

HSNC University Mumbai
(Established by Government of Maharashtra vide notification
dated 30th 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 2022-23



HSNC UNIVERSITY, MUMBAI

Board of Faculty of Commerce and Management

Board of Studies in the Subjects of 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 Mobile no- 9820478500
- 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@kccollege.edu.in, Mobile no- 9819690065.

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) **Dr Kulvinder Kaur**, Assistant Professor- KC College, HSNC University Churchgate, Mumbai – 400 020. Email ID kulvinderkaur.batth@kccollege.edu.in, Mobile No- 9833060902

- b) **Dr. Riya Nathani**, Assistant Professor-KC College, HSNC University, Email Id: riya.nathani@kccollege.edu.in, Mobile No- 86989 08583
- c) **Ms. Bharti Jethani**, Assistant Professor- HR College, HSNC University, Churchgate, Mumbai –400 020 Email ID- bharti_jethani06@yahoo.co.in , Mobile No- 9665403944
- d) **Mr Manish Malkani** , Assistant Professor, HR College, HSNC University Churchgate, Mumbai –400 020 Email ID- manish_malkani@yahoo.com, Mobile No- 9820840241

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

- a) **Prof. Sundar Ram Korivi**, Professor, Senior Consultant, NIFM, Email ID- sundfina9@gmail.com, Mobile No- 9987296128

4) Four external experts from Industry / Research / eminent scholar in the field relevant to the subject nominated by the Parent Body;

- a) **Mr. Kunal Rambhia**,_ Fund Manager, The Streets, Mumbai, Email ID – kunal@thestreets.co.in Mobile no- 9820368847
- b) **Mr. Madhukar Pant**, National Head, IDFC First Bank, Mumbai, Email ID – pantmadhukar1@gmail.com Mobile no-9833368048
- c) **Dr Ajay Mittal**, Vice president research, training and development, SBI Funds, Mumbai, Email ID – ajay.mittal@sbif.com, Mobile no-9833112390

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. Nizar Mesani**, Equity research analyst, Goldman Sachs, Email id- nizarmesani99@gmail.com , Mobile no- 9833988771
- b) **Ms. Hetanshi Kamdar** , Director , ACK Capital Management Pvt Ltd, Email ID- hetanshi.kamdar@gmail.com, Mobile no- 9833590983
- c) **Ms Mohini Mahadevia**, Proprietor, Solufin financial planners, Email ID- mohinimahadevia@gmail.com ,Mobile no- 983314032

Part I

Outline of Choice Based Credit System as per University Grants Commission guidelines as under:

R. ** : The definitions of the key terms used in the Choice Based Credit System from the Academic Year 2021-22 are as under:**

1. **Core Course:** A course, which should compulsorily be studied by a candidate as a core requirement is termed as a Core course.

2. **Elective Course:** Generally, a course which can be chosen from a pool of courses and which may be very specific or specialized or advanced or supportive to the discipline/subject of study or which provides an extended scope or which enables an exposure to some other discipline/subject/domain or nurtures the candidate's proficiency/skill is called an Elective Course.

2.1 **Discipline Specific Elective (DSE) Course:** Elective courses may be offered by the main discipline/subject of study is referred to as Discipline Specific Elective.

The University/Institute may also offer discipline related Elective courses of **interdisciplinary** nature (to be offered by main discipline/subject of study).

2.2 **Dissertation/Project:** An elective course designed to acquire Special/advanced knowledge, such as supplement study/support study to a project work, and a candidate studies such a course on his own with an advisory support by a teacher/faculty member is called dissertation/project. **A Project/Dissertation work would be of 6 credits.** A Project/Dissertation work may be given in lieu of a discipline specific elective paper.

2.3 **Generic Elective (GE) Course:** An elective course chosen generally from an unrelated discipline/subject, with an intention to seek exposure is called a Generic Elective.

A core course offered in a discipline/subject may be treated as an elective by other discipline/subject and vice versa and such electives may also be referred to as Generic Elective.

3. **Ability Enhancement Courses (AEC):** The Ability Enhancement (AE)

Courses may be of two kinds: Ability Enhancement Compulsory Courses (AECC) and Skill Enhancement Courses (SEC).

"AECC" courses are the courses based upon the content that leads to Knowledge enhancement; SEC courses are value-based and/or skill-based and are aimed at providing hands-on-training, competencies, skills, etc.

4. **Choice Base Credit System (CBCS):**

CBCS allows students to choose inter-disciplinary, intra-disciplinary courses, skill oriented papers (even from other disciplines according to their learning needs, interests and aptitude) and more flexibility for students.

5. **Honours Program**

To enhance employability and entrepreneurship abilities among the learners, through aligning Inter Disciplinary / Intra Disciplinary courses with Degree Program. Honours

Program will have 40 additional credits to be undertaken by the learner across three years essentially in Inter / Intra Disciplinary course.

A learner who joins Regular Undergraduate Program can opt for Honours Program in the first year of the Program. However, the credits for Honours, though divided across three years can be completed within three years to become eligible for award of Honours Degree.

6. Program:

A Program is a set of courses that are linked together in an academically meaningful way and generally ends with the award of a Degree Certificate depending on the level of knowledge attained and the total duration of study of Undergraduate Programs.

7. Course:

A 'course' is essentially a constituent of a 'program' and may be conceived of as a composite of several learning topics taken from a certain knowledge domain, at a certain level. All the learning topics included in a course must necessarily have academic coherence, i.e. there must be a common thread linking the various components of a course. A number of linked courses considered together are in practice, a 'program'.

8. Bridge Course:

Bridge course is visualized as Pre semester preparation by the learner before commencement of regular lectures. For each semester the topics, whose knowledge is considered as essential for effective and seamless learning of topics of the Semester, will be specified. The Bridge Course can be conducted in online mode. The Online content can be created for the Bridge Course Topics.

9. Module and Unit:

A course which is generally an independent entity having its own separate identity, is also often referred to as a 'Module' in today's parlance, especially when we refer to a 'modular curricular structure'. A module may be studied in conjunction with other learning modules or studied independently. A topic within a course is treated as a Unit. Each course should have Units.

10. Self-Learning:

20% of the topics will be marked for Self-Learning. Topics for Self-Learning are to be learned independently by the student, in a time-bound manner, using online and offline resources including online lectures, videos, library, discussion forums, field work, internships etc.

Evaluative sessions (physical/online), equivalent to the credit allocation of the Self Learning topics, shall be conducted, preferably, every week for each course. Learners are to be

evaluated real time during evaluative sessions. The purpose of evaluative sessions is to assess the level of the students' learning achieved in the topics earmarked for Self-Learning.

The teacher's role in these evaluative sessions will be that of a Moderator and Mentor, who will guide and navigate the discussions in the sessions, and offer concluding remarks, with proper reasoning on the aspects which may have been missed by the students, in the course of the Self-Learning process.

The modes to evaluate self-learning can be a combination of the various methods such as written reports, hand-outs with gaps and MCQs, objective tests, case studies and Peer learning. Groups can be formed to present self-learning topics to peer groups, followed by Question and Answer sessions and open discussion. The marking scheme for Self Learning has been defined under Examination and Teaching

The topics stipulated for self-learning can be increased or reduced as per the recommendations of the Board of Studies and Academic Council from time to time. All decisions regarding evaluation need to be taken and communicated to the stakeholders preferably before the commencement of a semester. Some exceptions may be made in exigencies, like the current situation arising from the lockdown, but such ad hoc decisions are to be kept to the minimum possible.

11. Credit Point:

Credit Point refers to the 'Workload' of a learner and is an index of the number of learning hours deemed for a certain segment of learning. These learning hours may include a variety of learning activities like reading, reflecting, discussing, attending lectures / counselling sessions, watching especially prepared videos, writing assignments, preparing for examinations, etc. Credits assigned for a single course always pay attention to how many hours it would take for a learner to complete a single course successfully. A single course should have, by and large a course may be assigned anywhere between 1 to 4 credit points wherein 1 credit is construed as corresponding to approximately 12 to 15 hours.

12. Credit Completion and Credit Accumulation:

Credit acquisition and Credit completion shall be considered to take place after the learner has successfully cleared all the evaluation criteria with respect to a single course. Thus, a learner who successfully completes required CP (Credit Point) course may be considered to have collected or acquired total credits. Learner level of performance above the minimum prescribed level (viz. grades / marks obtained) has no bearing on the number of credits collected or acquired. A learner keeps on adding more and more credits as he completes successfully more and more courses. Thus the learner 'accumulates' course wise credits.

13. Credit Bank:

A Credit Bank refers to stored and dynamically updated information regarding the number of Credits obtained by any given learner along with details regarding the course/s for which Credit has been given, the course-level, nature, etc. In addition, all the information regarding the number of Credits transferred to different programs or credit exemptions given may also be stored with the individual's history.

14. Credit Transfer: (performance transfer)

When a learner successfully completes a program, he/she is allowed to transfer his/her past performance to another academic program having some common courses and Performance transfer is said to have taken place.

15. Course Exemption:

Occasionally, when two academic programs offered by a single university or by more than one university, may have some common or equivalent course-content, the learner who has already completed one of these academic programs is allowed to skip these 'equivalent' courses while registering for the new program. The Learner is 'exempted' from 'relearning' the common or equivalent content area and from re-appearing for the concerned examinations. It is thus taken for granted that the learner has already collected in the past the credits corresponding to the exempted courses.

Part II

Note: The Ordinances and Regulations given below are applicable to Undergraduate Program of Faculty of Commerce & Management and Faculty of Humanities, unless and otherwise specified.

O*****

Minimum duration of undergraduate programmes will be of 3 years in the Semester pattern i.e. from Sem. I to Sem. VI.

The degree will be awarded to a learner who successfully completes 120 credits of the programme in period of 3 to 6 years from the year of enrolment to Semester VI.

If a learner does not earn 120 credits in 12 semesters from the year of enrolment to semester I, he/she may at his/her option transfer his/her performance in the existing/new program after establishing equivalence between old and new syllabus. Such a performance transfer will be decided by the Board of Studies / Ad-hoc Board / Ad hoc Committee of the concerned subject. The admission to the program will be governed by the existing rules.

O*** The fees for transfer of credits or performance will be based on number of credits that a learner has to complete for award of the degree.**

R **** Credits earned at one institution for one or more courses under a given program will be accepted under another program either by the same institution or another institution either through Direct Performance Transfer or Course exemption.

R** The Scheme of Teaching and Examination:**

The Scheme of Teaching and Examination shall be divided into **THREE** components, **Self-Learning, Internal assessment and External assessment** (semester end examination) for each course of the program.

1) **Self Learning** Assessment. Various methodologies has been described in Definition of Self Learning. However Subject Teacher is authorized to devise newer methods of evaluation, which must essentially be documented and be circulated through email or written circular to the learners at least 7 days prior to its implementation. 10% of the marks shall be allocated for Self Learning Assessment.

2) **Internal Assessment** includes Assignments, Seminars, Core Practical, Practical, **Commutative Test, Practical Record**, Unit Tests etc. Subject Teacher is authorized to devise newer methods of evaluation, which must essentially be documented and circulated through email or written circular to the learners at least 7 days prior to its implementation. For each course, there is a passing minimum for internal Assessment as 40% (16 out of 40 marks).

3) **External assessment /Semester End Examination** 60 marks (passing 24 out of 60 marks) overall 40% (40 out of 100 marks).

The Scheme of Examination:

The performance of the learners shall be evaluated in two components: Internal Assessment with 40% marks by way of continuous evaluation and External examination by Semester End Examination with 60% marks by conducting the theory examination.

Internal Assessment: - It is defined as the assessment of the learners on the basis of continuous evaluation as envisaged in the credit-based system by way of participation of learners in various academic and correlated activities in the given semester of the programme.

A). Internal Assessment – 40%**40 marks**

| Sr. No. | Particulars | Marks |
|---------|---|----------|
| 1 | ONE class test / online examination to be conducted in the given semester | 15 Marks |
| 2 | One Project/ Assignment based on curriculum (to be assessed by the teacher Concerned) | 10 Marks |
| 3 | Self-Learning Evaluation | 10 Marks |
| 4 | Active Participation in routine class instructional deliveries | 05 Marks |

➤ Project and Assignment:

- Project or Assignments can be given in the following forms:
 - Case Studies
 - Video Making
 - Blogs
 - Research paper (Presented in Seminar/Conference)
 - Field Visit Report
 - Presentations related to the subject (Moot Court, Youth Parliament, etc.)
 - Internships (Exposition of theory into practice)
 - Open Book Test/Examination
 - Any other innovative methods

➤ Self-Learning Evaluation

- 20% of the topics of curriculum are learned by the student through self-learning using online / offline academic resource specified in the curriculum.
- Hence 20% of the lectures shall be allocated for evaluation of students on self-learning topics
- The identified topics in the syllabus shall be learnt independently by the students in a time bound manner preferably from online resources. Evaluative sessions shall be conducted by the teachers and will carry 10 Marks.
- The self-learning topics can be put into 3-4 GROUPS OF TOPICS ONLY FOR EVALUATION.

