks
Q2	<p>Attempt Any 2 out of 3 module 2</p> <p>a) Long Answer</p> <p>b) Long Answer</p> <p>c) Long Answers</p>	15 Marks
Q3	<p>Attempt Any 2 out of 3 module 3</p> <p>a) Long Answer</p> <p>b) Long Answer</p> <p>c) Long Answers</p>	20 Marks

### Online resources

[https://www.icaai.org/post.html?post\\_id=15532](https://www.icaai.org/post.html?post_id=15532)

[https://www.icaai.org/post.html?post\\_id=16944](https://www.icaai.org/post.html?post_id=16944)

### Reference book:

- Indian Contract Act , Sale of Goods Act and Partnership Act – Desai T R – S C – Sarkar and sons
- The Negotiable Instruments Act – Khergamwala J S – N M Tripathy
- The Principles of Mercantile Law – Singh Avtar – Eastern Books Co.
- Elements of mercantile Law – N.D.Kapoor
- Business Law – P.C. Tulsian
- Business Law – SS Gulshan
- Indian contract Act – Dr.Avtar Singh
- Business Law – SS Gulshan
- Indian contract Act – Dr.Avtar Singh

## Semester – IV

### Summary

Sr. No .	Choice Based Credit System	Subject Code
1	<b>Major Course</b>  1. Money and Debt Markets 2. Mutual Fund Management	
2	<b>Minor Course</b>  Business Finance- Management Accounting	
3	<b>Ability enhancement course:</b> Modern Indian Language	
4	<b>Skill Enhancement Course:</b> Research Analytics	
5	<b>Open Elective:</b> Corporate & Securities Law	



### Second Year Semester IV Formative and Summative Detail Scheme

Sr. No.	Subject Code	Subject Title	Periods Per Week						Seasonal Evaluation Scheme					Total Marks
			Units	S. L. %	L	T	P	Credit	S. L. E	CT	TA	AP	SEE	
1		Money and Debt Markets	4	20%*	4	0	0	4	15	20	00	05	60	100
2		Mutual Fund Management	4	20%*	4	0	0	4	15	20	00	05	60	100
3		Business Finance-Management Accounting	4	20%*	4	0	0	4	15	20	00	05	60	100
4		<b>Ability enhancement course:</b> Modern Indian Language	2					2	15			05	30	50
5		<b>Skill Enhancement Course:</b> Research Analytics	3					3			20	05	50	75
6		<b>Open Elective:</b> Corporate & Securities Law	3					3	20			05	50	75
Total Hours / Credit							20		Total Marks					500

**\*One to two lectures to be taken for CONTINUOUS self-learning evaluation**

- Lecture Duration – 60 Minutes
- One Credit = 15 hours of lectures, 30 hours practicals

L: Lecture: Tutorials P: Practical Ct-Core Theory, Cp-Core Practical, SLE- Self learning evaluation CT-Commutative Test, SEE- Semester End Examination , TA-Teacher Assessment, AP- Active Participation

## SEMESTER 4

### Money and Debt markets

#### Objectives

To learn the features, nature and structure of the fixed income securities markets in India and the role that it plays in the financial system and monetary system.

#### Learning Outcomes :

1. To study the components of the fixed income markets
2. To study the various fixed income instruments and their features
3. To understand the regulatory environment for fixed income securities in India

#### Detailed Syllabus

Unit	MODULE/UNITS	No. of Lectures
1	Introduction to the debt markets	15
	<ul style="list-style-type: none"><li>Recap of major macro economic events: union budget, Government borrowing program, sovereign rating of India, GDP growth rate inflation tax collection monetary policy of RBI etc</li><li>Evolution of Debt Markets in India</li><li>Meaning, Features, Classification</li><li>Primary &amp; Secondary Debt market</li><li>Money Market &amp; Debt Market in India</li><li>Regulatory framework in the Indian Debt Market</li></ul>	
2	Introduction to money markets	15
	<ul style="list-style-type: none"><li>Meaning of Money Market, features and Functions of Money Markets, Importance of money market</li><li>Development of trade &amp; Industry</li><li>Money Market instruments: Call money , cash management bills, CP, CD, treasury bills, etc</li><li>Development of capital market, Smooth functioning of commercial banks, Effective central bank control</li><li>Formulation of Suitable Monetary policy, Source of finance to Government</li></ul>	
3	Instruments and players in debt markets	15
	<ul style="list-style-type: none"><li>Central Government Securities: Bonds, T-Bills, State Government Bonds.</li><li>Role of financial Intermediaries</li></ul>	

