

HSNC University, Mumbai

(The Cluster University 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 2026-27 (NEP)



HSNC UNIVERSITY, MUMBAI

Board of Studies in Faculties of Commerce & Management

Board of Studies in the Subject of Bachelor of Vocation (B.Voc in Wealth Management)

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

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.

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. Bharti Jethani**, Assistant Professor- HR College, HSNC University, Churchgate, Mumbai – 400 020 Email ID- bharti_jethani06@yahoo.co.in

b. **Dr. Riya Nathani**, Assistant Professor- KC College, HSNC University Churchgate, Mumbai – 400 020. Email ID riya.nathani@kccollege.edu.in.

c. **Dr. Sneha Singh**, Assistant Professor- KC College, HSNC University Churchgate, Mumbai – 400 020. Email ID Sneha.singh@kccollege.edu.in.

d. **Mr. Vicky Karnani**, Assistant Professor-HR College, HSNC University, Email Id: Vicky.karnani@hrcollege.edu.in.

e. **Dr. Bhakti Mulchandani**, Assistant Professor-HR College, HSNC University, Email Id: bhakti.mulchandani@hrcollege.edu.in.

f. **Mr Rahul Mishra** Assistant Professor-HR College, HSNC University, Rahul.mishra@hrcollege.edu

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Part I (Section A)

The Definitions Of The Key Terms Used In The Choice Based Credit System And Grading System Introduced From The Academic Year 2020-2021 Are As Under:

Outline of the Choice Based Credit System as outlined by the University Grants Commission:

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 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 project work, and a candidate studies such a course on his own with 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 place of a discipline-specific elective paper.

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

Note: A core course offered in a discipline/subject may be treated as an elective by another 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 Based 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 will have to opt for the 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 course 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 the study.

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. Several linked courses considered together are in practice, a 'program'.

8. Bridge Course:

Bridge course is visualized as Pre semester preparation by the learner before the 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. 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.

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, fieldwork, 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 in 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, handouts 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 will be 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.

12. Credit Completion and Credit Accumulation:

Credit completion or Credit acquisition shall be considered to take place after the learner has successfully cleared all the evaluation criteria concerning a single course. 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 in simple terms 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. Also, all the information regarding the number of Credits transferred to different programs or credit exemptions given may be stored with the individual's history.

14. Credit Transfer:

(Performance transfer) When a learner 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 (Section B)

Note: The Ordinances and Regulations given below apply to Under Graduate Programmes of the University.

O*****

The minimum duration of the Under Graduate Programme 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 completes 120 credits of the programme in a 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 an 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 the transfer of credits or performance will be based on the number of credits that a learner has to complete for the 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 **TWO** components, **internal assessment and External assessment** (semester-end examination) for each course of the program.

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

Internal Assessment: -It is defined as the assessment of the learners based on 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.

➤ **Self-Learning Evaluation**

- 20% of the topics of the 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 evaluated into 3-4 student groups on the topics,\
- Prescribe time duration (in days) for completion of each group of the topic and earmark self-learning evaluation lectures in the timetable. hence each group of the topic can be assigned 3 regular lectures for this evaluation for the 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 can be evaluated based on the quality of presentation, quality of Question and Answer, the framing of the 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.

FORMATIVE AND SUMMATIVE ASSESSEMENT: -It is defined as the examination of the learners based on performance in the semester-end theory / written examinations.

Formative Assessment – 40 / 20 Marks

A. Internal Paper Pattern: 40 Marks

Class Test	20 Marks
Self Learning Evaluation	15 Marks
Class Participation	05 Marks

B. Summative Assessment -60 (Four Questions) / 30 marks (Two Questions)

60Marks

- 1) Duration – These examinations shall be of 2 hours duration.

Question Paper Pattern:

- i. The question paper shall consist of four questions, each carrying 15 marks.
- ii. All questions shall be compulsory, with internal choice provided within each question.

Evaluation Pattern: 60 Marks Semester End Examination

Q. 1	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks
Q. 2	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks
Q. 3	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks
Q. 4	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks

Note: The question paper shall consist of practical and /or theory questions as prescribed in the syllabus with internal choices.

The marks of the formative assessment should not be disclosed to the students till the results of the corresponding semester is declared by the university.



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(2026-2027)

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For the program

Bachelors of Vocation

B.VOC in Wealth Management

Curriculum –Third Year : Semester-V and Semester-VI(NEP)

SEMESTER V

Couse Code	Course Title	Particulars	No. of Credits
	Alternative Investment	Major	4
	Taxation	Major	4
	Portfolio Management	DSE (Core Elective)	4
	Strategic Management	Minor	2
	Data Analytics	Vocational Subjects	2
	Economic Thought of Financial Practices	IKS	2
	Internship		4

SEMESTER VI

Couse Code	Course Title	Particulars	No. of Credits
	Corporate Finance	Major	4
	Investment Advisory	Major	4
	Commodity & Derivatives Market	DSE (Core Elective)	4
	Business Ethics and CSR	Minor	2
	1) Fintech	Vocational Subjects	2
	2) Financial Analytics	Vocational Subjects	2
	Field Project – Community engagement		4