- Prescribe time duration (in days) for completion of each group of topic and earmark self-learning evaluation lectures in the timetable. Hence each group of topic can be assigned 3 regular lectures for this evaluation for entire class.

3 Sub Topics

Each evaluative session shall carry 3 Marks (3 x 3 Units = 9 Marks). Students who participate in all evaluative sessions shall be awarded 1 additional Mark.

4 Sub Topics

Each evaluative session shall carry 2.5 Marks (2.5 x 4 Units = 10 Marks).

- Evaluation of self-learning topics can commence in regular lectures assigned for self-learning evaluation in the timetable
- All students will actively participate in the presentation of each of the sub-topics.
- SUGGESTIVE Methods for Evaluation of Self-learning topics IN LECTURES:
 - Seminars/presentation (PPT or poster), followed by Q&A
 - Objective questions /Quiz / Framing of MCQ questions.
 - Debates
 - Group discussion
 - You-Tube videos (Marks shall be based on the quality and viewership)
 - Improvisation of videos
 - Role Play followed by question-answers
 - Viva Voce
 - Any other innovative method

Student will be evaluated on the basis of quality of presentation, quality of question & answer, framing of quiz, conduct of quiz, performance in debate etc.

- Teachers can frame other methods of evaluation also provided that the method, duly approved by the college examination committee, is notified to the students at least 7 days before the commencement of the evaluation session and is forwarded for information and necessary action at least 3 days before the commencement of the evaluation session to the respective authority.

SEMESTER END EXAMINATION: - It is defined as the examination of the learners on the basis of performance in the semester end theory / written examinations.

B. Semester End Examination- 60 %

60 Marks

- 1) Duration – This examination shall be of 2 Hours duration.
- 2) Question Paper Pattern: -
 - i. There shall be four questions each of 15 marks.
 - ii. All questions shall be compulsory with internal choice within the questions.
 - iii. Question may be sub-divided into sub-questions a, b, c, d & e only and the allocation of marks depends on the weightage of the topic.

The marks will be given for all examinations and they will be converted into grade (quality) points. The semester-end, final grade sheets and transcripts will have only credits, grades, grade points, SGPA and CGPA.

The marks of the internal assessment will not be disclosed to the students till the results of the corresponding semester is declared.

HSNC University Mumbai

(2022-2023)

Ordinances and
Regulations With

Respect to

Choice Based

Credit System

(CBCS)

For the Programmes Under

The Faculty of Commerce and Management

For the Course

Bachelor of Financial Markets

Curriculum– Third Year Undergraduate

Programmes Semester-V and Semester -VI

2022-2023

Index
TYBFM

| Semester V | | Semester VI | |
|----------------------|--|----------------------|-----------------|
| Core Subjects | | Core Subjects | |
| Code | Subject | Code | Subject |
| UC-TFM-501 | Portfolio Management | UC-TFM-601 | Risk Management |
| UC-TFM-502 | Business Ethics and Corporate Governance | UC-TFM-602 | Project Work |

| Elective Subjects (Any Four) | | Elective Subjects (Any Four) | |
|-------------------------------------|-------------------------------------|-------------------------------------|--|
| UC-TFM-503 | Marketing of Financial Services | UC-TFM-603 | Organisational Behaviour |
| UC-TFM-504 | Investment Banking | UC-TFM-604 | Investment Advisory |
| UC-TFM-505 | Credit Analysis and Rating | UC-TFM-605 | Financial Modelling and Business Valuation |
| UC-TFM-506 | Commodity and Derivative Markets II | UC-TFM-606 | Corporate Restructuring |
| UC-TFM-507 | Alternative Investments | UC-TFM-607 | Behavioural Finance |
| UC-TFM-508 | Entrepreneurship Management | UC-TFM-608 | Financial Technologies (FinTech) |

Section D
Financial Markets

Part 1 - Preamble

The B.Com (Financial Markets) program is started with an aim to make the students employable and impart industry-oriented training.

The tremendous expansion in the field of global financial markets over the last two decades has made Financial Markets an emerging field in the world and hence, an interesting, upcoming and lucrative career path. The course is a comprehensive three year graduate program that is fabricated to cater to a niche requirement of professionals in financial markets who can analyze debt, equity, capital and commodities markets with a focus on stock trading, equity research and financial analysis. It is a perfectly designed course for all those aspiring to make a career in the growing and ever evolving field of Financial Markets.

Whether one works as an executive or at entry level, the work environment now demands broadened mindsets and qualifications for diverse positions. The changing workforce, recent economic downturn and changing demographics are all contributors to this paradigm shift. Technical and specialized skills, honed to an art today, may indeed become obsolete in the near future. Furthermore, traditional degrees become outdated and even irrelevant in the modern workforce. It is essential that employees continue to expand their current knowledge base and skill sets to add personal value in their organizations. A specialized degree does just that, in addition to preparing the student for continued growth and life-long learning. It is with this objective in mind that the University of Mumbai has introduced two new Bachelor of Commerce degrees which encompass a shift from general education to professional education.

1. Course objective:

SEMESTER V

a. Portfolio Management, UC-TFM-501

- Enable students to know the basics of portfolio management, & evaluating its performance.
- Get oriented to different kinds of investment product.
- Know about the different portfolio management strategies and portfolio revision.

b. Business Ethics and Corporate Governance, UC-TFM-502

- To make the learners realize why they value what they value.
- To make them aware on ethical issues and thinking and feeling frameworks.
- To enhance awareness and build confidence in ethical decision making
- To familiarize the learners with the concept and relevance of Business Ethics in the modern era
- To understand the concepts and issues associated with corporate governance, practice and mechanism

c. Marketing of Financial Services, UC-TFM-503

- To build knowledge of marketing strategies used in the financial services sector and to advance understanding of real-time challenges in this industry.
- To critically evaluate different marketing initiatives for financial services and to design such strategies at different stages of the marketing process.

d. Investment Banking, UC-TFM-504

- To understand the different investment banking services
- To understand the role of investment bankers in issue management
- To learn about the various Corporate Advisory Services

e. Credit Analysis and Rating, UC-TFM-505

- Students will learn to analyze a borrower's financial performance data to assess their creditworthiness.
- Get oriented to learn lending process and financial statement analysis.
- Know about Credit Rating Agencies and its functions.
- Understand about, loan commitments, Instruments in debt market, Bonds and Investment rationale

f. Commodity and Derivative Markets II, UC-TFM-506

- To provide an insight about emergence and the regulatory structure of commodities Derivative markets
- Know about the various trading strategies that can be built using commodity derivatives.

g. Alternative Investments, UC-TFM-507

- Enable students to get an overview of Alternate investments and Alternative Investment funds in India.
- Enables students to understand the regulatory aspects related fund monitoring, reporting and exit.
- Enable student to understand real estate and private equity
-

h. Entrepreneurship Management, UC- TFM- 508

- To understand the role and fundamentals of Entrepreneurship and the ability to identify and create business opportunities that can be commercialized successfully.
- To learn problem solving, creativity and to elaborate on the understanding of the process and types of innovation.
- To understand the relevance and application of Business Canvas Model, how to start up a venture and launching formalities for a new venture.
- The students develop and can systematically apply an entrepreneurial way of thinking and understand the process adopted for protection of intellectual property involving patents, trademarks, and copyrights.

SEMESTER VI

a. Risk Management, UC-TFM-601

- Enable students to understand the classification of risk and techniques to manage the risk
- To Develop understanding of Risk management process

b. Project Work, UC-TFM-602

- It will enhance & explore their knowledge in the field of research.
- To impart knowledge about the practical aspects & contextualization of knowledge of the project.
- In the process, they learn critical thinking skills and the competence to solve problems in the world around them.”

c. Organisational Behaviour, UC-TFM-603

- To explore the organization as a micro-social system - a medium to facilitate and improve the interpersonal relationships in the context of organizational functioning.
- Know the Philosophy and goals, Formal and informal organizations, Social environment, System of controls and Attitudes and situation.
- To enable students to synthesize related information and evaluate options for the most logical and optimal solution such that they would be able to predict and control human behavior and improve results.

d. Investment Advisory, UC-TFM-604

- Enable students to Know the basics of personal financial planning, & evaluating the financial position of clients.
- Get oriented to different kinds of investment product and alternative investment funds.
- Know about portfolio construction, performance monitoring and evaluation.
- Understand about, key regulations, ethical issues for investment advisers and grievance redress system.

e. Financial Modelling and Business Valuation, UC-TFM-605

- Enable students to understand Basic concepts of Financial Modelling
- Develops understanding of Methods of Business Valuation.
- Enables students to understand the Models for Valuation

f. Corporate Restructuring, UC-TFM-606

- To develop understanding of causes, methods and types of restructuring.
- To help students analyse the effect post restructuring.

g. Behavioural Finance, UC-TFM-607

- To familiarize students with the core concepts of Value Investing and Behavioral Finance
- To Help Students in Understanding how psychological factors influences investors Investment decision.

h. Financial technologies, UC-TFM-608

- To Provide the basic knowledge in the Management, Finance and Digital Technology
- To Impart skills required to manage modern Digital Business enterprises involved in providing various business domains.
- To Develop skills in the Technologies used in digital business, Digital business transformation, Digital twins, Internet of Things, Data warehousing, Information security, Digital Commerce

2. Process adopted for curriculum designing:

The Department conducted multiple meetings with academic partners, industry partners. After discussion with them, personally, via mail, via messages, the changes in the syllabus were introduced.

3. Salient features, how it has been made more relevant

This course is a full time course. The duration of the course shall be six semesters spread over three years.

- It shall consist of 39 modules of 100 marks each & 1 project of 100 marks.
- B.F.M. is the perfect undergraduate program for students planning to pursue C.F.A.

- Projects, case studies, presentations, moot courts, mock stock and industrial visits ensure a good blend of theory and practical in the course.
- Provides the exposure of working in the industry during the Summer Internship Program which is a compulsory component of the program.
- Additional benefit/option of the program is a chance to pursue higher studies with Colleges/ Universities abroad as part of the various linkages that HR College has.
- The department also conducts various seminars and workshops by Stock exchanges and Corporates to make the students well-versed in international financial markets.

4. Learning Outcomes.

Indian Financial Market helps in promoting the savings of the economy - helping to adopt an effective channel to transmit various financial policies. The Indian financial sector is well-developed, competitive, efficient and integrated to face all shocks. In the India financial market there are various types of financial products whose prices are determined by the numerous buyers and sellers in the market. The other determinant factor of the prices of the financial products is the market forces of demand and supply. The various other types of Indian markets help in the functioning of the wide India financial sector.

This 3-year undergraduate course is a comprehensive program which covers all the different aspects of capital markets. While the course is primarily theoretical, there is 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:

SEMESTER V

a. Portfolio Management, UC-TFM-501

- To provide a background in the field of investments and its diversification.
- Designing and managing the portfolio management strategies in reality, valuing equity and debt instruments, portfolio analysis, portfolio revision and performance management.

b. Business Ethics and Corporate Governance, UC-TFM-502

- Identify and address common ethical issues that arise for individuals, managers, and organizations.
- Engage in logically sound discussion about moral dilemmas using the language of business ethics.
- Explain how organizational and cultural variables can influence ethical conduct.
- Identify key organizational tools, policies, systems, and laws that apply to managing ethical conduct specifically in the business environment.
- Explain the importance of regulation, markets and information in corporate governance

c. Marketing of Financial Services, UC-TFM-503

- Students will also have a deeper appreciation of the challenges facing financial services consumers in decision-making.
- The course guides students through the financial services marketing environment, key elements of the financial services marketing mix, understanding decision-making and managing customer relationships.

d. Investment Banking, UC-TFM-504

- This helps students to know the basics of the Investment Banking in India.
- Understand the functioning of investment Bankers related to Issue Management Process, Substantial Acquisition of Equity Shares, Buyback of Equity Shares and Delisting of Shares.
- Know the regulatory environment in which the investment Bankers operates in India.

e. Credit Analysis and Rating, UC-TFM-505

- This helps students by providing real world knowledge and examples of credit analysis, apply credit analysis to assess borrowers in real cases and Identify and workout problem loans

f. Commodity and Derivative Markets II, UC-TFM-506

- The course will help the student to know the regulatory structure of Commodity and Derivative Market.
- It will help the students to know the Commodity specific issues & advanced concepts- Greeks and Options Trading Strategies.

g. Alternative Investments, UC-TFM-507

- This helps students in making investment decisions considering time value of money
- Understanding the concepts of mergers and acquisitions and various innovative sources of finance.

h. Entrepreneurship Management, UC- TFM- 508

- Sharpen creative, innovative and problem solving skills of students which will enable them to ideate towards new entrepreneurial ventures.
- Students will learn life skills and how to tackle failures and uncertainties especially in the domain of entrepreneurship.
- Identification and selection of best entrepreneurial opportunities through application of design thinking and other methodologies.
- Learn new modern business models, entrepreneurial culture and ethics.