	<ul style="list-style-type: none"> <li>• Role of regulatory agencies</li> <li>• Open Market Operations</li> <li>• Securities Trading Corporation of India</li> <li>• Fundamental features of Debt instruments</li> <li>• Primary dealers in Government Securities</li> <li>• Process of Buying Debt Market Instruments : <u>Retail investor participation</u></li> <li>• Framework: Issuers (central, state, municipal and corporate), Investor (banks, MF, insurance, pension fund, HNI and retail) intermediary (primary dealers, brokers, merchant bankers, credit rating , debenture trustees), instruments (G-sec- long dated/treasury, SDL, Municipal bond, debenture, Green Finance and Green Bonds, CP, CD), infrastructure (CCIL, stock exchanges and depositories), incentives(WC/repo, Tax incentives etc) and innovation (securitization, Credit enhancement etc.</li> </ul>	
4	Regulatory framework of Indian Money Markets	15
	<ul style="list-style-type: none"> <li>• Regulatory framework of RBI, FIMMDA (Fixed Income, Money Market and Derivatives Association)</li> <li>• Foreign Exchange Dealers Association of India (FEDAI),</li> <li>• CONDS, NDS-OM</li> <li>• SEBI's regulation of select MF</li> <li>• Process of buying Money Market Instruments</li> </ul>	

### Self-Learning topics (Unit wise):

Sr.No	Unit	Topic
1		Classification of Debt Market Instruments
3		Steps of Buying Debt Market Instruments
2		Classification of Money Market Instruments

### Online Resources

**Reference** Money Market Operations in India- A K Sengupta • The Indian Money Market- Krishna Kumar sharma • Stiguam's Money Market- Marcia Stigum • CNBC Guide to Money and Markets

Bhardwaj, Gautam, (2008), The Future of India's Debt Market, Tata McGraw Hill. 13 ♣ Suryanarayan, (2002), Debt Market, ICFAI Publication Press. ♣ Fabozzi, Frank, (2004), Fixed Income Analysis Workbook, 2nd edition , John Wiley & Sons ♣ Shah, Ajay, Thomas, Sushan and Gorham, Michael, (2008), Indian Financial Markets, Elsevier, USA ♣ FIMMDA-NSE Debt Market (Basic) Module, Workbook from NSE

## **Mutual Fund Management**

### **Course Objectives:**

The course aims to help the students in:

1. Analyse the development of Mutual funds
2. Understanding the extent to which Investors are Protected
3. Analyse the Mutual fund Regulation
4. Know the recent developments in Mutual fund Industry
5. To provide basic knowledge about the Growth and Role of Mutual funds
6. To understand Investors Protection and Regulation of Mutual funds etc.
7. Students will be able to understand calculation of net asset value for various mutual funds

### **Course Outcome:**

**At the end of this course students will be able to:**

1. Know the basics of mutual funds, their role and structure, different kinds of mutual fund schemes and their features
2. Understand the channels for mutual funds distribution
3. Get acquainted with financial planning as an approach to investing in mutual funds, as an aid for mutual fund distributors to develop long term relationships with their clients.

<b>Mutual fund management</b>	<b>Lectures</b>
<b>Unit 1: Introduction to Mutual Funds</b> 1.1 Meaning of Mutual Funds 1.2 Mutual fund industry structure in India – History & Origin 1.3 Industry participants - Sponsor, Trust, Trustee, Asset Management Company, Registrar and Transfer Agent (RTA) & Fund Houses in India. 1.4 Characteristics/Advantage/disadvantages/Limitations 1.5 Regulators and their role - SEBI, AMFI (Code of Ethics) 1.6 Process of NFO and steps involved in marketing an NFO 1.7 Objectives of information disclosure in an offer document - SAI, SID, KIM	15
<b>Unit 2: Classification of funds and transactions platforms</b>	15