COURSE OBJECTIVES

a) Alternative Investments

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

b) Taxation

- To make the students understand the basic concepts, definitions and terms related to direct taxation.
- To make the students understand the concept of residential status thus making them understand the scope of total income for an assessee with different kinds of residential status.
- To make students understand the various heads under which income can be earned in India. To make students understand the procedure for computation of income under various heads namely income from salaries, house property, business/ profession, capital gains and income from other sources. Students will be able to compute income from salaries, house property, business/profession, capital gains and income from other sources
- To help the students to understand the various deductions under Chap VI-A of the Income tax act, 1961.
- To make the students determine the net total taxable income of an assessee after reducing the deductions from the gross total income earned from all or either of the five heads of income and also to compute tax based on slab rates.
- To help the students understand the computation of income and tax for a partnership firm.

c) Portfolio Management,

- 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.

d) Strategic Management

- To introduce the fundamental concepts, process and levels of strategic management in business organizations.
- To develop understanding of strategic intent, environmental analysis and various corporate, business and functional level strategies.
- To familiarize students with strategic models, frameworks and tools used for strategic analysis, formulation and decision-making.
- To enable students to understand the process of strategy implementation, evaluation and strategic control through practical cases and business applications.

e) Data Analytics

- To introduce students to the foundational concepts, types, and significance of data analytics in a business context.
- To equip students with the skills needed to collect, clean, and prepare data for analysis.
- To develop competency in applying descriptive statistical methods and data visualization techniques for interpreting business data.
- To provide hands-on experience in using Excel as a basic tool for data analysis and reporting.
- To familiarize students with the principles of predictive analytics and their practical applications in business decision-making.
- To raise awareness about ethical issues, privacy concerns, and limitations associated with data analytics.

f) **Economic Thought of Financial Practices**

- 1) To introduce students to the early concepts of finance, trade, and economic systems rooted in ancient Indian texts and practices
- 2) Evolution of Financial Instruments and Institutions in Ancient India

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) **Alternative Investments-**

- 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

b) **Taxation**

- Students will be able to identify the technical terms related to direct taxation.
- Students should be able to determine the residential status of an assessee and thus should be able to compute the taxable income of assessee with different residential status.
- Students will be able to understand the various benefits/ deductions under Chap VI-A of the Income tax act, 1961 which are to be reduced from the gross total income of the assessee.
- Students will be able to compute the net total income and the total tax liability of an individual assessee considering the income from all heads of income and the deduction under Chap VI- A of the Income tax act,1961.
- Students will be able to compute the taxable income and tax for a partnership firm.

c) **Portfolio Management,**

- 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.

d) **Strategic Management**

- Students will be able to explain the concepts, importance and process of strategic management and strategic business units.
- Students will be able to analyze business environment using strategic tools such as SWOT, PESTLE, BCG Matrix and Porter's Five Forces Model.
- Students will be able to evaluate different corporate, business and functional level strategies for organizational growth and competitiveness.
- Students will be able to apply strategic implementation, evaluation and control techniques in practical business situations and case studies.

e) **Data Analytics**

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

- Understand the fundamental concepts, importance, and scope of data analytics in business.
- Differentiate between types of data and interpret their relevance in various business functions.
- Collect, clean, classify, and prepare data using structured methodologies.
- Apply descriptive statistics and create meaningful visualizations to analyze and interpret data.
- Use Excel tools (functions, pivot tables, forms, conditional formatting) for basic data analysis and reporting.
- Explain basic predictive analytics concepts and analyze trends using forecasting and regression techniques.
- Evaluate ethical considerations, privacy concerns, and the limitations of data analytics in real-world scenarios.

f) Economic Thought of Financial Practices

- To understand the early concepts of finance, trade, and economic systems in ancient Indian traditions. Evolution of Financial Instruments and Institutions in Ancient India
- To explain the evolution of financial instruments and institutions in ancient India.
- To analyze the role of ancient economic practices in the development of financial systems and trade activities.
- To evaluate the relevance of traditional Indian economic thought in modern financial practices and economic policies.

SEMESTER VI

a) Corporate Finance

- This subject helps the students to get familiar with the Corporate Finance techniques.
- To impart knowledge about the practical aspects of the subject.
- The course aims at explaining the core concepts of corporate finance and its importance in managing a business.

b) Investment Advisory

- 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.

c) Commodity & Derivatives Market, UC-TFM-605

- To understand how Commodity and Derivative Markets function.
- To study the essential elements of Commodity and Derivative Markets and its various participants
- To learn about the Trading, Clearing & Settlements in Derivatives Market
- To analyze the Risks in derivatives markets.

d) Business Ethics and CSR

- To introduce the fundamental concepts, principles and approaches of business ethics in the modern business environment.
- To develop understanding of ethical values, morality, legality and ethical responsibilities from both Indian and Western perspectives.
- To familiarize students with the concepts and practices of corporate governance and corporate social responsibility (CSR).