SEMESTER VI

a. Risk Management, UC-TFM-601

- To help the students in understanding risk management strategies and Enterprise risk management framework
- Enable students to understand and handle various types of risks.

b. Project Work, UC-TFM-602

- It will help students to understand the applicability of concepts to realistic world.
- It will inculcate in the mindset of students about new arena to explore and analyse them.
- With this indulge the habit of Research in Students.

c. Organisational Behaviour, UC-TFM-603

- To understand the applicability of the concept of organizational behavior to understand the behavior of people in the organization.
- Demonstrate the applicability of analyzing the complexities associated with management of individual behavior in the organization.
- Analyze the complexities associated with management of the group behavior in the organization.

- Demonstrate how the organizational behavior can integrate in understanding the motivation (why) behind behavior of people in the organization.

d. Investment Advisory, UC-TFM-604

- This helps students by providing minimum knowledge benchmark for individual investment adviser.
- Enable students to know the basics of personal financial planning, different kinds of investment product, alternative investment funds, portfolio construction & key regulations.

e. Financial Modelling and Business Valuation, UC-TFM-605

- To assist the student in comprehending the concept of Business Modelling, its vital components,
- To enable in understanding steps involved in preparation of a Business Model and Business Models for varied magnitude of business organizations.

f. Corporate Restructuring, UC-TFM-606

- To enable students identify and understand of causes, methods and types of restructuring.
- Students will be able to analyse the effect post restructuring.

g. Behavioural Finance, UC-TFM-607

- Unlike traditional financial theories that tend to operate in an ideal world, the field of behavioral finance allows scope for financial decisions failures.
- To understand that the broader aim of behavioral finance is to narrow the gap between the concept of rational decisions and behavioral abilities.
- To enable students study impact of behaviour on investments

h. Financial technologies, UC-TFM-608

- To understand and learn so one can cope up in updated Financial Technology world.
- Learn and adapt to various technologies used in today's world for carrying out financial investments.

5. Input from stakeholders :

There are modifications suggested by the Industry personnel to make changes in the subjects like marketing of financial services, Investment banking, risk management, Portfolio management to make it more relevant to practical usage as compared to only study. Certain subjects like Behavioural Finance, Entrepreneurship management, FinTech, Investment advisory were newly introduced to keep students updated with the current changing world and basic knowledge of trends in financial markets.

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

Semester – V

Summary

| Sr. No. | Choice Based Credit System | | Subject Code | Remarks | |
|---------|--|--|------------------------------------|------------|--|
| 1 | Core Course 1.1 Portfolio Management | | UC-TFM-501 | | |
| 2 | Ability Enhancement Courses (AEC) 2.1 Business Ethics and Corporate Governance | | UC-TFM-502 | | |
| 3 | Elective Course | Discipline Related Elective (DSE) Course (Any 4 to be selected) | | | |
| | | 3.1 | Marketing of Financial Services | UC-TFM-503 | |
| | | 3.2 | Investment Banking | UC-TFM-504 | |
| | | 3.3 | Credit analysis and Rating | UC-TFM-505 | |
| | | 3.4 | Commodity & Derivatives Market -II | UC-TFM-506 | |
| | | 3.5 | Alternative Investments | UC-TFM-507 | |
| | | 3.6 | Entrepreneurship Management | UC-TFM-508 | |

Third Year Semester V Internal and External Detail Scheme

| Sr . N o. | Subject Code | Subject Title | Periods Per Week | | | | | Cre dit | S. L. E | Seasonal Evaluation Scheme | | | | Tot al Mark s |
|--------------------|--------------------|---|------------------|---------------|---|---|---|------------|------------|-------------------------------|----|----|-----|------------------------|
| | | | Units | S. L. % | L | T | P | | | CT | TA | AP | SEE | |
| 1 | UC- TFM- 501 | Portfolio Management | 4 | 20 % * | 4 | 0 | 0 | 4 | 10 | 15 | 10 | 5 | 60 | 100 |
| 2 | UC- TFM- 502 | Business Ethics and Corporate Governance | 4 | 20 % * | 4 | 0 | 0 | 4 | 10 | 15 | 10 | 5 | 60 | 100 |
| 3 | UC- TFM- 503 | Marketing of Financial Services | 4 | 20 % * | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |
| 4 | UC- TFM- 504 | Investment Banking | 4 | 20 % * | 4 | 0 | 2 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |
| 5 | UC- TFM- 505 | Credit analysis and rating | 4 | 20 % * | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |

| | | | | | | | | | | | | | | |
|----------------------|------------|------------------------------------|---|--------|---|---|---|---|----|-------------|----|---|----|-----|
| 6 | UC-TFM-506 | Commodity & Derivatives Market –II | 4 | 20 % * | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |
| 7 | UC-TFM-507 | Alternative Investments | 4 | 20 % * | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |
| 8 | UC-TFM-508 | Entrepreneurship Management | 4 | 20 % * | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 5 | 60 | 100 |
| Total Hours / Credit | | | | | | | | | 20 | Total Marks | | | | 600 |

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

- **Lecture Duration – 48 Minutes (60 Lectures equivalent to 48 hours)**
- **One Credit = 16 hours**

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

Third Year Semester – V Units – Topics – Teaching Hours

| Sr. No . | Subject Code | Subject Unit Title | | Lectures | Total No. of lectures | Credit | Total Marks |
|-----------------|---------------------|---------------------------|---|-----------------|------------------------------|---------------|--------------------|
| 1 | UC-TFM-501 | I | Introduction to Portfolio Management | 15 | 60 | 4 | 100 (60+40) |
| | | II | Portfolio management strategies | 15 | | | |
| | | III | Portfolio analysis | 15 | | | |
| | | IV | Portfolio revision and performance management | 15 | | | |
| 2 | UC-TFM-502 | I | Introduction to Business Ethics | 15 | 60 | 4 | 100 (60+40) |
| | | II | Introduction to Corporate Governance | 15 | | | |
| | | III | Implementation of Corporate Governance | 15 | | | |
| | | IV | Global Scenario | 15 | | | |
| 3 | UC-TFM-503 | I | Foundation of services marketing | 11 | 45 | 3 | 100 (60+40) |
| | | II | Services Market Segmentation & Positioning | 11 | | | |
| | | III | Managing Services | 11 | | | |
| | | IV | Service Quality and Managing Customer Satisfaction | 12 | | | |
| 4 | UC-TFM-504 | I | Introduction to Investment Banking | 15 | 60 | 3 | 100 (60+40) |
| | | II | Initial Public Offering | 15 | | | |
| | | III | Issue of DRs, ADRs, CPs, Bonds and Debentures | 15 | | | |
| | | IV | Issue of Bonds and Debentures | 15 | | | |
| 5 | UC-TFM-505 | I | Credit Analysis, Lending Process and Financial Statement Analysis-I | 15 | 60 | 3 | 100 (60+40) |
| | | II | Credit Information Bureaus and Credit Rating Agencies | 15 | | | |

| | | | | | | | |
|----------|------------|------------|--|----|----|----|----------------|
| | | III | Participation loan and Letter of credit and loan commitments | 15 | | | |
| | | IV | Instruments in debt market, Bonds and Investment rationale | 15 | | | |
| 6 | UC-TFM-506 | I | Introduction and Regulatory Structure of Commodity Market in India | 15 | 60 | 3 | 100 (60+40) |
| | | II | Option pricing Band & Put- Call parity | 15 | | | |
| | | III | Option Greeks | 15 | | | |
| | | IV | Options Trading Strategies | 15 | | | |
| 7 | UC-TFM-507 | I | Introduction | 15 | 60 | 3 | 100 (60+40) |
| | | II | Private Equity | 15 | | | |
| | | III | Alternative investment funds in India and Fund Monitoring | 15 | | | |
| | | IV | AIF Reporting and exit | 15 | | | |
| 8 | UC-TFM-508 | I | Introduction to Entrepreneurship | 15 | 60 | 3 | 100 (60+40) |
| | | II | Entrepreneurial Development | 15 | | | |
| | | III | Entrepreneurial Project Development | 15 | | | |
| | | IV | Small and Medium Enterprises (SMEs) | 15 | | | |
| | | | Total | | | 20 | 600 |

- Lecture Duration – 48 Minutes (60 Lectures equivalent to 48 hours)
- One Credit = 16 hours

Part 3- Detail Scheme Theory

TYBFM

SEMESTER V

Course Code: UC-TFM-501

PORTFOLIO MANAGEMENT

| Sr. No. | Modules / Units | No. of Lectures |
|----------------|--|------------------------|
| I | 1.1 Meaning and concepts 1.2 Need for Portfolio Management 1.3 Role and Responsibilities of Portfolio Manager 1.4 Objectives of Portfolio Management, Process of asset allocation 1.5 Six Asset Allocation Strategies: Strategic Asset Allocation, Constant-Weighting Asset Allocation, Tactical Asset Allocation, Dynamic Asset Allocation, Insured Asset Allocation, Integrated Asset Allocation | 15 |

| | | |
|------------|---|-----------|
| II | Portfolio Management Strategies | 15 |
| | 2.1 Active strategy 2.2 passive strategy 2.3 semi active strategy 2.4 Efficient market hypotheses 2.5 Top down and bottoms up | |
| III | Portfolio Analysis | 15 |
| | 3.1 Analysis: Diversification, portfolio risk and return, single index model, The sharpe index model, Portfolio Beta, 3.2 Selection: Capital Assets Pricing Model, Overview and Assumptions, Sharpe optimization model, Geometric mean model, Safety First model, Stochastic Dominance Model. | |
| IV | Portfolio Revision and performance management | 15 |
| | 4.1 Revision: Objectives of Portfolio Revision, Portfolio rebalancing, portfolio upgrading, Formula plans, selection and revision of equity portfolio 4.2 Performance measurement: Methods of calculating rate of return, Money weighted rate of return, Time weighted rate of return, Linked internal rate of return, Buying the index approach, Sharpe's- Treynor's – Jensen's performance measure of portfolio. 4.3 Analysing Current performance management | |

Self-Learning topics (Unit wise):

| Sr. No | Sub Unit | Topic |
|---------------|-----------------|--------------------------------------|
| 1 | 1 | Introduction of Portfolio Management |
| 2 | 2.5 | Efficient Market Hypotheses |
| 3 | 3.2 | Capital Assets Pricing Model |
| 4 | 4.2 | Performance measurement |

Online Resources

| |
|---|
| https://www.youtube.com/watch?v=Fv63XWOIERM&list=RDCMUC640y4UvDAIya_WOj5U4pfA&start_radio=1&rv=Fv63XWOIERM&t=2240 |
| https://www.youtube.com/watch?v=SQdFJ1cWbSA |
| https://www.youtube.com/watch?v=9QJGbdgbwIQ |
| https://drnishikantjha.com/booksCollection/Security%20Analysis%20and%20Portfolio%20Management%20TYBBI%202014-15.pdf |

Reference book:

- Kevin. S, Security Analysis and Portfolio Management
- Donald Fischer & Ronald Jordon, Security Analysis & Portfolio Management
- Prasanna Chandra, Security Analysis & Portfolio Management
- Sudhindhra Bhatt, Security Analysis and Portfolio Management.
- Portfolio Management: Theory and Practice by Scott D. Stewart