2.1 Categorisation of Mutual Fund-(Introduction/Types/Characteristics) - Functional/Operational – Open ended, close ended, Interval - Portfolio – Income, Growth, Balanced, MMMF - Geographical/ Location – Domestic, Offshore - Miscellaneous - Active/passive funds, Tax Saving Funds(ELSS), ETFs, Balance Funds, Fixed Term Plan, Liquid Funds, Fund of Funds, Debt Funds, International Funds, Flexi cap Funds.	
2.2 Systematic Investment Planning, Systematic Transfer Plan, Systematic Withdrawal Plans. 2.3 Scheme Selection for Investors 2.4 <u>Transaction platforms: investor and Advisor level</u>	
<b>Unit 3 - Return, Risk &amp; Performance Measurement</b> 3.1 Measuring Returns (HPR, AR, CAGR/IRR) 3.2 Types of risk (Beta, Standard Deviation, R-squared) & Risk adjusted returns (Sharpe Ratio, Treynor Ratio, Jensen Alpha, Sortino Ratio, Fama Measure) 3.3 Measurement of Fund Performance against Benchmark. 3.4 Benchmarking of performance by Market Capitalisation (Large, Midcap & Small Cap) & Style (Equity, Debts & Alternative assets) 3.5 Limitations of Performance Measurement 3.6 MF documents- Key Information Memorandum, Scheme Information Document, Statement of Additional Information, KYC (KYC, CKYC, E-KYC, Aadhar based KYC), FATCA 3.7-Cut off timings, Mode of Transactions 3.8 <u>MF research and Fund selection</u>	15
<b>Unit 4 – Planning, Accounting and Rating of Mutual Funds</b> 4.1 Planning- Risk profiling of Investors & Suitability, review and assessment of portfolio, Role of Mutual Fund in financial planning. 4.2 Fund Accounting: Net Asset Value-Meaning & Computation, Entry Load, Exit Load. Expense Ratios, Regular vs direct plan, Inter-scheme transaction 4.3 Fund Rating & Ranking- CRISIL, CARE and ICRA 4.4 Marketing of Financial Services.- Distribution of mutual fund	15

## **Self- Learning Topics**

### **Unit Topics**

- 1 Objectives of information disclosure in an offer document SID,SAI,KIM
- 2 Scheme Selection for Investors
- 3 Mutual Fund Documents
- 4 Fund Rating & Ranking- CRISIL, CARE and ICRA

### **Online Resources**

<https://www.youtube.com/watch?v=rsFBpGUAZWA>  
<https://www.youtube.com/watch?v=PbldLCsspgE>  
<https://www.youtube.com/watch?v=PbldLCsspgE>

### **Reference Books:**

1. Indian Mutual Funds Handbook : SundarSankaran: Vision Books
2. Morningstar Guide to Mutual Funds:  
5-Star Strategies for Success : Christine Benz.: Wiley Working of Mutual Fund Organisations in India: P MohanaRao: Kanishka Publications Mutual Funds in India: Amitabh Gupta: Anmol Publications
3. Common Sense on Mutual Funds By John C. Bogle and David F. Swensen
4. The Mutual Funds Book: By Alan Northcott
5. Mutual fund handbook – Sundarsankaran

## Management Accounting

### Course Objectives

- This subject helps the students to get familiar with the Financial Management techniques.
- To impart knowledge about the practical aspects of the subject.
- The course aims at explaining the core concepts of Financial Management and its importance in managing the company at every stage.
- To apply different techniques of financial management like Ratios and Cash Flows analysis for making the future plans and policies.

### Learning Outcomes

- To understand reading of Financial Statements and its interpretation
- To develop financial analysis skills
- To understand the importance and use of ratio analysis.
- To interpret the Company's position on the basis of ratios
- To read and interpret the company's cash flow statement and form an opinion on their financial position.

Unit	Content	No. of Lectures
I	<b>Introduction to Management Accounting</b> 1. Meaning and scope, Profit maximization vs wealth maximisation 2. Functions, objectives and importance 3. Role of Management Accounting 4. Management Accounting Network 5. Tools of Management Accounting.	10
II	<b>Analysis of Financial Statements</b> 1. Meaning of financial Statement Analysis, steps, Objective of Analysis. 2. Tools of analysis of Financial Statements 3. Trend analysis	15