- To enable students to understand the role of business organizations in sustainable development, social responsibility and ethical decision-making.

e) Fintech

- To understand the basic concepts of Management, Finance, and Digital Technology in FinTech.
- To apply skills required to manage modern digital business enterprises across various business domains.
- To explain technologies used in digital business such as Digital Transformation, IoT, Data Warehousing, Information Security, and Digital Commerce.
- Analyze the role of FinTech innovations in improving business efficiency, financial services, and digital operations.

f) Financial analytics:

- To introduce the fundamentals of predictive analytics and its application in financial decision-making.
- To develop proficiency in using Excel and basic visualization tools for financial data analysis.
- To familiarize students with regression models and machine learning techniques relevant to finance.
- To enable students to apply data-driven approaches for forecasting, budgeting, investment tracking, and risk assessment.
- To encourage hands-on learning through practical assignments and mini-projects using real-world financial data.

Learning Outcome

SEMESTER VI

a) Corporate Finance

- To develop understanding of capital structure and leveraging.
- To enable students to make investment decisions considering time value of money.

b) Investment Advisory

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.

c) Commodity & Derivatives Market,

- Students will be able to understand the Commodity and Derivative Markets in detail with its practical implication with its participants.
- Students will understand the regulatory aspect of the Commodity and Derivatives
- Markets and the process of investing in the same.

d) Business Ethics and CSR

- Students will be able to explain the concepts, scope and importance of business ethics and ethical practices in organizations.
- Students will be able to differentiate between ethics, morality and legality and apply ethical approaches in business situations.
- Students will be able to analyze the concepts of corporate governance and CSR in the contemporary business environment.
- Students will be able to evaluate the role of CSR, sustainable development and triple bottom line approach in fulfilling social responsibilities of business organizations.

e) Fintech

- To understand and learn the concepts of Management, Finance, and Digital Technology in the FinTech environment.

- To develop skills required to cope up with the updated Financial Technology and modern digital business world.
- To understand and apply technologies such as IoT, Data Warehousing, Information Security, and Digital Commerce in digital business operations.

f) Financial Analytics

- Analyze financial data using Excel functions, pivot tables, dashboards, and visualization techniques.
- Apply linear and logistic regression models for predictive financial analytics.
- Perform stock price predictions and credit scoring using historical datasets.
- Create interactive financial dashboards using Excel and Power BI/Tableau (basic level).
- Integrate AI-driven insights into financial analysis and reporting.

5. Input from stakeholders

For drafting the syllabus, department has taken inputs from industry experts, parents and notable alumni. The stakeholders have been impressed with the inclusion of e-learning options for the learners provided in the syllabus. They have suggested subsequently to add more practical hands on examples, learning through games and GIS certificate programs. For more advanced related topics, there can be sharing of video lectures and seminars, workshops, short term courses could be organized.

Salient features, how it has been made more relevant.

The B.VOC Program allows the learner the following:

- Mobility between vocational and general education by alignment of degrees with NSQF.
- Recognition of Prior Learning (RPL), allowing transition from non-formal to organized job market.
- Standardized, consistent, nationally acceptable outcomes of training across the country through a national quality assurance framework.
- Global mobility of skilled workforce from India, through international equivalence of NSQF.
- Mapping of progression pathways within sectors and cross-sectorally.
- Approval of NOS/QPs as national standards for skill training.
- It shall consist of 34 modules of 100 marks each & 2 projects of 100 marks each.
- Projects, case studies, presentations, moot courts, mock stock and industrial visits ensure a good blend of theory and practical in the course.
- Industry endorsed program that provides the exposure of working in the industry during the Summer Internship which is a compulsory component.
- The department also conducts various seminars and workshops to make the students well-versed in vocational courses.

- The subject combinations are better suited to current environments, industry requirements and employment opportunities
- The structure of the course is holistic and is aimed at making students not just successful wealth managers but aware and responsible too
- The subject matrix aims at building the pyramid of their knowledge with a steady base of general subjects with each higher level adding precise specialisation
- Through various practical sessions and simulations, students will be shown what the first few weeks at the first job will look like. So, when they actually are at their job, they will be better prepared to take on challenges.

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

Third Year Semester – V Summary

Couse Code	Course Title	Particulars	No. of Credits
	Alternative Investment	Major	4
	Taxation	Major	4
	Strategic Management	Minor	2
	Portfolio Management	DSE (Core Elective)	4
	Data analytics	Vocational Subjects	2
	Economic Thought of Financial Practices	IKS –	2
	Internship		4