BUSINESS ETHICS AND CORPORATE GOVERNANCE

| Sr. No. | Modules / Units | No. of Lectures |
|---------|---|-----------------|
| 1. | <p>Introduction to Business Ethics</p> <p>1.1 Business Ethics – Definition, Meaning, Nature of Ethics, Meaning of Moral & Ethics.</p> <p>1.2 Types of Ethics, Importance of Ethics, Business Ethics</p> <p>1.3 Areas of Business Ethics, Meaning of Functional Ethics, Types of Ethics According to Functions of Business: Ethics in Marketing and Advertising, Human Resources Management, Finance and Accounting, Production, Information Technology, Copyrights and Patents Foreign Trade Ethics and. Ethics relating to Free and Perfect Competitive Market Indian Ethos, Ethics and Values, Work Ethos</p> <p>1.4 Ethical Dilemma and Decision Making, Emotional Intelligence</p> <p>1.5 Various approaches to Business Ethics - Theories of Ethics- Friedman’s Economic theory, Kant’s Deontological theory, Mill & Bentham’s Utilitarianism theory</p> <p>1.6 Concept of Corporate Ethics, code of Ethics-Guidelines for developing code of ethics, Ethics Management Programme, Ethics Committee</p> | 15 |
| 2. | <p>Introduction to Corporate Governance</p> <p>2.1 Corporate Governance: Concept, Definition, Importance, Evolution of Corporate Governance Business Ethics - an important dimension to Corporate Governance, Fair and Unfair Business Practices. Theoretical Basis of Corporate Governance, Mechanism- Corporate Governance Systems, Indian Model of Governance</p> <p>2.2 Elements of Good Corporate Governance, Failure of Corporate Governance and its consequences obligations towards stakeholders</p> <p>2.3 Theories underlying Corporate Governance (Stake holder’s theory and Stewardship theory, Agency theory, Separation of Ownership and Control Corporate Governance Mechanism: Process, Indian Model, OECD, and Emphasis on Corporate Governance, (Transparency Accountability and Empowerment).</p> <p>2.4 Regulatory Framework of Corporate Governance in India, SEBI Guidelines and clause 49, Audit Committee, Role of Independent Directors, Protection of Stake Holders, Changing roles of corporate Boards , Whistle Blowing, Related Party Transactions.</p> | 15 |

| | | |
|----|--|----|
| 3. | <p>Implementation of Corporate Governance</p> <p>3.1 Role of Board of Directors and Board Structure, Role of the Non-executive Director, Role of Auditors</p> <p>3.2 SEBI Growth of Corporate Governance.</p> <p>3.3 Role of Government, Corporate Governance in India.</p> <p>3.4 Accounting Standards and Accounting disclosures. Finance Reporting and Corporate Governance, Non Accounting Regulations in Corporate Governance</p> <p>3.5 Corporate Governance & CSR</p> <p>3.6 Family Owned Business - Background, Family Businesses in India, Need for Professionalization and Transparency in Family Business.</p> | 15 |
| 4. | <p>Global Scenario</p> <p>4.1 Business Ethics in Global Economy, Ethics in the Context of Global Economy, Global Challenges in Business Ethics</p> <p>4.2 Relationship Between Business Ethics & Business Development,</p> <p>4.3 Corporate Governance and Issues Related to Scams Corruption: Meaning, Causes, Effects. Frauds and Scams in Banks, Insurance Companies, Financial Institutions</p> <p>4.4 Measures to Overcome Fraud and Corruption, Zero Tolerance of Corruption</p> | 10 |

Self-Learning topics:

| |
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| Unit 1 Business Ethics – Definition, Meaning, Nature of Ethics, Meaning of Moral & Ethics. |
| Unit 2 Theories of Corporate Governance |
| Unit 4 Corporate Governance and Issues |

Online Resource

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|--|
| <p>https://www.youtube.com/watch?v=zqOi_urdSbE (Introduction to business ethics)</p> <p>https://www.youtube.com/watch?v=X82IR0E2-E8 (Theories of corporate governance)</p> <p>https://www.digimat.in/nptel/courses/video/110105079/L23.html (Corporate Governance and issues)</p> |
|--|

Reference Books:

- Business Ethics and Corporate Governance - A.C. Fernando
- Business Ethics and Corporate Governance- Ghosh B.N
- Business Ethics and Corporate Governance- C.S.V. Murthy

Course Code: UC-TFM-503
Marketing of Financial services

| Unit | Contents | No. of Lectures |
|-------------|--|------------------------|
| 1 | <p>Foundation of services marketing</p> <p>1.1 Introduction – The services concept – Service Industry – Nature of Service, Characteristics of Services, Classification of Services – Importance of Services Marketing</p> <p>1.2 The Growth in Services – Global and Indian Scenario, Retail Financial Services: Investment Services – Insurance Services, Credit Services – Dimensions and drivers, Institutional Financial Service, Alternatives to conventional banking models</p> <p>1.3 Distinctive Characteristics of Services _ Four I’s of Services – Intangibility, Inconsistency, Inseparability and Inventory</p> <p>1.4 Financial services marketing, financial services sector and financial services marketing environment, financial services consumer and financial decision-making</p> | 15 |
| 2 | <p>Services Market Segmentation & Positioning</p> <p>2.1 Services Market Segmentation</p> <p>2.2 Positioning and Differentiation of Services, Promotion and Communication – Designing and Managing Service Processes, Constructing and Service Environment – Managing People for Service Advantage</p> | 15 |
| 3 | <p>Managing Services</p> <p>3.1 Issues in Marketing of Services – Extended Services Marketing Mix : Going Beyond the 4 Ps. (7Ps of Services Marketing).</p> <p>3.2 Service Delivery Process – Service Blueprints - Service Mapping – Managing Employees for service orientation.</p> <p>3.3 Distribution Strategies of Services – Challenges in Distribution of Services. Personal Selling – Advertising and Sales Promotion in Service Industry.</p> <p>3.5 Designing and Managing Service Processes, Constructing and Service Environment – Managing People for Service Advantage</p> | 15 |

| | | |
|---|--|----|
| 4 | <p>Service Quality and Managing Customer Satisfaction</p> <p>4.1 Service Quality and Productivity – Customer Relationship Management Customer Loyalty. Key Quality dimensions for services</p> <p>4.2 Customer Satisfaction & Service Quality in Service Marketing – Managing Service Encounter – Role of HR & Internal Marketing – Monitoring and Measuring customer satisfaction</p> <p>4.3 GAP Model – Handling complaints effectively – Service Failure – Recovery</p> <p>4.4 Use of Internet in Service Marketing, Role of IT in marketing Financial Services,</p> <p>4.5 Ethics in Service Marketing, Moral and ethical issues in financial services marketing practice</p> <p>4.6 New trends in marketing, Marketing in 21st Century, Marketing through social networking channels, The role of technology in financial services</p> | 15 |
|---|--|----|

Self-Learning topics (Unit wise):

| Sr. No | Topic |
|--------|---|
| 1 | The services concept |
| 2 | Service Encounters; High Contact & Low-Contact Services |
| 3 | Defining Productivity – Improving Productivity |

Online Resources

| |
|---|
| https://nptel.ac.in/courses/110107142 |
| https://archive.nptel.ac.in/courses/110/105/110105078/ |
| https://iimbx.iimb.ac.in/catalog/servicesmarketing/ |

Reference Books

- Media Planning and Buying: Principles and Practice in the Indian Context (Arpita Menon)
- Valarie A. Zeuhaml & Mary Jo Bitner, Service Marketing, Tata McgrawHill, 6th Edition
- Christopher Lovelock, Jochen Wirtz, Jayanta Chatterjee, Service Marketing People, Technology, Strategy – A South Asian Perspective, Pearson Education, 7th Edition

- Ramneek Kapoor, Justin Paul & Biplab Halder, Services Marketing-Concepts And Practices, McGrawHill, 2011
- Harsh V. Verma, Services Marketing Text & Cases, Pearson Education, 2nd Edition
- K. Ram Mohan Rao, Services Marketing, Pearson Education, 2nd Edition, 2011
- C. Bhattacharjee, Service Sector Management, Jaico Publishing House, Mumbai, 2008

Investment Banking

| Unit | Content | No. of Lectures |
|------|---|-----------------|
| I | <p>Introduction to Investment Banking</p> <p>1.1 Importance, need, functions</p> <p>1.2 investment banking services - Project counselling, Loan syndication and Corporate-counselling; Pre-issue merchant banking activities</p> <p>1.3 Obtaining stock exchange approvals, action as per SEBI guide lines, Finalizing the appointments with - manager/advisers, Underwriters, Brokers, Bankers, advertising agency, Drafting and approval of prospectus</p> <p>Behavioral Science approach</p> | 15 |
| II | <p>Initial Public Offering (IPO)</p> <p>2.1 Issuance Process, Role of registrar, SEBI guidelines for IPO eligibility</p> <p>2.2 IPO grading, Draft Red Herring Prospectus (DRHP), Listing agreement,</p> <p>2.3 Pricing the issue, Book building process</p> <p>2.4 Allotment; SEBI Guidelines in Drafting the Offer Document; Pre and Post launch activities in IPO</p> <p>2.5 SEBI Guidelines on QIP, Rights and Bond Issues</p> | 15 |
| III | <p>Issue of DRs, ADRs, CPs, Bonds and Debentures</p> <p>3.1 Types and Process of Issuing of Depository Receipts</p> <p>3.2 American Depository Receipts, structure and norms</p> <p>3.3 Indian Depository Receipts (IDRs) and Guidelines</p> <p>3.4 Global Depository Receipts (GDRs), European Depository Receipts (EDRs)</p> <p>3.5 Procedure for issue of Commercial Paper – Credit Rating, Redemption process.</p> <p>3.6 Procedure for Issue of Bond and Debentures</p> <p>3.7 Foreign currency convertible bonds, Foreign Currency Exchangeable bonds</p> <p>3.8 Role of merchant banker in issue and listing of debt securities</p> | 15 |
| IV | <p>Issue of Bonds and Debentures</p> <p>4.1 Procedure for issue of Commercial Paper – Credit Rating, Redemption process.</p> <p>4.2 Procedure for Issue of Bond and Debentures</p> <p>4.3 Foreign currency convertible bonds, Foreign Currency Exchangeable bonds</p> <p>4.4 Role of merchant banker in issue and listing of debt securities</p> | 15 |

Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|--------------------------------|
| 1 | 1 | Functions of Investment Banker |
| 2 | 2 | IPO Process |
| 3 | 3 | Depository Receipts |
| 4 | 4 | Corporate Restructuring |

Online Resources

| | |
|---|---|
| 1 | https://youtu.be/eVu99Mr45H8 |
| 2 | https://youtu.be/_qvqel3zasA |
| 3 | https://youtu.be/CEOheJa7o2c |
| 4 | https://youtu.be/2AkCtX71wWw |

References:

- A Manual of Merchant Banking: J.C.VermaBharath Publishing House, New Delhi,
- Merchant Banking: H R Machiraju : New Age International Publishers
- Merchant Banking and Financial services : MadhuVij and Swati Dhavan: Tata McGraw Hill
- Merchant Banking and Financial Services: S Guruswamy: Tata McGraw Hill

COURSE CODE: UC-TFM-505**Credit analysis and Rating**

| Unit | Content | Lectures |
|------|--|----------|
| 1 | <p>Credit Analysis, Lending Process and Financial Statement Analysis-I</p> <p>1.1 Overview of Credit Analysis: Objectives, Credit Risk, Credit Analysis, Seven C's, Credit Analysis Process</p> <p>1.2 Lending Process: Objectives, Introduction, Credit Process, Documentation, Loan Pricing and Profitability Analysis, Regulations</p> <p>1.3 Financial Statement Analysis-I: Objectives, Introduction, Ratio Analysis, Liquidity Ratios, Turnover Ratios, Profitability Ratios, Leverage Ratios, Market Ratios</p> | 15 |
| 2 | <p>Credit Information Bureaus and Credit Rating Agencies</p> <p>2.1 Credit Information Bureaus : Role and Scope of Credit Information Bureaus under RBI</p> <p>2.2 Information utilities: Functions of Information utilities & Information Utilities under IBBI</p> <p>2.3 Credit Ratings- credit rating and its types, importance, functions of credit rating agencies, Credit rating agencies in India, Role and Scope of Credit Rating Agencies under SEBI, Credit Rating Process.</p> <p>2.4 Coverage ratios and credit analysis and ratings</p> <p>2.5 Case studies : IIFS, YES BANK, DHFL</p> | 15 |
| 3 | <p>Participation loan and Letter of credit and loan commitments</p> <p>3.1 Participation loan: Concept of Loan participation, Need, Process , Risks faced in Loan participation</p> <p>3.2 Letter of credit and loan commitments: Concept , Types, Risks faced in Letter of Credit, Loan commitments, Unfunded lines of credit and their characteristics, Potential credit risk in loan commitments and unfunded lines of credit</p> | 15 |
| 4 | <p>Instruments in debt market, Bonds and Investment rationale</p> <p>4.1 Introduction to Debt Market: Characteristics of debt market, Classification of debt instruments, Central Government Securities: bonds, t-bills, loans vs bonds.</p> <p>4.2 Bonds: Features of bonds, Types of bonds (state government bonds, State decoy bonds, Municipal and corporate bonds), Issuers of bonds, Bond market indices and benchmarks.</p> <p>4.3 Investors and investment rationale, Insurance, Banks and mutual funds.</p> | 15 |