	4. Comparative Statement 5. Common Size Statement	
III	<b>Ratio Analysis and interpretation based on vertical financial statements as above</b> 1. Balance sheet Ratios: Current Ratio, Liquid Ratio, Stock Working Capital Ratio, Proprietary Ratio, Debt Equity Ratio, Capital Gearing Ratio 2. Revenue Statement Ratios: Gross Profit Ratio, Expenses Ratio, Operating Ratio, Net Profit Ratio, Net Operating Profit Ratio, Stock Turnover Ratio 3. Combined Ratios: Return on Capital employed (Including Long Term Borrowings), Return on proprietor's Fund (Shareholders Fund and Preference Capital, Return on Equity Capital, Dividend Payout Ratio, Debt Service Ratio, Debtors Turnover, Creditors Turnover	15
IV	<b>Cash Flow Analysis</b> 1. Concepts, Need and Importance of Cash flow Statements 2. Preparation of Cash Flow Statement with reference to Accounting Standard 3.	15

#### Self-Learning topics (Unit wise):

Sr. No	Unit	Topic
1	I	Introduction to Financial management
2	II	Cashflow Analysis- Analysing Cashflows of different companies.

#### Online Resources

<https://resource.cdn.icai.org/62098bosinp8cp1.pdf>

<https://resource.cdn.icai.org/62099bosinp8cp2.pdf>

<https://resource.cdn.icai.org/62098bosinp8cp1.pdf>

#### Reference Books:

- Cost Management by Saxena & Vashist
- Cost & Management Accounting by Ravi N.Kishor , Publication Taxmonth
- Financial Of Management Accounting by S.R.Varshney, Wisdom



**Evaluation Pattern:**

Summative Assessment	Formative Assessment	Total Marks
<b>60</b>	<b>40</b>	<b>100</b>

**A. Formative Assessment 40 marks**

Sr. No.	Particulars	Marks
1	Self-Learning Evaluation	15 Marks
2	Online examination	20 Marks
3	Active participation in routine class instructional deliveries	05 Marks

**B. Summative Assessment- Semester End Examination- 60 Marks**

Q.No	Particulars	Marks
1	Full Length Question OR Full Length Question	15
2	Full Length Question OR Full Length Question	15
3	Full Length Question OR Full Length Question	15
4	Full Length Question OR Full Length Question	15
<b>Note</b>	15 marks question may be divided into sub questions of 7.5 and 7.5 or 8 and 7 or 10 and 5 or 5, 5 and 5 marks if required.	

**- HINDI**

**Title:** MIL: Hindi Language and Hasya Vyanga (दहन्दी भाषा एवं हास्य व्यंग्य)

Units	Modules	No. of Lectures
1	खंड क : पाठ्यक्रम में ननर्ाारित हास्य व्यंग्य : 1. भोलाराि का जीव : हररिंकर परसाई 2. घूस एक र्चकनाई है : रवीत्र कामलया 3. भगवान बचाए िेहिन से : परून सरिा	20
2	खंड ख : काल के भेद, िुहावरें, तनबंर्	10

**मूल्याकं न एवं प्रश्नपत्र का प्रारूप**

**सत्र 1 एवं 2 के लिए**

**आंतरिक पीक्षा : 20 अंक**

**सत्रांत पीक्षा : 30 अंक**

	आंतरिक पीक्षा	अंक -20
1	प्रोजेक्ट	10
2	प्रत्यक्ष पुस्िक परीक्षर्	10

	सत्रांत पीक्षा	अंक -30
1	अविरर् की संदभष सदहि व्याख्या	10

2	दीघोत्तरी प्रश्न	10
3	दटप्पणयॉ	5
4	वस्ितनष्ठ प्रश्न	5

## Modern Indian Language (Marathi)

**Title:** MIL: त्रनबंधलेखन व त्रनबंध लेखनाचेतंि

Unit s	Modules	No. of Lectures
१	घटक एक : निबांधलेिि: निबांधलेििाचेनवनवध	१५
२	प्रकािाांचा सैद्ाांनतक परिचय व प्रत्यक्ष निबांधलेिि (६० नमनिटांच्या १५ तानसका) श्रेयांकि १ घटक दोि: नवनवध नवषयांवि प्रत्यक्ष प्रदीघगनिबांधलेिि (६० नमनिटांच्या १५ तानसका) श्रेयांकि १	१५