Third Year Semester V Internal and External Detailed Scheme

Sr No	Subject Code	Subject Title	Periods Per Week						Credit	Internals				External SEE	Total Mark
			Units	S L	L	T	P	SLE		CT/ PE	A P	Total			
1		Alternative Investment- Major	4	20 %	4	0	0	4	15	20	5	40	60	100	
2		Taxation- Major	4	20 %	4	0	0	4	15	20	5	40	60	100	
3		Strategic Management	2	20 %	2	0	0	2	-	20		20	30	50	
4		Portfolio Management- DSE	4	20 %	4	0	0	4	15	20	5	40	60	100	
5		Data analytics- Vocational Subjects	2		1	0	2	2		20		20	30	50	
6		Economic Thought of Financial Practices- IKS	2	20 %	2	0	0	2		20		20	30	50	
6		Internship						4						100	
Total Hours / Credit									22	Total Marks				550	

SL: Self Learning, L: Lecture, T: Tutorials, P: Practical, SLE- Self learning evaluation,
CT-Commutative Test, SEE- Semester End Examination, TA-Teacher Assessment

Detailed Syllabus - SEMESTER -5

Subject Code :

Alternative Investments (4 credits- Major)

Unit	Content	No. of Lectures
I	<p>Introduction</p> <ul style="list-style-type: none"> 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 1.5 Real estate 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 	15
II	<p>Private Equity</p> <ul style="list-style-type: none"> 2.1 Introduction to private equity 2.2 Equity types of private equity 2.3 Debt types of private equity 2.4 Venture capital, mezzanine capital, buyout funds, distressed debt, investing, performance of private equity, private equity: risk and return profile. <p>Hedge Funds</p> <ul style="list-style-type: none"> 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 	20
III	<p>Alternative investment funds in India and Fund Monitoring</p> <ul style="list-style-type: none"> 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 3.10 Regulatory framework for fund monitoring and reporting 	15
IV	<p>AIF Reporting and exit</p> <ul style="list-style-type: none"> 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=d3NWBvKOEde>
- <https://www.youtube.com/watch?v=Df2CHia0cDs>
- <https://www.youtube.com/watch?v=6g9WX8hmzGo>

Taxation- (4 Credits – Major)

Unit	Content	No. of Lectures
I	<p>Definitions U/S 2- Basis of charge and exclusions from total income</p> <p>1.1 Section 2 – Assessee, Assessment Year, Assessment, Annual value, Business, Capital asset, Income, Person, Previous Year, Transfer</p> <p>1.2 Basis of Charge: Section 3 – 9 – Previous Year, Residential Status, Scope of Total Income, Deemed Income</p> <p>1.3 Exclusions from Total Income: Section 10 – restricted to, Agricultural Income, Sums Received from HUF By Member, Share of Profit from Firm, Casual & Non – Recurring Receipts, Scholarships, Income of Minor Child, Allowance to Members of Parliament and Legislative Assembly.</p>	15
II	<p>Heads of Income</p> <p>2.1 Salary Income: Section 15 – 17, Including Section 10 relating to House Rent Allowance, Travel Concession, Special Allowance, Gratuity, Pension – Commutation, Leave Encashment, Compensation, Voluntary Retirement, Payment from Provident Fund</p> <p>2.2 Income From House Property: Section 22 – 27, Including Section 2 – Annual Value</p> <p>2.3 Profits & Gains from Business & Profession: Section 28-32, 36, 37, 40, 40A, 43B.</p> <p>2.4 Capital Gains: Section 45, 48, 49, 50, 54 and 55</p> <p>2.5 Income from Other Sources:</p>	15
III	<p>Deductions under Chapter VI A</p> <p>3.1 80 C – Payment of LIC/PF and other eligible investments</p> <p>3.2 80CCC – Contribution to certain Pension Fund</p> <p>3.3 80D – Medical Insurance Premium</p> <p>3.4 80 DD- Maintenance and medical treatment of handicapped dependent</p> <p>3.5 80E – Interest on Educational Loan</p> <p>3.6 80 EE & 80EEA- Income Tax Deduction for Interest on Loan</p> <p>3.7 80 TTA- Interest on Saving Bank account</p>	15
IV	<p>Computation of Total Income</p> <p>4.1 Computation of Total Income of Individual with respect to above heads and deductions, New Tax Regime U/S 115 BAC</p> <p>4.2 Introduction to concept of TDS and Advance Tax</p>	15

Self-Learning topics (Unit wise)

Unit	Topics
1	Scope of Total Income
2.	Income from Other sources
3.	Deductions under Chapter VI A
4.	Concept of Tax Deducted at Source and Advance Tax

Online Resources

<https://resource.cdn.icai.org/61996bos50392cp1.pdf>

Reference Books:

1. Direct Taxes Law & Practice by V.K. Singhania - Taxman
2. Systematic Approach to Direct Tax by Ahuja & Gupta - Bharat Law House
3. Income Tax Ready Reckoner by Dr .V.K. Singhania – Taxman
4. Direct Tax Laws by T.N. Manoharan - Snow White Board of Studies-in-Accountancy
5. Gaur & Narang – Practical Approach to Income Tax, Kalyani Publishers
6. Mehrotra & Goyal – Income Tax Law and Accounts, Sahitya Bhawan Publications
7. Vinod K. Singhania & Monica Singhania – Students’ Guide to Income Tax, Taxmann Publications
8. T.N. Manoharan – Students’ Handbook on Income Tax Law, Snow White Publications
9. R.N. Lakhotia – Basics of Income Tax, Vision Books
10. Dr. H.C. Mehrotra – Income Tax Law & Accounts, Sahitya Bhawan Publications