Self-Learning topics (Unit wise):

| Unit | Topics |
|------|----------------------------|
| 1 | Credit Analysis |
| 2 | Credit Ratings |
| 4 | Participation loan |
| 4 | Instruments in debt market |

Online Resources

<https://youtu.be/cv9XpZZNbUE>

https://youtu.be/b5VP_vXbuk0

<https://youtu.be/rJJzC9DTsGY>

<https://youtu.be/8kE9WAN1JE0>

Reference book:

- Fundamentals of Credit and Credit Analysis: Corporate Credit Analysis by Arnold Ziegel and Ronna Ziegel
- Letters of Credit and Documentary Collections Hardcover – Import, 23 January 2009 by Thomas H Mba Ward
- Credit Analysis :A Complete Guide by Roger H. Hale, 16 Nov, 1983

Commodity and Derivatives Market- II

| Sr. No. | Modules / Units | No. of Lectures |
|---------|---|-----------------|
| 1. | Introduction and Regulatory Structure of Commodity Market in India | 15 |
| | 1.1 Emergence of Commodity Market 1.2 Dynamics of global commodity markets 1.3 Role of Information in Commodity Markets 1.5 Commodity markets – Logistics And Warehousing 1.6 Regulatory Structure of Commodities Market-Securities Contracts (Regulation) Act, 1956 1.7 Role of Government 1.8 Role of Commodity Exchanges 1.9 Other Institutions | |
| 2. | Option pricing Band & Put- Call parity | 15 |
| | 2.1 Option pricing Band :Upper Bound: Call Option, Upper Bound: Put Option , Lower Bound: Call Option, Lower Bound: Put Option 2.2 Put- Call parity: European Options, American Options | |
| 3 | Option Greeks | 15 |
| | 3.1 Greeks-Sensitivity of option premia (Delta, Gamma, Lambda, Theta, Rho) 3.2 Delta and Delta Hedging 3.3 Swaps: Reverse Swaps, Valuation of Swaps | |
| 4. | Options Trading Strategies | 15 |
| | 4.1 Option strategies -covered are Long Call, Short Call, Synthetic Long Call, Long Put, Short Put, Covered Call, Long Combo, Protective Call, Covered Put, Long Straddle, Short Straddle, Long Strangle, Short Strangle, Collar, Bull Call Spread Strategy, Bull Put Spread Strategy, Bear Call Spread Strategy, Bear Put Spread Strategy, Long Call Butterfly, Short Call Butterfly, Long Call Condor, Short Call Condor. | |

Self-Learning topics (Unit wise):

| Sr. No | Sub Unit | Topic |
|--------|----------|--|
| 1 | 1.6 | Regulatory Structure of Commodities Market-Securities Contracts (Regulation) Act, 1956 |
| 2 | 2.1 | Option pricing Band |
| 3 | 3.1 | Commodity futures and options |
| 4 | 4.1 | Option Greeks |

Online Resources

| |
|---|
| https://www.youtube.com/watch?v=G3NnM_V5uT4 |
| https://www.youtube.com/watch?v=tqmacdqod1k |
| https://www.youtube.com/watch?v=Ca66fN3oPIU |
| https://nptel.ac.in/ |

Reference book:

- Commodity Derivatives, Indian Institute of Banking and Finance, MacMillan Publishers India limited, 1st edition 2007.
- Commodity Derivatives and Risk Management- Rajib Prabina
- Commodity Markets & Derivatives- B. Kulkarni
- Indian Institute of Banking & Finance, (2007), Commodity Derivatives, Macmillan India Ltd
- Commodities Market Module, Workbook from NSE.

UC-TFM-507

Alternative Investments

| Unit | Content | No. of Lectures |
|-------------|---|------------------------|
| I | <p>Introduction</p> <p>1.1 Alternative investments: Overview 1.2 Role of Alternative investments in Strategic Asset Allocation 1.3 Role of Alternative investments in Portfolio Management 1.4 Alternative investments and due diligence</p> <p>1.5 Real estate</p> <p>1.6 REIT's and the private real estate market 1.7 Commercial real estate 1.8 Real estate investment trusts 1.9 Mortgage backed securities 1.10 Mezzanine debt and preferred equity in real estate 1.11 Real estate appraisal and valuation 1.12 Performance of real estate portfolios</p> | 15 |
| II | <p>Private Equity</p> <p>2.1 Introduction to private equity 2.2 Equity types of private equity 2.3 Debt types of private equity</p> <p>2.4 Venture capital, mezzanine capital, buyout funds, distressed debt, investing, performance of private equity, private equity: risk and return profile.</p> <p>Hedge Funds</p> <p>2.5 Investing in hedge funds 2.6 Performance of hedge funds 2.7 Hedge funds and risk management 2.8 Hedge funds and financial crisis 2.9 Hedge funds: replication and nonlinearities 2.10 Fund of funds</p> | 20 |
| III | <p>Alternative investment funds in India and Fund Monitoring</p> <p>3.1 Evolution and Growth of AIFs in India 3.2 Trends post 2008 3.3 Comparison of AIF categories 3.4 Suitability and Enablers for AIF products in India 3.5 Types of AIFs 3.6 Legal Structure and documentation 3.7 Types of Participants 3.8 Current AIF market status 3.9 Monitoring alternative investment fund progress and performance</p> | 15 |

| | | |
|----|--|----|
| | 3.10 Regulatory framework for fund monitoring and reporting | |
| IV | AIF Reporting and exit 4.1 Context and scope of effective fund monitoring 4.2 Fund reporting 4.3 Conflicts and concerns in fund reporting 4.4 Possible methods for dealing with adverse situations 4.5 Secondary exits (Secondaries) 4.6 Exits from portfolio companies 4.7 Winding up of an AIF | 15 |

Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|---------------------------------------|
| 1 | 1 | Real estate |
| 2 | 2 | Private Equity |
| 3 | 3 | Alternative Investment Funds in India |
| 4 | 4 | Portfolio Management Companies |

Reference Books

- Alternative investments: Instruments, Performance, Benchmarks and Strategies- H. Kent Baker and Greg Filbeck. (Publisher: John Wiley & Sons)
- The only guide to Alternative Investments you will ever need; the good, the flawed, the bad and the ugly- Larry E. Swedroe and Jared Kizer.
- The little book of Alternative Investments reaping rewards by daring to be different- Ben Stein and Phil Demuth. (Publisher: John Wiley & Sons)
- CAIA Level 1: An introduction to Core Topics in Alternative investments - CAIA Association –Mark J.P. Anson PhD, CFA; Donald R Chambers, Keith H Black and Hosseinkazemi

Reference Links

- <https://www.youtube.com/watch?v=D9M1VB2Fmv4>
- <https://www.youtube.com/watch?v=d3NWBvKQEdE>
- <https://www.youtube.com/watch?v=Df2CHia0cDs>
- <https://www.youtube.com/watch?v=6g9WX8hmzGo>

UC-TFM-508
Entrepreneurship Management

| Unit | Content | No. of Lectures |
|-------------|--|------------------------|
| 1. | <p>Introduction to Entrepreneurship</p> <p>1.1 Concept, meaning and definition of entrepreneur and entrepreneurship</p> <p>1.2 Importance and significance of growth of entrepreneurial activity</p> <p>1.3 Characteristics and qualities of entrepreneurs</p> <p>1.4 Classification and types of entrepreneurship</p> <p>1.5 Entrepreneurial Decision Making activities Role models, mentors and support system for entrepreneurs</p> <p>1.6 External Influences on Entrepreneurship Development (PESTLE)</p> <p>1.7 Role of Entrepreneurial culture in Entrepreneurship Development, relevance of subcultures of different countries.</p> | 15 |
| 2. | <p>Entrepreneurial Development</p> <p>2.1 Factors influencing entrepreneurial development and motivation</p> <p>2.2 Entrepreneurial Development Programme (EDP), managing the problems faced by entrepreneurs</p> <p>2.3 Development of women entrepreneurs with reference to SHG's</p> | 15 |
| 3. | <p>Entrepreneurial Project Development</p> <p>3.1 Entrepreneurial Project Development</p> <p>3.2 Idea Generation- sources and methods</p> <p>3.3 Identification and Classification of ideas</p> <p>3.4 Environmental scanning and SWOT analysis and Porters 5 forces</p> <p>3.5 Preparation of project plan-points to be considered</p> <p>3.6 Components of an ideal business plan-market plan, financial plan, operational plan and HR plan</p> <p>3.7 Creating Entrepreneurial Venture-Entrepreneurship Development Cycle</p> <p>3.8 Business Model Canvas</p> | 15 |
| 4. | <p>Unit-4: Small and Medium Enterprises (SMEs)</p> <p>4.1 Meaning, definition and evolution of SMEs, Role and importance of SMEs</p> <p>4.2 Policies governing SMEs</p> | 15 |

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| <p>4.3 Organizational structure</p> <p>4.4 Steps involved in starting of Venture: Launching formalities (licensing, registration, GST no and IPR's)</p> <p>4.5 Startup valuation and discounted method</p> <p>4.6 Government initiatives to promote entrepreneurship in India: Small and Medium Enterprises Development (MSMED) Act, 2006 (Amended in 2020)</p> <p>4.7 New trends in entrepreneurship: Digital Nomadism, Subscription based business, Franchising model</p> <p>4.8 Transition from Campus to Entrepreneurial Life: Elevator pitch, Entrepreneur communities</p> | |
|---|--|

Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|---|
| 1 | 1 | Concept of Entrepreneurship |
| 2 | 1 | External Influences on Entrepreneurship Development: Socio-Cultural, Political, Economical, Personal. |
| 3 | 2 | Women Entrepreneurs |
| 4 | 3 | Environmental scanning and SWOT analysis and Porters 5 forces. |
| 5 | 4 | New trends in entrepreneurship: Digital Nomadism, Subscription based business, |

Online Resources

1. <https://nptel.ac.in/courses/110/107/110107094/>
2. <https://nptel.ac.in/courses/110/106/110106141/>

References

- Innovation and Entrepreneurship (1985) by Peter F. Drucker
- Angels, Dragons and Vultures (2011) by Simon Acland
- Crossing the Chasm (1991) by Geoffrey A. Moore
- The \$100 Startup (2012) by Chris Guillebeau
- A Dozen Lessons for Entrepreneurs by Tren Griffin
- The Sage handbook of small business and entrepreneurship by Blackburn, Robert A; De Clercq, Dirk; Heinonen, Jarna
- Dream With Your Eyes Open by Ronnie Screwvala by Ronnie Screwvala
- Bhaag by Ganesh V.
- Connect The Dots by Rashmi Bansal
- Dhirubhai Ambani: Against All Odds by A G Krishnamurthy
- Steel King: Lakshmi Mittal by Prateeksha M Tiwary

Semester – VI

Summary

| Sr. No. | Choice Based Credit System | | Subject Code | Remarks |
|----------------|--|--|---------------------|----------------|
| 1 | Core Course 1.1 Risk Management | | UC-TFM-601 | |
| 2 | Ability Enhancement Courses (AEC) 2.1 Project Work | | UC-TFM-602 | |
| 3 | Elective Course | Discipline Related Elective (DSE) Course (Any 4 to be selected) | | |
| | | 3.1 Organisational Behaviour | UC-TFM-603 | |
| | | 3.2 Investment Advisory | UC-TFM-604 | |
| | | 3.3 Financial Modelling and Business Valuation | UC-TFM-605 | |
| | | 3.4 Corporate Restructuring | UC-TFM-606 | |
| | | 3.5 Behavioural Finance | UC-TFM-607 | |
| | | 3.6 Financial Technologies (FinTech) | UC-TFM-608 | |

Detailed Scheme

| Sr. No. | Subject Code | Subject Title | Periods Per Week | | | | | | Credit | Seasonal Evaluation Scheme | | | | | Total Marks |
|---------|--------------|--|------------------|-------|---|---|---|---------|--------|----------------------------|----|----|-----|-----|-------------|
| | | | Units | S. L. | L | T | P | S. L. E | | CT | TA | AP | SEE | | |
| 1 | UC-TFM-601 | Risk Management | 4 | 20%* | 4 | 0 | 0 | 4 | 10 | 15 | 10 | 05 | 60 | 100 | |
| 2 | UC-TFM-602 | Project Work | - | 20%* | 0 | 0 | 0 | 4 | 0 | 0 | 25 | 00 | 60 | 100 | |
| 3 | UC-TFM-603 | Organisational Behaviour | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 | |
| 4 | UC-TFM-604 | Investment Advisory | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 | |
| 5 | UC-TFM-605 | Financial Modelling and Business Valuation | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 | |
| 6 | UC-TFM-606 | Corporate Restructuring | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 | |
| 7 | UC-TFM- | Behavioural | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 | |