### मूल्यांकन आत्रण प्रश्नपत्रिके चे स्वरूप सि ३ व ४ साठी

अंतर्वत पीक्षा : रुण - २०

सांत पीक्षा : रुण - ३०

	<b>अंतर्वत पीक्षा</b>	<b>रुण - २०</b>
1	प्रत्यक्ष मुलाित नकमािदोि	१० + १०
	<b>सांत पीक्षा</b>	<b>रुण - ३०</b>
1	<b>बत्रिर्वत पीक्षा ३० रुण (वेळ दीड तास)</b>  <ul style="list-style-type: none"> <li>• एकूण तीि प्रश्न नवचािावेत.</li> <li>• प्रत्येक घटकावि अांतर्गत पयागय असलेलेप्रत्येकी १० रुणांचेदोि प्रश्न नवचािावेत. • नतसिा प्रश्न हा घटक १ आनण २ वि आधारित दहा रुणांचा वस्तुनिष्ठ स्वरूपाचा असावा.</li> </ul>	३०

Reference books:

१. व्यावहारिक मिाठी, ल.िा. िनसिाबादकि, भाषानवकास सांशोधि सांस्था, कोलहापूि, २०२३
२. व्यावहारिक मिाठी, (सांपा.) स्िेहल तावि, स्िेहवधगि प्रकाशि, पुणे
३. व्यावहारिक मिाठी अध्यापिाच्या नदशा, (सांपा.) वसांत शेकडे, ऋतूप्रकाशि, अहमदिर्ि, २०१२
४. व्यावहारिक मिाठी, (सांपा.) कलयाण काळे, द.नद.पडुंे, निािाली प्रकाशि, पुणे
५. व्यावहारिक मिाठी, लीला र्ोनवलकि, जयश्री पाटणकि, स्िेहवधगि प्रकाशि, पुणे
६. मिाठी लेििदशगि, चांद्रहास जोशी, मेहता पनब्लकेशिहाऊस, पुणे
७. उपयोनजत मिाठी, सांजय लांडर्े, नदलीपिाज प्रकाशि, पुणे
८. अनिवायग मिाठी, लीला र्ोनवलकि, के. सार्ि पनब्लकेशि, पुणे
९. व्यनक्तमत्त्व नवकासासाठी सांभाषण व लेििकौशलये, (सांपा.)पर्थवीाज तौि आनण इति,

अथवगपनल्लकेशि, २०१८.

## Sanskrit Paper-II

### Syllabus

<b>Unit –I</b>	Basic Language Skills: Grammar a) Present Tense, Future Tense and Order (selected verbs) b) Tvānta, Tumanta and Lyabanta Avyaya c) Text reading of selected Sanskrit Stories	<b>15 Lectures</b>
<b>Unit –II</b>	Reading & Speaking Skills: a) Vocabulary with Pictures b) Text reading of Nītiśatakam from verses (11-20) c) Conversational Practice	<b>15 Lectures</b>

### Suggested Topics for Tutorials: (Semester – II)

1. Group Discussions
2. Fundamentals of Grammar

3. Vocabulary and Language Games
4. Picture Composition
5. Conversational Sanskrit skit

	<b>Second Semester</b>	
	<b>Internal Evaluation of 20 Marks</b>	
<b>Sr. No.</b>	<b>Particulars</b>	<b>Marks</b>
1	Experiential learning evaluation which can include studio activity like students recording Sanskrit mantras	20 Marks

<b>Evaluati on Pattern:</b>	<b>First Semester End Examination of 30 Marks</b>	<b>Duration : 2 Hours</b>
Question 1	MCQS / Objectives on Grammar: Unit – I	10 Marks
Question 2	Translation of Verses (from Nītiśatakam)	10 Marks

Question 3	Rewrite the story using the appropriate words from the given words.	10 Marks
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#### Reference Books

1. Kale, M. R., A Higher Sanskrit Grammar: For the use of school and college student, Motilal Banarsidass Publishers Pvt. Ltd., Delhi, 2016
2. Max Müller, A Sanskrit Grammar for Beginners, Piramal Publications, Delhi, 2016
3. R. Antonie, S.J., A Sanskrit Manual (Part-I &Part-II), Allied Publishers Limited, New Delhi, 2002
4. नीतिशिकम्- Nitisatakam (With English Translation and Transliteration), ed. W. Vivian de Thabrew, Pilgrims Publishing, Varanasi, 2018
5. Dr. Kankar, 130 संस्कृि कथा: 130 Short Sanskrit Stories, Neeta Prakashan,
6. पञ्चतन्त्रकथासंग्रहः: Stories from Panchatantra, Published by:  
<http://Sanskritebooks.wordpress.com>  
[https://ia801308.us.archive.org/29/items/Sanskrit\\_EBooks\\_Assorted\\_Titles/Stories%20from%20Panchatantra%20-%20Sanskrit%20English.pdf](https://ia801308.us.archive.org/29/items/Sanskrit_EBooks_Assorted_Titles/Stories%20from%20Panchatantra%20-%20Sanskrit%20English.pdf)