Strategic Management (2 Credits – Minor)

Sr. No.	Modules/ Units	No. of Lectures
1	Introduction 1.1 Strategy – Meaning and Definition 1.2 Strategic Management – Meaning, Definition and Importance 1.3 Process and Levels of Strategy 1.4 Concept and Importance of Strategic Business Units (SBUs) 1.5 Strategic Intent – Mission, Vision, Goals, Objectives and Plans 1.6 Environment Analysis and Scanning – SWOT and PESTLE 1.7 Corporate Level Strategy – Stability, Growth, Retrenchment, Integration and Internationalization 1.8 Business Level and Functional Level Strategy a. Business Level Strategy – Cost Leadership, Differentiation and Focus b. Functional Level Strategy – R&D, HR, Finance, Marketing and Production	15
2	Strategic Implementation 2.1 Models of Strategy Making 2.2 Strategic Analysis and Choices 2.3 BCG Matrix and GE 9 Cell Model 2.4 Porter’s Five Forces Model and 7S Framework 2.5 Strategy Implementation Process 2.6 Strategic Evaluation and Control – Meaning and Steps of Evaluation 2.7 Techniques of Strategic Control 2.8 Case Studies in Retail Strategy	15

Self-Learning topics (Unit wise)

Unit	Topics
1.5	Strategic Intent - Mission, Vision, Goals, Objective, Plans
2.7	Techniques of Strategic Control

ONLINE RESOURCES:

<https://nptel.ac.in/courses/110108047>

<https://www.youtube.com/watch?v=WKr-lfE4QaE>

REFERENCE BOOKS:

1. David, F. R. & David, F. R. (2017). *Strategic Management: A Competitive Advantage Approach, Concepts and Cases*. Pearson Education.
2. Thompson, A. A., Strickland, A. J. & Gamble, J. E. (2018). *Crafting and Executing Strategy: The Quest for Competitive Advantage*. McGraw Hill Education.
3. Kazmi, A. (2019). *Strategic Management and Business Policy*. McGraw Hill Education.
4. Wheelen, T. L., Hunger, J. D., Hoffman, A. N. & Bamford, C. E. (2018). *Strategic Management and Business Policy: Globalization, Innovation and Sustainability*. Pearson Education.
5. Hill, C. W. L., Schilling, M. A. & Jones, G. R. (2017). *Strategic Management: Theory and Cases*. Cengage Learning.
6. Porter, M. E. (2008). *Competitive Strategy: Techniques for Analyzing Industries and Competitors*. Free Press.
7. Pearce, J. A. & Robinson, R. B. (2015). *Strategic Management: Planning for Domestic and Global Competition*. McGraw Hill Education.
8. Rao, P. S. (2014). *Business Policy and Strategic Management*. Himalaya Publishing House.
9. Bhattacharyya, D. K. & Pujar, S. (2019). *Strategic Management*. Pearson Education.
10. Levy, M. & Weitz, B. A. (2019). *Retailing Management*. McGraw Hill Education.
11. Glueck, W. F. & Jauch, L. R. (1984). *Business Policy and Strategic Management*. McGraw Hill Education.
12. Dess, G. G., Lumpkin, G. T. & Eisner, A. B. (2018). *Strategic Management: Creating Competitive Advantages*. McGraw Hill Education.

QUESTION PAPER PATTERN SEMESTER V (SEM-END EXAM)

Examination Pattern

External

Total Marks: 30

Duration: 1 hour

Q. 1	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks
Q. 2	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks

Portfolio Management (4 Credits DSE (Core Elective))

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 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 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	15
III	Portfolio Analysis 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.	15
IV	Portfolio Revision and performance management 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	15

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=RDCMUC640y4UvDAlya_WOj5U4pfA&start_radio=1&rv=Fv63XWOIERM&t=2240

<https://www.youtube.com/watch?v=SQdFJ1cWbSA>

<https://www.youtube.com/watch?v=9QJGbdgbwIQ>

<https://dmishikantjha.com/booksCollection/Security%20Analysis%20and%20Portfolio%20Management%20TY BBI%202014-15.pdf>

Reference book:

- Portfolio Management: Theory and Practice by Scott D. Stewart
- Portfolio Management (Second Edition) by Kevin

Data Analytics (2 Credits- Vocational Subjects)