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|---|-----------------------------|----------------------------------|---|------|---|---|---|----|----|--------------------|----|----|-----|-----|
| | 607 | Finance | | * | | | | | | | | | | |
| 8 | UC-TFM-608 | Financial Technologies (FinTech) | 4 | 20%* | 4 | 0 | 0 | 3 | 10 | 15 | 10 | 05 | 60 | 100 |
| | Total Hours / Credit | | | | | | | 20 | | Total Marks | | | 600 | |

*** Three hours per week to be taken for CONTINUOUS self -learning Evaluation.**

- **Lecture Duration – 48 Minutes (60 Lectures equivalent to 48 hours)**
- **One Credit =16**

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

Third Year - Semester – VI Units – Topics – Teaching Hours

| S.N | Subject Code | Subject Unit Title | | Lect ures | Total No. of lectures | Cre dit | Total Marks |
|------------|---------------------|---------------------------|--|------------------|------------------------------|----------------|--------------------|
| 1 | UC-TFM-601 | I | Introduction to Risk Management | 05 | 60 | 4 | 100 (60+40) |
| | | II | Evaluation of Risk | 10 | | | |
| | | III | Foreign Exchange Risk | 30 | | | |
| | | IV | Enterprise Risk Management | 15 | | | |
| 2 | UC-TFM-603 | I | Introduction to Organizational Behavior- | 15 | 60 | 3 | 100 (60+40) |
| | | II | Understanding Others: Interpersonal relationship | 15 | | | |
| | | III | Group Dynamics , Behavior and Team Building | 15 | | | |
| | | IV | Recent trends in Organization | 15 | | | |
| 3 | UC-TFM-604 | I | Personal financial planning and evaluation | 15 | 60 | 3 | 100 (60+40) |
| | | II | Introduction to investment & alternative investment funds (AIFs) | 15 | | | |
| | | III | Portfolio construction, performance monitoring and evaluation | 15 | | | |
| | | IV | Operations, regulatory environment, compliance and ethics | 15 | | | |
| 4 | UC-TFM-605 | I | Understanding Financial Modelling and Financial statement | 15 | 60 | 3 | 100 (60+40) |
| | | II | Financial Ratios & Business finance | 15 | | | |
| | | III | Equity Research Modeling | 15 | | | |

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|---|-----------------|-----|--|----|----|----|--------------------|
| | | IV | Business Valuation | 15 | | | |
| 5 | UC-TFM-- 606 | I | Corporate Restructuring – Introduction and Concepts | 15 | 60 | 3 | 100 (60+40) |
| | | II | Accounting of Internal Reconstruction | 15 | | | |
| | | III | Accounting of External Reconstruction | 15 | | | |
| | | IV | Impact of Reorganization on the Company - An Introduction | 15 | | | |
| 6 | UC-TFM-- 607 | I | Success and Failure: Understanding Behavioral Traits and Behavioral Obstacles to value investing | 15 | 60 | 3 | 100 (60+40) |
| | | II | Contrarian Investing, Growth Trap and commodity Investing | 15 | | | |
| | | III | Public Sector and Initial Public Offerings | 15 | | | |
| | | IV | Sector Investing, Index Investing and Investor Behavior based Finance | 15 | | | |
| 7 | UC-TFM-- 608 | I | Introduction to Fintech | 15 | 60 | 3 | 100 (60+40) |
| | | II | Technologies used in Fintech | 15 | | | |
| | | III | Role of Fintech Companies | 15 | | | |
| | | IV | Fintech: laws, issues, challenges and future | 15 | | | |
| | | | Total | | | 20 | 600 |

- Lecture Duration – 48 Minutes (60 Lectures equivalent to 48 hours)
- One Credit =16 hours

COURSE CODE: UC-TFM-601**Risk Management**

| Unit | Content | No. of Lectures |
|-------------|---|------------------------|
| I | 1. Introduction to Risk Management 1.1 The Concept of Risk, Identification of Risk faced by Organization 1.2 Risk and Uncertainty, Strategic and Operational Risks 1.3 Dynamic Nature of Risks 1.4 Business Risk 1.5 Financial Risk faced by Organization 1.6 Objectives of Risks Management 1.7 Process of Risk Management. | 05 |
| II | 2.Evaluation of Risk 2.1 Evaluation of Organization's ability to bear them 2.2 Risk Measurement 2.3 Sources and Impact of Common Business Risk Market, Credit, Liquidity, Technological, Legal Environmental, Reputation, Country Risk 2.4 Identify and assess the impact upon the stakeholder involved in Business Risk 2.5 Nature and Importance of Financial Risk, Evaluation of Financial Risk, 2.6 Evaluation of Alternative Risk Management Tools 2.7 Role of Risk Manager and Risk Committee in identifying and managing risk with special reference to Section 134 of Companies Act, 2013 2.8 Basel Norms | 10 |
| III | 3. Foreign Exchange Risk 3.1 Forex Market 3.2 Identifying and Analyzing Forex Risk 3.3 Managing Forex Risk | 30 |
| IV | 4. Enterprise Risk Management 4.1 Definition 4.2 Scope 4.3 Techniques 4.4 Risk Identification and Treatment 4.5 Risk Assurance and Reporting | 15 |

Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|---------------|-------------|-------------------------|
| 1 | 1 | Types of Liquidity risk |
| | 2 | Risk Tolerance |
| | 3 | Forex Market |
| | 4 | ERM Framework |

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|--|---|---|
| | 5 | Reporting of Risk By Board of Directors of any 10 Companies |
|--|---|---|

Online Resources

- <https://www.youtube.com/watch?v=MqGq3RExPSs>
- <https://www.youtube.com/watch?v=gsnhAaEm1UE>
- <https://www.youtube.com/watch?v=IP-E75FGFkU&t=81s>

Reference Books

- The Essentials of Risk Management: Michel Crouhy, Dan Galai, Robert Mark : MC Graw Hill Education
- A Practical Guide to Risk Management: Thomas S Koleman: Research Foundation of CFA Institute
- Risk Management – Concepts and Guidance: Carl Pritchard: CRC Press
- Risk Management: Prof C K Roy: Vayu Education

COURSE CODE: UC-TFM-603

Organisational Behaviour

| Unit | Content | No. of Lectures |
|-------------|--|------------------------|
| 1. | <p>Introduction to Organizational Behavior-</p> <p>1.1 Organizational Behavior – Concept , Nature , Foundation , Multidiscipline and Scope of OB</p> <p>1.2 Different model of Organizational Behavior</p> <p>1.3 Individual behavior is studied through Perception- Personality - Values- Attitudes- Job satisfaction- Motivation- Learning Understanding self studied through- Perception and Personality Understanding self studied through- Values and Attitudes</p> <p>1.4 Organization Communication tool- Johari Window and Transactional Analysis</p> | 15 |
| 2. | <p>Understanding Others: Interpersonal relationship</p> <p>2.1 Conflict Management –Nature of Conflict</p> <p>2.2 Level of Conflict</p> <p>2.3 Source of Conflict</p> <p>2.4 Effects of Conflict</p> <p>2.5 Process of Conflict, Stages of Conflict</p> <p>2.6 Conflict Handling Orientations</p> <p>2.7 Guidelines for effective negotiation</p> <p>2.8 Power and Organizational Politics-Sources of Power- Organizational Politics- Influence and Political Power</p> | 15 |
| 3. | <p>Group Dynamics , Behavior and Team Building</p> <p>3.1 Group Behavior, Informal Groups – Group Dynamics- Types of Groups Nature and effects of Informal groups-Benefits of Informal groups-Formal groups –Monitoring informal organization - Identifying and Rewarding Informal leader-Key Roles of Informal leader –Are there Multiple informal leaders? Formal Groups- Potential Outcomes of Informal Group Processes</p> <p>3.2 Stages of Group Development</p> <p>3.3 Group Decision making – Brain Storming , Delphi Technique, Advantages and Problems.</p> <p>3.4 Work place behavior – Determinants of Group Behavior</p> <p>3.5 Team and Team Building- Team work – Task team- Difference Between Groups and Teams- Life cycle of Team –Major Factors for Effective Teams- Team Building- Need for Team building- Team Building Process- Skills Useful in Team Building</p> | 15 |

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| 4. | <p>Recent trends in Organization</p> <p>4.1 Stress Management – Sources, Effects, Strategies, Impact of stress on Performance , Work Stress Model</p> <p>4.2 Counselling – Types, How it Comes About –How it Affects Various Elements of Job Performance</p> <p>4.3 Organization culture – Cultural Dimensions, Creating Organizational Culture, Maintaining Organizational Culture.</p> <p>4.4 Workforce Diversity and Inclusivity – Concept, Managing Diversity effectively</p> <p>4.4 Change Management - Kurt Lewin model of change , Ethical Behavior in workplace, Managing Ethics at work place.</p> <p>4.5 Organization Design – Key factors, Steps in Organization Structure, Organization for future and its Types</p> | 15 |

Self Learning topics (Unit wise)

| |
|--------------------------|
| 2.3 Attitude |
| 2.4 Motivation |
| 4.2 Organization Culture |

Online Resources

| |
|---|
| https://www.coursera.org/learn/managing-people-iese#syllabus |
| https://www.blinkcourse.com/Organizational-behaviour-p-3316 |

Reference Books:

- Organisational Behaviour: Fred Luthans: Mc Graw Hill
- Organisational Behaviour : Robbins, Stephen: Pearson
- Organisational Behaviour: P C Pardeshi : Everest
- Organisational Behaviour: L M Prasad: S Chand

Investment Advisory
COURSE CODE: UC-TFM-604

| Unit No. | Content | No. of Lectures |
|----------|--|-----------------|
| I | PERSONAL FINANCIAL PLANNING AND EVALUATION | 15 |
| | <p><u>1.1 Introduction to Personal Financial Planning</u></p> <p>1.1.1 Understand the concept of Financial Planning</p> <p>1.2.1 Understand the need for financial planning</p> <p>1.3.1 Scope of financial planning</p> <p>1.4.1 Concept of asset, liabilities and net worth</p> <p>1.5.1 Financial Planning process</p> <p>1.6.1 Financial advisory and execution</p> <p><u>1.2 Evaluating the Financial Position of Clients</u></p> <p>1.2.1 Importance of cash flow management in personal finance</p> <p>1.2.2 Preparing Household Budget</p> <p>1.2.3 Cash inflows and outflows</p> <p>1.2.4 Budgeting and forecasting</p> <p>1.2.5 Monitoring budgets and provision for savings</p> <p>1.2.6 Creating a personal Balance Sheet and net-worth</p> <p>1.2.7 Creating a budget and savings plan</p> <p>1.2.8 Contingency Planning</p> <p>1.2.9 Evaluation of financial position of clients</p> | |
| II | <p>INTRODUCTION TO INVESTMENT & ALTERNATIVE INVESTMENT FUNDS (AIFS)</p> <p><u>2.1 Introduction to Investment</u></p> <p>2.1.1 Types of investment</p> <p>2.1.2 Equity</p> <p>2.1.3 Fixed Income</p> <p>2.1.4 Commodities</p> <p>2.1.5 Real Estates</p> <p>2.1.6 Structured products</p> <p>2.1.7 Distressed Securities</p> <p><u>2.2 Overview of Alternative Investment Funds (AIFS)</u></p> <p>2.2.1 Introduction to Alternative Investments</p> <p>2.2.2 Role of Alternative Investments in Portfolio Management</p> <p>2.2.3 Evolution and Growth of AIFs in India</p> <p>2.2.4 Types of AIFs</p> | 15 |