## Modern Indian Language (Sindhi)

### Course Objectives:

#### Sauli Sindhi/ Simple Sindhi (Advanced)

#### The objectives of the course include –

The basic Sindhi course aims to introduce learners to the Sindhi language and culture by providing fundamental vocabulary and grammar skills for communication, developing listening, speaking, reading, and writing proficiency, fostering cultural awareness, and empowering learners to engage effectively with Sindhi-speaking communities while appreciating linguistic diversity and cultural richness.

### Learning Outcome

- Communicate effectively in Sindhi and can hold basic conversations in Sindhi, including greetings, introductions, and expressing simple ideas.
- Demonstrate comprehension of common phrases and expressions used in daily communication.
- Read and understand basic Sindhi texts such as short stories, poems, or simple articles.
- Write simple sentences and short paragraphs on familiar topics using correct grammar and vocabulary.

### Course Content

Unit no.	Content /Modules	No. of Lectures
1	Stories & Prose Haa Maa'n Sindhi Aahyaa'n Story Of Jhoole Laal Sain Bait~U / Poem Jo Kheeru Peee Bait~U / Poem Paiso Ladh~Um Pata T~Aa'n	15
2	Prose & Poem Geeta Jo Saar, Sindhu - Anand Golani Bait~U / Poem Vaah Re T~Aaraa Gol T~Aaraa Bait~U / Poem A B C D Maa'n Par^Haa'n	15

### Experiential Learning Evaluation SLE (20 marks)

#### Evaluation Pattern For 50 Marks

Written / Term End	Internal SLE	Total
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<b>30</b>	<b>20</b>	<b>50</b>
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**Experiential Learning Evaluation SLE (20 marks)**

**Presentation / Studio activity on Sindhi book Review / Translation**

**Term End Exam – 30 Marks**

**Q1 Attempt any 4 questions out of 5 (20)**

**(5 marks each)**

**Q2 Attempt any one out of 2 (10)**

**(10 Marks each)**

**List of Reference Books**

1. Sindhi Sahitya Jo Itihas - Dr M. K. Jetli
2. Sindhi Sahitya Jo Mukhtasir Itihas - Dr K. Lekhwani
3. Sindh Ja Sat Natak - Shobha Lalchandani

## Research analytics

### Course Objectives:

- To Understand Research Concepts and its usages in each field.
- To Understand different types of research and creating a research design.
- To study primary data collection techniques and sources of secondary data.
- To acquaint data analytic techniques through modern methods.

### Learning Outcomes:

The students will be -

- Learners are expected to demonstrate an understanding of research methodologies.
- Identify the overall process of designing a research study from its inception to the report stage.
- Imbibe data collection, analysis, interpretation and presentation skills at par with globally accepted standards.
- It will equip students with strategies of making Questionnaire and conducting a survey.
- Learners will be able to analyse the data through different techniques using software

Unit	Content	No. of Lectures
I	<b>Introduction to Research</b> a) Foundation of Research: Meaning, Objectives, Need and Importance of Research, Types of Research, Stages of Research Process b) Review of Literature c) Hypothesis: Meaning, Nature, Significance, Types and Sources. d) Research Design: Concept, Importance and Contents. e) Sampling: Meaning of Sample and Sampling, Methods of Sampling.	15
II	<b>Data Collection and Processing</b> 2.1 Types of Data and Sources: Primary and Secondary Data Sources. 2.2 Methods of Collection of Primary data Observation: Structured and Unstructured, Disguised and Undisguised, Mechanical observations. Experimental: Field, laboratory. Interview: Personal interview, focused group, in-depth interview methods. Survey: Telephonic Survey, Mail, E-mail, internet survey, social media and Media listening. Survey Instrument: Questionnaire designing- Types of questions, Scaling Techniques: Likert Scale, Semantic Differential Scale 2.3 Processing of Data: Meaning and Essentials of – Editing, Coding, Classification, Tabulation and Graphical Representation 2.4 Structure and Layout of Research Report Writing	15