Units	Content	No. of Lectures
I	<p>Introduction to Data Analytics with Ethics and Privacy</p> <ul style="list-style-type: none"> • Definition, Importance & Scope • Types of Data: Structured, Unstructured, Semi-structured • Data vs Information • Applications in Business: Marketing, Finance, HR, and Operations • Basics of Business Intelligence (BI) • Ethical Issues in Data Usage • Data Privacy & Security • Challenges and Limitations in Data Analytics 	15
II	<p>Data Collection & Preparation</p> <ul style="list-style-type: none"> • Sources of Data: Primary & Secondary • Methods of Data Collection: Surveys, Observations, Databases • Data Cleaning: Handling Missing Values, Outliers, Duplicates • Data Classification: Nominal, Ordinal, Interval, Ratio <p>Data Analysis Tools & Techniques</p> <ul style="list-style-type: none"> • Descriptive Statistics: Mean, Median, Mode, Standard Deviation • Data Visualization: Charts, Graphs, Tables • Introduction to Excel for Data Analysis <ul style="list-style-type: none"> a. Formulas & Functions b. Pivot Tables c. Conditional Formatting d. Form creation for data collection using excel <p>Introduction to Predictive Analytics</p> <ul style="list-style-type: none"> • Basics of Predictive Modelling • Trend Analysis & Forecasting • Correlation and Regression (Conceptual understanding) • Real-life Use Cases in Business Decision Making 	30

Practical Component / Project Work (20 Marks)

- Small project using Excel or Google Sheets to analyse a business dataset
- Group or individual presentation on data-driven decision making in a business scenario

Assessment Pattern:

Component	Marks
Practical/Project Work	20
Final Examination (Theory)	30
Total	50

Recommended Books

Data Analytics for Beginners: Your Ultimate Guide to Learn and Master Data Analysis by Paul Kinley

- Business Analytics: Data Analysis & Decision Making by S. Christian Albright and Wayne L. Winston
- Data Science for Business by Foster Provost and Tom Fawcett
- Excel Data Analysis: Your Visual Blueprint for Analyzing Data, Charts, and PivotTables by Jinjer Simon
- Data Analytics Made Accessible by Anil Maheshwari
- Python for Data Analysis by Wes McKinney
- Python Data Science Handbook by Jake VanderPlas

Recommended Software & Tools

- Microsoft Excel / Google Sheets (Core Tool)
- Power BI (Introductory Level)
- Tableau Public
- Google Forms + Google Sheets (for Data Collection)
- SPSS or JASP (Optional – for institutions that support statistical tools)

Economic Thought of Financial Practices (2 Credits -IKS)

Unit	Content	No. of Lectures
I	<p>Foundations of Economic Thought and Financial Practices in Ancient India</p> <ol style="list-style-type: none"> 1. Overview of trade and commerce in the Vedic and post-Vedic periods <ul style="list-style-type: none"> • Importance of barter system and transition to coinage 2. Ancient Textual References: <ul style="list-style-type: none"> • Financial and economic thoughts in Arthashastra by Kautilya • Role of Dharmaśāstra in economic behavior and ethical trade 3. Currency & Banking: <ul style="list-style-type: none"> • Ancient coins (Pana, Nishka, Karshapana) • Indigenous banking systems (Shresthis and Mahajans) 4. Taxation and Revenue Collection: <ul style="list-style-type: none"> • Tax structure under Mauryan Empire • Principles of revenue management 5. Marketplaces and Trade Centers: <ul style="list-style-type: none"> • Famous trade centers: Takshashila, Pataliputra, Bharuch, etc. • Local and international trade routes (Silk Road, Indian Ocean Trade) • Treasury Annals – Referring to records related to finance and treasury matters 	15
II	<p>Evolution of Financial Instruments and Institutions in Ancient India</p> <ol style="list-style-type: none"> 1. Hundi System (Proto-Banking): <ul style="list-style-type: none"> • Origin and evolution of Hundis • Role of Sarrafs and brokers 2. Guilds and Corporate Financing: <ul style="list-style-type: none"> • Role of Shrenis (merchant guilds) as proto-corporations • Internal funding and investment mechanisms 3. Insurance & Risk Management: <ul style="list-style-type: none"> • Methods of risk-sharing in maritime trade • Early concepts of joint liability and trade insurance 4. Financial Ethics and Regulations: <ul style="list-style-type: none"> • Ethical practices in trade from Jain and Buddhist literature • Role of kings and councils in market regulation 5. Legacy and Modern Relevance: <ul style="list-style-type: none"> • Lessons from ancient systems for modern-day policy making • Continuity of financial traditions in post-ancient India 	15

Assessment Pattern:

Component	Marks
Class Test / Practical/Project Work	20
Final Examination (Theory)	30
Total	50

Recommended Online Resources:

- Banking Systems in Ancient India: A Historical Overview
An in-depth analysis of early banking practices and institutions.
Read the full article

- Insurance in India: From Ancient Practices to Modern Innovations
Explores the evolution of insurance mechanisms from ancient times to the present.

Articles

- **Hundi: Traditional Financial Instruments**

Details the function and types of Hundis in historical financial systems.

Learn more on Wikipedia

- **Arthashastra: Ancient Economic Thought**

Provides insights into the economic policies and regulations of ancient India.