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| | <p>2.2.5Categories of AIFs and their comparison 2.2.6Suitability and Enablers for AIF Products in India 2.2.7Current AIF Market Status</p> | |
| III | <p>PORTFOLIO CONSTRUCTION, PERFORMANCE MONITORING AND EVALUATION</p> <p><u>3.1 Introduction to Modern Portfolio Theory</u></p> <p>3.1.1 Framework for constructing portfolios – modern portfolio theory 3.1.2 Assumptions of the theory 3.1.3 Definition of risk averse, risk seeking and risk neutral investor 3.1.4 Portfolio Optimization process</p> <p><u>3.2 Portfolio Construction Process</u></p> <p>3.2.1 Importance of Asset Allocation Decision 3.2.2 Understanding correlation across asset classes and securities 3.2.3 Steps in Portfolio Construction Process 3.2.4 Investment Objectives 3.2.5 Investment Constraints 3.2.6 Unique needs and preferences 3.2.7 Assessments of needs and requirements of investor 3.2.8 Analyzing the financial position of the investor 3.2.9 Life cycle analysis of investor 3.2.10 Portfolio Construction Principles</p> <p><u>3.3 Portfolio Performance Measurement and Evaluation</u></p> <p>3.3.1 Parameters to define performance – risk and return 3.3.2 Rate of return measures 3.3.3 Risk measures 3.3.4 Risk-adjusted return measures: 3.3.5 Performance Evaluation: Benchmarking and peer group analysis</p> | 15 |
| IV | <p>OPERATIONS, REGULATORY ENVIRONMENT, COMPLIANCE AND ETHICS</p> <p><u>4.1 Operational Aspects of Investment Management</u></p> <p>4.1.1 Investment Investing process, House Keeping 4.1.2 PAN and KYC Process 4.1.3 Dematerialization and Re-materialization of Securities 4.1.4 Investing in mutual funds through the stock exchange platform</p> <p><u>4.2 Key Regulations</u></p> <p>4.2.1 Securities Contracts Regulation Act (SCRA1956) 4.2.2 SEBI Regulations for registered Investment advisors</p> | 15 |

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| | <p><u>4.3 Ethical Issues</u></p> <p>4.3.1 Importance of ethical conduct of business 4.3.2 Ethical issues for an Investment Adviser 4.3.3 Do's and Don'ts for investors issued by SEBI</p> <p><u>4.4 Grievance Redress Mechanism</u></p> <p>4.4.1 Consumer Protection Act 4.4.2 Investor Grievance Redressal Mechanism</p> | |
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Self-Learning topics (Unit wise):

| Sr. No | Sub Unit | Topic |
|--------|----------|--|
| 1 | 1.1 | Personal Financial Planning |
| 2 | 2.2 | Alternative Investment Funds (AIFS) |
| 3 | 3.2 | Portfolio Construction Process |
| 4 | 4.1 | Operational Aspects of Investment Management |

Online Resources

| |
|---|
| https://www.nism.ac.in/curriculum-investment-adviser-level-1/ |
| https://www.nism.ac.in/wp-content/uploads/2021/08/Investment-Adviser-Level-1-Details.pdf |
| https://www.youtube.com/watch?v=c3SKDXioZl4 |
| https://www.youtube.com/watch?v=bTMCNSqqFCc |

Reference book:

- NISM's Investment Adviser (Level 1)
- Guide To Indian Stock Market by Jitendra gala.
- Investing in Stock Markets by VanitaTripathi, Taxmann, Author: VanitaTripathi
- Smart Financial Advisor by Bill Martin, Harriman House Publishing

COURSE CODE: UC-TFM-605

Financial Modelling and Business Valuation

| Unit | Content | No. of Lectures |
|-------------|---|------------------------|
| I | 1. Understanding Financial Modelling and Financial statement 1.1 Building a Financial model 1.2 Basic Case Study-Building Financial Model 1.3 Understanding Income Statement, Balance Sheet, Cash Flow Statement › Financial Analysis Techniques › Financial Statement Application › Du point Analysis › Peer to peer analysis | 05 |
| II | 2. Financial Ratios & Business finance 2.1 Ratio analysis of industries 2.2 Peer to peer analysis 2.3 Preparation of Financial Analysis report on an industry 2.4 Time value of money 2.5 Long term financing 2.6 Cost of capital 2.7 Measure of Leverage Project Finance 2.8 Project evaluation; stage of project; construction & development phase; funding during investment phase 2.9 Costs during investment phase 2.10 Life of project 2.11 Decision making | 10 |
| III | 3. Equity Research Modeling 3.1 Prepare an Income Statement, Balance sheet, Cash Flow Statement, Cost Statement, Debt Sheet, Analyze Revenue Drivers 3.2 Forecast Cost Statement, Debt, Income Statement, Balance Sheet, and Cash Flow Statement. 3.3 Performa Adjustments, Income Statement - Compute Margins, Balance Sheet Compute Ratios 3.4 Cash Flow Statement Projection, Valuation- Discounted Cash Flow Method (DCF), Valuation – Relative Valuation (Football Field Chart) 3.5 Valuation – Assumptions for Valuation Model, Prepare Valuation Model, Prepare Presentation Sheet, Prepare Company Overview, Sector Overview | 30 |

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|----|---|----|
| IV | <p>4. Business Valuation</p> <p>4.1 Introduction to Valuation, Value, Distinction between Price and Value Foundation of Business Valuation, Purpose of business valuation</p> <p>4.2 Valuation of Fixed Assets: Related costs in relation to fixed asset valuation, Self-constructed fixed assets, Assets acquired in exchange, Fixed assets held for disposal, Valuation of Shares: Basics of Company analysis and stock selection</p> <p>4.3 Introduction to Goodwill, Patent, Copyright and Trademark</p> <p>4.4 Valuation of Goodwill (practical questions)</p> | 15 |
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Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|---|
| 1 | 1 | Importance of Business Valuation |
| | 2 | Valuation during Mergers & Acquisitions |
| | 3 | Determination of Maximum Finance Required Through Excel |
| | 4 | Start-up and Real Estate valuation |

Online Resources

- <https://www.youtube.com/watch?v=kWn7I9kQgWw>
- <https://www.youtube.com/watch?v=TXcc3DqnbDQ>

Reference Books

- Valuation: Measuring and Managing the value of Companies: Thomas Copeland- Wiley
- The Handbook of Advance Business Valuation: Rovert F Reilly and Robert Swheish: Mc Graw hill
- Business Valuation: Pitabas Mohanty- Taxmann
- Valuation- Measuring and Managing the value of Companies: Tim Koller- Mc Kinsey & Co

COURSE CODE: UC-TFM-606**Corporate Restructuring**

| Sr No | Units/Modules | No. of Lectures |
|--------------|--|------------------------|
| 1 | <p>Corporate Restructuring – Introduction and Concepts (Only Theory)</p> <p>1.1 Corporate Restructuring - Historical Background, Meaning of Corporate Restructuring, Corporate Restructuring as a Business Strategy, Need and Scope of Corporate Restructuring.</p> <p>1.2 Planning, Formulation and Execution of Various Restructuring Strategies, Important Aspects to be considered while Planning or Implementing Corporate Restructuring Strategies.</p> <p>1.3 Forms of Restructuring - Merger, Demerger, Reverse merger , Disinvestment ,Takeover/acquisition, Joint Venture (JV), Strategic Alliance, Franchising and Slump sale</p> | 15 |
| 2 | <p>Accounting of Internal Reconstruction (Practical and theory)</p> <p>2.1 Need for reconstruction and Company Law provisions, Distinction between internal and external reconstructions</p> <p>2.2 Methods including alteration of share capital, variation of share-holder rights, sub division, consolidation, surrender and reissue/cancellation, reduction of share capital, with relevant legal provisions and accounting treatments for same.</p> | 15 |
| 3 | <p>Accounting of External Reconstruction (Amalgamation/ Mergers/ Takeovers and Absorption)(Practical and theory)</p> <p>3.1 In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase methods respectively</p> <p>3.2 Computation and meaning of purchase consideration and Problems based on purchase method of accounting only.</p> | 15 |
| 4 | <p>Impact of Reorganization on the Company - An Introduction (Only Theory)</p> <p>4.1 Change in the Internal Aspects on Reorganization – Change of Name and Logo, Revised Organization Chart, Communication, Employee Compensation, Benefits and Welfare Activities, Aligning Company Policies, Aligning Accounting and Internal Database Management Systems, Re-Visiting Internal Processes and Re-Allocation of People</p> <p>4.2 Change in External Aspects on Reorganization - Engagement with Statutory Authorities, Revised ISO Certification and Similar Other Certifications, Revisiting past Government approvals, decisions and other contracts.</p> <p>4.3 Impact of Reorganization - Gain or Loss to Stakeholders,</p> | 15 |

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| | Implementation of Objectives, Integration of Businesses and Operations, Post Merger Success and Valuation and Impact on Human and Cultural Aspects. | |
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Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|-----------------------------------|
| 1 | I | Corporate Restructuring- Concepts |
| | II | Company Law provisions |
| | III | Nature of Merger |
| | IV | Revised ISO Certification |

Online Resources

| |
|---|
| <p>https://resource.cdn.icai.org/62228bos50444-cp6.pdf</p> <p>https://ca-final.in/wp-content/uploads/2018/09/Chapter-4-Accounting-for-Corporate-Restructuring.pdf</p> <p>https://www.caclubindia.com/articles/types-of-corporate-restructuring-5649.asp</p> <p>https://www.icsi.edu/media/webmodules/publications/Full%20Book%20of%20PP-CRVI-2014.pdf</p> |
|---|

Reference Books

1. Ramanujam : Mergers et al, LexisNexis Butterworths Wadhwa Nagpur
2. Ray : Mergers and Acquisitions Strategy, Valuation and Integration, PH
3. Advanced Accounts Shukla and Grewal S. Chand and Co. (P) Ltd., New Delhi
4. Advanced accountancy R.L. Gupta and M. Radhaswamy S. Chand and Co. (P) Ltd., New Delhi

Behavioural Finance

| Sr. No. | Modules / Units | No. of Lectures |
|---------|---|-----------------|
| 1. | Success and Failure: Understanding Behavioral Traits and Behavioral Obstacles to value investing | 15 |
| | <p>1.1 - Success and Failure: why people fail? Characteristics of Human nature, Unwillingness to Delay Gratification, Why people succeed.</p> <p>1.2 Understanding Behavioral Trends: The evidence on equity returns, sources of Returns, Hypothetical study – Growth in earnings, Successful Investing</p> <p>1.3 Behavioral Obstacles to Value Investing: Behavioral Finance, Asset Allocation and Risk Aversion, Investment Styles, Returns</p> | |
| 2. | Contrarian Investing, Growth Trap and commodity Investing | 15 |
| | <p>2.1 Contrarian Investing: The Psychology of going against the crowd, What is contrarian Investing, Why is contrarian investing difficult to follow?, Heuristics</p> <p>2.2 Growth Trap: Behavioral Anomalies behind investors chasing fads and fancies, long term stock returns, examples of growth trap, Lessons for Investors</p> <p>2.3 Commodity Investing: Commodity Stocks, Behavioral Biases, Valuation Parameters, Commodity cycles stock market triggers</p> | |
| 3 | Public Sector and Initial Public Offerings | 15 |
| | <p>3.1 Public Sector: Perception of Stock Market, Divestment Process, Behavioral Anomalies, Discounting the positives, Size Matters so do the returns, Serving Capitalism</p> <p>3.2 Initial Public Offerings: Indian IPO Scenario, Economics of IPO, Initial Risk takers, Investor Heuristic, Understanding the IPO Phenomena.</p> | |
| 4. | Sector Investing, Index Investing and Investor Behavior based Finance | 15 |
| | 4.1 Sector Investing: Behavioral Traits, Sector Bubble, Sector Analysis, Sector | |

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| | <p>Growth Effect, Lessons for Investors</p> <p><u>4.2 Index Investing:</u> Introduction, Stock Market behavior, What is Index Investing, Why do Investors go for Index Investing</p> <p><u>4.3 Investor Behavior Based Finance:</u> Stock Price, Role of Owners: Investors, Corporate Behavior, and Investor Behavior Based Finance.</p> <p><u>4.4 Behavioral finance :</u> Related with Personal Finance, Corporate Finance and Portfolio Management</p> | |
|--|--|--|

| | | |
|--|--|--|
| | <p><u>Activity Oriented: Book Review</u></p> <ul style="list-style-type: none"> • Intelligent Investor – Greed and Fear by Benjamin Graham • Bounded Rationality by Herbert Simon • Irrational Exuberance by Robert Shiller • Thinking, Fast and Slow by Daniel Kahneman • Nudge by Richard Thaler • Manias, Panics & Crashes by Charles Kindleberger • Herd Behavior by Alan Kirman | |
|--|--|--|

Online links:

- https://youtu.be/oj7l_0Moxs8?list=PL6WVSL3D1Ek9ukPuR_tDCRRQiaOulxx1N
- <https://youtu.be/rIEE11L2AIM>

Reference book:

- Value Investing and Behavioral Finance by Parag Parikh, Tata MC Graw Hill Education:
- Financial Management: Prasanna Chandra , MC Graw Hill
- Handbook of Behavioral Finance – Brian R Bruce
- Behavioral finance - Wiley Finance - Joachim Goldberg, Rüdiger von Nitzsch