III	<b>Data Analysis and Interpretation(Practical)</b>	30
	2 Data Analysis through SPSS Software: Descriptive statistics- t test, f test, z test. Chi Square test, ANOVA, Test of Reliability and Validity	
	3 Referencing Software: Mendeley	

### Practical

Sr. No	Unit	Topic
1	3	Data Analysis and Interpretation

### Reference Books

- Research Methodology – Text and Cases with SPSS Applications, by Dr S.L. Gupta and Hitesh Gupta, International Book House Pvt Ltd
- Business Research Methodology by T N Srivastava and Shailaja Rego, Tata Mcgraw Hill Education Private Limited, New Delhi
- Methodology of Research in Social Sciences, by O.R. Krishnaswami, Himalaya Publishing House
- Research Methodology by Dr Vijay Upagude and Dr Arvind Shende
- Business Statistics by Dr S. K Khandelwal, International Book House Pvt Ltd
- Quantitative Techniques by Dr S. K Khandelwal, International Book House Pvt Ltd
- SPSS 17.0 for Researchers by Dr S.L Gupta and Hitesh Gupta, 2nd edition, Dr S. K Khandelwal, International Book House Pvt Ltd
- Foundations of Social Research and Econometrics Techniques by S.C. Srivastava, Himalaya publishing House
- Statistical Analysis with Business and Economics Applications, Hold Rinehart & Wrintston, 2nd Edition, New York
- Business Research Methods, Clover, Vernon T and Balsely, Howard L, Colombus O. Grid, Inc
- Business Research Methods, Emary C. Willima, Richard D. Irwin In. Homewood
- Research Methods in Economics and Business by R. Gerber and P.J. Verdoom, The Macmillan Company, New York
- Research and Methodology in Accounting and Financial Management, J.K Courtis
- Statistics for Management and Economics, by Menden Hall and Veracity, Reinmuth J.E
- Panneerselvam, R., Research Methodology, Prentice Hall of India, New Delhi, 2004.
- Kothari CR, Research Methodology- Methods and Techniques, New Wiley Ltd., 2009
- Mayan, M. J. (2016). Essentials of Qualitative Inquiry. Routledge. (Chapter 1, Introduction to Qualitative Inquiry, Chapter 4, Research Question and Sampling).
- Mickez, R. (2012). Interviewing Elites: Addressing Methodological Issues. Qualitative Inquiry 18: 482- 493.

### Examination Pattern:

External Paper Pattern: (Theory Modules) : 50 Marks

Internal :25 Marks

Q. 1	Any 2 out of 3	15 Marks
Q. 2	Any 2 out of 3	15 Marks
Q. 3	Any 2 out of 3	20 Marks

### Practical :25 Marks

Sr. No	Unit	Topic	
1	3	Data Analysis and Interpretation	25 Marks

### Examination Pattern

External - 50 marks

Internal - 25 marks

### Internal Evaluation

**Student will have group wise two assignment and following is the evaluation pattern**

Assignment I	<b>10 marks</b>
Assignment II	<b>10 marks</b>
Attendance	<b>05 marks</b>

## - Corporate and Securities Law-

### Course Objectives:

- To introduce The fundamentals of company form of organization by critically evaluating its peculiar nature
- To understand Legal aspects of the process of formation of a company and importance of legal documents required for formation.
- To understand Legal aspects of the process of issuing the share capital , corporate decision making process.
- To Understand The rights and duties associated with membership of a company
- The course is designed to understand the formation, management and other activities of the companies.
- To understand Role of SEBI in regulating Securities Market in India, it's regulations etc.
- To explore legal requirements for issuing capital and other disclosure requirements under Securities Law .

### Learning Outcomes:

- Students will be able to explain the concepts in formation and incorporation of company under Companies Act 2013.
- Students will be aware about the statutory requirements in relation to memorandum of association, Articles of association and prospectus.
- Students will. Learn about about types of directors and their responsibilities, decision making process in corporate space.
- Students with familiarize with case law studies related to Companies .
- Learners will be able to understand IPO requirements and Disclosure requirements under relevant securities law.
- Learners will be able to understand Role of SEBI regulating securities market and various regulations introduced by SEBI.