Explore the text

Books:

1. "Indian Financial System" by Bharati V. Pathak
2. "Banking Theory and Practice" by K.C. Shekhar & Lekshmy Shekhar
3. "History of the Reserve Bank of India" (Official RBI Publications)
4. "Indian Economy" by Ramesh Singh (McGraw Hill)
5. "Development of Banking in India" by Dr. S.V. Murthy

Online Resources

1. Reserve Bank of India Official Website – rbi.org.in
2. National Stock Exchange (NSE) Modules – ncfm.nseindia.com
3. IGNOU eGyankosh – egyankosh.ac.in
4. YouTube Channels-Channels like Study IQ, Unacademy, Drishti IAS, and RBI Grade B Prep often cover historical banking topics in an engaging format.
5. MOOCs (Massive Open Online Courses)-Platforms like SWAYAM, Coursera, and edX have courses on banking and financial systems (Search: Indian Financial System, Evolution of Banking)

Part 4 The Scheme of Teaching and Examination is as under:

Third Year Semester – VI

Couse Code	Course Title	Particulars	No. of Credits
	Corporate Finance	Major	4
	Investment Advisory	Major	4
	Business Ethics and CSR	Minor	2
	Commodity & Derivatives Market	DSE (Core Elective)	4
	1) Fintech	Vocational Subjects	2
	2) Financial Analytics	Vocational Subjects	2
	Field Project – Community engagement		4

Third Year Semester VI Internal and External Detailed Scheme

Sr No	Subject Code	Subject Title	Periods Per Week					Credit	Internals				External	Total Mark
			Units	SL	L	T	P		SLE	CT/PE	AP	Total		
1		Corporate Finance Major	4	20%	4	0	0	4	15	20	5	40	60	100
2		Investment Advisory- Major	4	20%	4	0	0	4	15	20	5	40	60	100
3		Business Ethics and CSR- Minor	2	20%	2	0	0	2		20		20	30	50
4		Commodity & Derivatives Market - DSE (Core Elective)	4	20%	4	0	0	4	15	20	5	40	60	100
5		1) Fintech - Vocational Subjects	2		2	0	0	2		20		20	30	50
6		2) Financial Analytics Vocational Subjects	2		2	0	0	2		20		20	30	50
6		Field Project-Research Based						4						100
Total Hours / Credit								22		Total Marks				550

SL: Self Learning, L: Lecture, T: Tutorials, P: Practical, SLE- Self learning evaluation, CT-Commutative Test, SEE- Semester End Examination, TA-Teacher Assessment

Corporate Finance (4 Credits- Major)

Unit No.	Contents	No. Of Lectures
1.	Financing Decisions 1.1 EBIT – EPS analysis for Capital Structure decision. 1.2 Capital structure theories 1.3 Cost of capital 1.4 Weighted average cost of capital (WACC) (Before and after tax) 1.5 Practical Problems	18
2.	Dividend Decisions- 2.1 Need, Importance, Formulation, Legal and Procedural Aspects. 2.2 Dividend Decision Models – Walter, Gordon, Graham & Dodd Model and M-M Model 2.3 Practical Problems	12
3.	Investment Decisions 3.1 Introduction – Capital Budgeting Process, Project Classification and Investment Criteria. 3.2 Techniques of Capital Budgeting – NPV, Benefit Cost Ratio, Internal Rate of Return, Modified Internal Rate of Return, Payback period, Discounted Payback Period and ARR. (Inclusive of Estimation of Project Cash Flows) 3.3 Capital Rationing – Meaning, Need and Dealing with Capital Rationing Problems	18
4.	Time Value of Money 4.1 Present Value 4.2 Internal Rate of Return 4.3 Bonds Returns, the Returns from Stocks 4.4 Annuity 4.5 Techniques of Discounting 4.6 Techniques of Compounding	12
TOTAL		60

Self-Learning topics

Units	Particulars
1	Financing Decisions
2	Dividend decisions – Types of dividend, Factors affecting dividend decisions
3	Investment Decisions – Project Planning and Risk Analysis – Techniques used in capital budgeting for evaluation of a project. Advantages & Limitations of each technique
4	Time Value of Money

Online Resources

https://www.youtube.com/watch?v=W4IFXvTjkro&utm_source=chatgpt.com

<https://www.youtube.com/watch?v=54gLMZ5spXE>

<https://www.youtube.com/watch?v=%E2%80%A6>

https://www.youtube.com/watch?v=oeox8DlagHU&utm_source=chatgpt.com

Reference Books

- Financial Management by Rajiv Srivastava
- Elements of Financial Management by S.N. Maheshwari
- Financial Management (Concepts, Text and Cases) by G. Hudson Arul Vethamanikam & S. Rajamohan
- Financial Management: A Step-by-Step Approach by N.R. Parasuraman

Evaluation Pattern:

External Paper Pattern:

Q. 1	A. Practical Question OR B. Practical Question	15 Marks
Q. 2	A. Practical Question OR B. Practical Question	15 Marks
Q. 3	A. Practical Question OR B. Practical Question	15 Marks
Q. 4	A. Practical Question OR B. Practical Question	15 Marks 15 Marks