Course Code: UC- TFM-608
Financial Technologies (FinTech)

| Sr. No. | Modules / Units | No. of Lectures |
|---------|--|-----------------|
| Unit 1 | Introduction to Fintech 1.1 Introduction: Exploring what is Fintech, 1.2 Characteristics of Fintech, 1.3 Advantage of Fintech, 1.4 Components of Fintech, 1.5 Importance of Fintech , 1.6 History of Fintech sector | 15 |
| Unit 2 | Technologies used in Fintech 2.1 Identifying API strategies, 2.2 Decentralised Applications, 2.3 Quantum Computing, 2.4 Cloud and its elements, 2.5 Blockchain technology and its role 2.6 Introduction to Fintech Apps, 2.7 Managing market data, dealing with Databases, maintaining data lineage, structured and unstructured data 2.8 Define and Explore AI, Machine learning and Chat Bots, Applications and Technologies, Cryptocurrencies and Bitcoins. | 15 |
| Unit 3 | Role of Fintech Companies 3.1 Category, 3.2 Roles of Fintech Companies 3.3 Introduction to Fintech Companies, Assigning roles, Being a change agent 3.4 Fintech Investor Landscape 3.5 Conduction Due Diligence including market research 3.6 Creating a growth strategies | 15 |
| Unit 4 | Fintech: laws, issues, challenges and future 4.1 The Future of Fintech: Looking into the future of Fintech 4.2 Fintech regulation law enforcement, Fintech Operations, Regulatory risk 4.3 Considerations when implementing open source technology 4.4 FinTech opportunity to improve the financial system 4.5 Cyber Security, Fraud, Crime 4.6 Difference Between Fintech Vs TechFin 4.7 Basics of Regtech (Regulation of Fintech), Sandbox, Neo Bank, Big Tech 4.8 Challenges for Traditional Banking companies. | 15 |

Self-Learning topics (Unit wise):

| Sr. No | Unit | Topic |
|--------|------|-------------------------------|
| 1 | 1 | Importance of Fintech |
| 2 | 2 | Blockchain and AI Application |
| 3 | 3 | Roles of Fintech Companies |
| 4 | 4 | Future of Fintech |

Online Resources

| | |
|---|---|
| 1 | https://www.youtube.com/watch?v=DiWyf_RtIYM |
| 2 | https://www.youtube.com/watch?v=QCvL-DWcojc |
| 3 | https://www.youtube.com/watch?v=QIP4WR10mwE |

References:

- Fintech Future: The Digital Dna of Finance by Viral V Acharya
- 3F: Future Fintech Framework by KartikSwaminathan
- Blockchain Revolution : How the Technology behind Bitcoin is changing money, Business and the world by Don Tapscott.



HSNC University, Mumbai

(2020-2021)

Ordinances and Regulations

With Respect to

Choice Based Credit System

(CBCS)

For the Programmes Under

The Faculty of Commerce and Management

For the Programme

Bachelors in Financial Markets

Project Work Guidelines

Introduction

Along with the electives the students of Self Finance courses will have project work in sixth semester. The main objective of inclusion of project work is to inculcate the element of research work challenging the potential of learner as regards to his/ her eagerness to enquire and ability to interpret particular aspect of the study in his/ her own words. It is expected that the guiding teacher should undertake the counselling sessions with their students and make them aware about the methodology of formulation, preparation and evaluation pattern of the project work. The students can choose **Any One** option for preparation of their project work.

- Project work based on topics as suggested and approved by their teacher guide with proper research methodology in the study area. The research study can be done either through primary data method or secondary data method. If the research is done through secondary data method in that situation case study method can be followed to collect the information and proper research methodology as suggested by teacher guide to be followed for preparation of project book.
- Project work based on the internship with minimum 20 days/100 hrs with an organization/NGO/Charitable organization.

General Guidelines for preparation of project work based on

Option 1 -Project Topics approved by Teacher Guide

- The project topic may be undertaken in any area of Elective Courses.
- Each learner has to undertake a Project individually under the supervision of a teacher-guide.
- The learner shall decide the topic and title which should be specific, clear and with definite scope in consultation with the teacher-guide concerned.
- University/College shall allot a guiding teacher for guidance to the students based on her /his specialization.
- The project report shall be prepared as per the broad guidelines given below:
 - Font type: Times New Roman
 - Font size: 12-For content, 14-for Title
 - Line Space : 1.5-for content and 1-for in table work
 - Paper Size: A4
 - Margin : in Left-1.5, Up-Down-Right-1
 - The Project Report shall be bounded.
 - The Project Report should be 60 to 80 pages

Format

1st page (Main Page)

Title of the problem of the Project

**A Project Submitted to
HSNC University, Mumbai for partial completion of
the degree of Third year of Bachelor in Commerce
(Financial Markets)**

Under the Faculty of Management

By

Name of the Learner

Under the Guidance of

Name of the Guiding Teacher

Name and address of the College

Month and Year

2nd Page

This page to be repeated on 2nd page (i.e. inside after main

Table of Contents

| Sr No. | Contents | Page Nos |
|---------------|--|-----------------|
| 1 | Declaration Certificate Acknowledgment Preface List of Tables List of Figures List of Abbreviations | |
| 2 | Chapter 1: Introduction | |
| 3 | Chapter II- Literature Review | |
| 4 | Chapter III: Research Methodology | |
| 5 | Chapter IV: Data Analysis | |
| 6 | Chapter V: Findings /Suggestions and Conclusion | |
| | Bibliography | |
| | Appendices : Questionnaire , Interview Schedule | |

Declaration by Learner

I the undersigned Miss / Mr. _____ Name of the learner (Roll No & Class) _____ here by, declare that the work embodied in this project work titled “_____ Title of the Project”, forms my own contribution to the research work carried out under the guidance of

_____ Name of the Guiding Teacher _____ is a result of my own research work and has not been previously submitted to any other University for any other Degree/ Diploma to this or any other University.

Wherever reference has been made to previous works of others, it has been clearly indicated as such and included in the bibliography.

The learner has complied to the provisions of the UGC(Promotion of Academic Integrity and Prevention of Plagiarism in Higher Educational Institution)Regulation 2018.

I, here by further declare that all information of this document has been obtained and presented in accordance with academic rules and ethical conduct.

Name and Signature of the learner

Certified by

Name and Signature of the Guiding Teacher

On Separate page

Name and Address of the college

Certificate

This is to certify that Ms/Mr _____ (Roll No & Class) has worked and duly completed her/his Project work for the degree of Master of Commerce under the Faculty of Commerce in the subject of _____ and her/his project is entitled, “ _____ under my supervision. I further certify that the entire work has been done by the learner under my guidance and that no part of it has been submitted previously for any degree or diploma of any University.

It is her/his own work and facts reported by her/his personal findings and investigations

Seal of the College

Signature of Guiding Teacher

Date of Submission:

On separate page

Acknowledgment

(Model structure of the acknowledgement)

To list who all have helped me is difficult because they are so numerous and the depth is so enormous.

I would like to acknowledge the following as being idealistic channels and fresh dimensions in the completion of this project.

I take this opportunity to thank the **HSNC University** for giving me chance to do this project.

I would like to thank my **Principal**, _____ for providing the necessary facilities required for completion of this project.

I take this opportunity to thank our **Coordinator** _____, for her moral support and guidance.

I would also like to express my sincere gratitude towards my project guide _____ whose guidance and care made the project successful.

I would like to thank my **College Library**, for having provided various reference books and magazines related to my project.

Lastly, I would like to thank each and every person who directly or indirectly helped me in the completion of the project especially **my Parents and Peers** who supported me throughout my project.

PREFACE

It is the summary of your Research work undertaken by the learner on the topics under study. The learner has to introduced the topic ,significant and methodology undertaken to complete the research work.

Name of the Learner

List of Tables

| Sr No | Particulars | Page Nos |
|-------|-------------|----------|
| | | |

List of Figures

| Sr No | Particulars | Page nos |
|-------|-------------|----------|
| | | |

Structure to be followed for Presentation of Project Work

- **Chapter No. 1: Introduction**

In this chapter Selection and relevance of the problem, historical background of the problem, brief profile of the study area, definition/s of related aspects, characteristics, different concepts pertaining to the problem etc can be incorporated by the learner.

- **Chapter No. 2: Literature Review**

This chapter will provide information about studies done on the respective issue. This would specify how the study undertaken is relevant and contribute for value addition in information/ knowledge/ application of study area which ultimately helps the learner to undertake further study on same issue.

- **Chapter No. 3: Research Methodology**

This chapter will include Objectives, Hypothesis, Scope of the study, limitations of the study, significance of the study, Selection of the problem, Sample size, Data collection, Tabulation of data, Techniques and tools to be used, etc can be incorporated by the learner

- **Chapter No. 4: Data Analysis, Interpretation and Presentation**

This chapter is the core part of the study. The analysis pertaining to collected data will be done by the learner. The application of selected tools or techniques will be used to arrive at findings. In this, table of information's, presentation of graphs etc.can be provided with interpretation by the learner.

- **Chapter No. 5: Findings, Suggestions and Conclusion**

In this chapter of project work, findings of work will be covered and suggestion will be enlisted to validate the objectives and hypotheses.

(Note: If required more chapters of data analysis can be added.)

Bibliography : In this the learner has to write all the references of books , journals, research paper, research reports, newspaper articles referred for completing the research work. The reference should be in APA format. You are required to refer this link for understand APA style of referencing

<https://www.mendeley.com/guides/apa-citation-guide>

Appendices : An appendices contains supplementary material that is not an essential part of the text itself but which may be helpful in providing a more comprehensive understanding of the research problem or it is information that is too cumbersome to be included in the body of the paper.

List of appendices if any

- Supporting evidence [e.g. raw data]
- Contributory facts or specialized data [raw data appear in the appendix, but with summarized data appearing in the body of the text].
- Sample calculations
- Technical figures, graphs, tables, statistics
- Detailed description of research instruments
- Maps, charts, photographs, drawings
- Letters, emails, and other copies of correspondence
- Questionnaire/survey instruments, with the results appearing in the text
- Complete transcripts of interviews
- Complete field notes from observations

Option II: Guidelines for Internship based project work

- Minimum 20 days with 100 hours of Internship with an Organisation/ NGO/ Charitable Organisation/ Private firm/company to be approved by the guiding teacher.
- The theme of the internship should be based on any study area of the elective courses.
- Project Report should be of 40 to 60 Pages
- Experience Certificate is Mandatory.
- A project report has to be brief in content and must include the following aspects:

Executive Summary:

A bird's eye view of your entire presentation has to be precisely offered under this category.

Introduction on the Company:

A Concise representation of company/ organization defining its scope, products/services and its SWOT analysis.

▪ **Statement and Objectives:**

The mission and vision of the organization need to be stated enshrining its broadstrategies.

▪ **Your Role in the Organisation during the internship:**

The key aspects handled, the department under which you were deployed and brief summary report duly acknowledged by the reporting head.

▪ **Challenges:**

The challenges confronted while churning out theoretical knowledge into

practical world.

▪ **Conclusion:**

A brief overview of your experience and suggestions to bridge the gap between theory and practice.

- The project report based on internship shall be prepared as per the broad guidelines given below:
 - Font type: Times New Roman
 - Font size: 12-For content, 14-for Title
 - Line Space: 1.5-for content and 1-for in table work
 - Paper Size: A4
 - Margin: in Left-1.5, Up-Down-Right-1
 - The Project Report shall be bounded.
 - The project report should be 40 to 60 pages

Pattern of Evaluation of the Project work

| The Project Report shall be evaluated in two stages viz. | |
|--|-----------------|
| • Evaluation of Project Report (Bound Copy) | 60 Marks |
| ▪ Introduction and other areas covered | 20 Marks |
| ▪ Research Methodology, Presentation, Analysis and interpretation of data | 30 Marks |
| ▪ Conclusion & Recommendations | 10 Marks |
| • Conduct of Viva-voce | 40 Marks |
| ▪ In the course of Viva-voce, the questions may be asked such as importance / relevance of the study, objective of the study, methodology of the study/ mode of Enquiry (question responses) | 10 Marks |
| ▪ Ability to explain the analysis, findings, concluding observations, recommendation, limitations of the Study | 20 Marks |
| ▪ Overall Impression (including Communication Skill) | 10 Marks |

Note:

The guiding teacher along with the external evaluator appointed by the University/ College for the evaluation of project shall conduct the viva-voce examination as per the evaluation pattern

Passing Standard

- Minimum of Grade D in the project component
- In case of failing in the project work, the same project can be revised for ATKIT examination.
- **Absence of student for viva voce:** If any student fails to appear for the viva voce on the date and time fixed by the department such student shall appear for the viva voce on the date and time fixed by the Department, only along with students of the next batch.

A handwritten signature in black ink, reading "T N Razmi". The signature is written in a cursive style with a long horizontal stroke underneath.

DR TASNEEM RAZMI

Chairperson Board of Studies of Banking Insurance & Financial Markets