### Detailed syllabus

Unit	Content	No. of Lectures
I	<b>Companies Act,2013(Part 1)</b>  1.1 Company and its formation : Definition and Nature of Company, Advantages and Disadvantages of a Company, Lifting of Corporate Veil with cases, Promoters and preliminary contracts(S.92-93),Types of Companies,Documents and procedure for Incorporation of Company, Effect of Incorporation.(S.9) 1.2 Membership of a company : Who can become member, Modes of acquiring membership, Cessation of membership, Rights and Liabilities of members.  1.3 Memorandum of Association and Articles of Association :  Meaning, Concept, Clauses, effects of Memorandum and articles, Doctrine of Ultra Vires, Doctrine of Indoor Management  1.4 Prospectus.	15

	Meaning (S.2), When to be issued, When not required, Various kinds of prospectus, Legal framework for issuance of Prospectus, Contents of Prospectus.	
II	<p><b>Companies Act ,2013(Part 2) &amp;Introduction to Limited liability partnership,2008</b></p> <p>2.1 Meetings: Various types of meeting of shareholders and board, Convening and Conduct of meetings, Postal Ballot, Meetings through Video Conferencing, e-voting</p> <p>2.2 Directors: DIN requirement ,Types of Directors, Appointment / Reappointment, Disqualifications, Vacation of Office, Retirement Resignation and Removal ,Duties of Directors , Rights of Directors, Powers of Board.</p> <p>2.3 Limited Liability Partnership, 2008: Concept, Salient features, Nature of LLP (Ss-3-10) Distinction between LLP and partnership, and LLP and Company ,Incorporation of LLP (S11 &amp; S12) ,Conversion to LLP (Ss. 55-58), Winding up and Dissolution of the LLP (Ss. 63-65).</p>	15
III	<p><b>Securities Law- An Overview.</b></p> <p>2.1 Securities Contracts (Regulation) Act, 1956:- It's objectives, Recognition of Stock Exchanges</p> <p>2.2 Securities &amp; Exchange Board of India Act, 1992:-Powers and Functions under the Act, SCORES (SEBI COMPLAINTS REDRESS SYSTEM):-It's features, process of lodging complaint on SCORES by Investor, Timeline for lodging complaint, Types of Complaints which shall not be dealt by SCORES, Power of Adjudication by SEBI, Securities Appellate Tribunal.</p> <p>2.3 Issue of Capital &amp; Disclosure Requirements:-Introduction &amp; Applicability, Types of Offer, Eligibility Requirements for IPO( Regulation 5,6 &amp; 7), Eligibility Requirements for Further Public Offer( Regulation 102,103,104), Promoters Contribution in case of FPO &amp; IPO.</p> <p><b>2.4 Listing Obligations and Disclosure Requirements:-</b> Introduction &amp; Applicability, Principles governing disclosure and Obligations(Regulation 4).</p>	15

**Self-Learning topics (Unit wise):**

Sr. No	Unit	Topic
1	4	Issue of Capital & Disclosure Requirements:-Introduction & Applicability, Types of Offer, Eligibility Requirements for IPO( Regulation 5,6 & 7),
2	4	Listing Obligations and Disclosure Requirements:- Introduction & Applicability, Principles governing disclosure and Obligations(Regulation 4).

## Evaluation Pattern

External Paper Pattern 50 marks

Q1	Attempt Any 2 out of 3 module 1	15 Marks
Q2	Attempt Any 2 out of 3 module 2	15 Marks
Q3	Attempt Any 2 out of 3 module 3	20 Marks

## Online Links

Sr. No	Unit	Topic
1	1	<a href="https://e-book.icsi.edu/default.aspx">https://e-book.icsi.edu/default.aspx</a>
2	2	<a href="https://e-book.icsi.edu/default.aspx">https://e-book.icsi.edu/default.aspx</a>
3	3	<a href="https://www.sebi.gov.in/sebiweb/home/HomeAction.do?doListing=yes&amp;sid=1&amp;ssid=3&amp;smid=0">https://www.sebi.gov.in/sebiweb/home/HomeAction.do?doListing=yes&amp;sid=1&amp;ssid=3&amp;smid=0</a>

## Reference book:

- Business Law – P.C. Tulsian
- Indian Contract Act – Dr.Avtar Singh
- Company Law - G.K.Kapoor.
- Guide to the Companies Act,2013 by A Ramaiya, Lexis Nexis.
- Business Law by KalaivaniVenkataraman- Vipul Publications



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