Note: Each of the four questions (Q.1 A/B, Q.2 A/B, Q.3 A/B & Q.4 A/B) should be from different module

Investment Advisory (4 Credits- Major)

Sr. No.	Modules / Units	No. of Lectures
I	<p>Introduction to Personal Financial Planning</p> <p>1.4.1 Understand the concept of Financial Planning</p> <p>1.4.2 Understand the need for financial planning</p> <p>1.4.3 Scope of financial planning</p> <p>1.4.4 Concept of asset, liabilities and net worth</p> <p>1.4.5 Financial Planning process</p> <p>1.4.6 Financial advisory and execution</p> <p>1.5 Evaluating the Financial Position of Clients</p> <p>1.5.1 Importance of cash flow management in personal finance</p> <p>1.5.2 Preparing Household Budget</p> <p>1.5.3 Cash inflows and outflows</p> <p>1.5.4 Budgeting and forecasting</p> <p>1.5.5 Monitoring budgets and provision for savings</p> <p>1.5.6 Creating a personal Balance Sheet and net-worth</p> <p>1.5.7 Creating a budget and savings plan</p> <p>1.5.8 Contingency Planning</p> <p>1.5.9 Evaluation of financial position of clients</p> <p>Introduction To Investment & Alternative Investment Funds (AIFS)</p>	15
2	<p>2.1 Introduction to Investment</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>2.2 Overview of Alternative Investment Funds (AIFS)</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> <p>2.2.5 Categories of AIFs and their comparison</p> <p>2.2.6 Suitability and Enablers for AIF Products in India</p> <p>2.2.7 Current AIF Market Status</p>	15

III	<p>Portfolio Construction, Performance Monitoring And Evaluation</p> <p>3.1 Introduction to Modern Portfolio Theory</p> <p>3.1.1 Framework for constructing portfolios – modern portfolio theory</p> <p>3.1.2 Assumptions of the theory</p> <p>3.1.3 Definition of risk averse, risk seeking and risk neutral investor</p> <p>3.1.4 Portfolio Optimization process</p> <p>Portfolio Construction Process</p> <p>3.2.1 Importance of Asset Allocation Decision</p> <p>3.2.2 Understanding correlation across asset classes and securities</p> <p>3.2.3 Steps in Portfolio Construction Process</p> <p>3.2.4 Investment Objectives</p> <p>3.2.5 Investment Constraints</p> <p>3.2.6 Unique needs and preferences</p> <p>3.2.7 Assessments of needs and requirements of investor</p> <p>3.2.8 Analyzing the financial position of the investor</p> <p>3.2.9 Life cycle analysis of investor</p> <p>3.2.10 Portfolio Construction Principles</p> <p>Portfolio Performance Measurement and Evaluation</p> <p>Parameters to define performance – risk and return</p> <p>3.2.2 Rate of return measures</p> <p>3.2.3 Risk measures</p> <p>3.2.4 Risk-adjusted return measures:</p> <p>3.2.5 Performance Evaluation: Benchmarking and peer group analysis</p>	15
IV	<p>Operations, Regulatory Environment, Compliance And Ethics</p> <p>4.1 Operational Aspects of Investment Management</p> <p>4.1.1 Investors and the investing process</p> <p>4.1.2 PAN and KYC Process</p> <p>4.1.3 Dematerialization and Re-materialization of Securities</p> <p>4.1.4 Investing in mutual funds through the stock exchange platform</p> <p>4.2 Key Regulations</p> <p>4.2.1 Securities Contracts Regulation Act (SCRA 1956)</p> <p>4.2.2 SEBI Regulations</p> <p>4.3 Ethical Issues</p> <p>4.3.1 Importance of ethical conduct of business</p> <p>4.3.2 Ethical issues for an Investment Adviser</p> <p>4.3.3 Do's and Don'ts for investors issued by SEBI</p> <p>4.4 Grievance Redress Mechanism</p> <p>4.4.1 Consumer Protection Act</p> <p>4.4.2 Investor Grievance Redressal Mechanism</p>	15

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 Vanita Tripathi, Taxmann, Author: Vanita Tripathi
- Smart Financial Advisor by Bill Martin, Harriman House Publishing

Business Ethics and CSR (2 Credits – Minor)

Unit	Contents	No. of Lectures
I	Introduction to Business Ethics 1.1 Business Ethics – Conceptual Background 1.2 Conceptual Approaches to Business Ethics 1.3 Normative Ethics, Perspective Ethics and Applied Ethics 1.4 Ethics, Morality and Legality 1.5 Concept of Right and Duty: Business – Western and Indian Perspectives 1.6 Definition and Scope of Ethics in Social Changes 1.7 Ethical Organization and Corporate Code of Conduct 1.8 Importance of Ethics in Modern Business Environment	15
II	Corporate Governance and CSR 2.1 Corporate Governance: Meaning, Scope and Reporting 2.2 Meaning and Scope of CSR 2.3 Relevance and Significance of CSR in Contemporary Society 2.4 Value Approach to CSR 2.5 CSR within the Organization 2.6 Role and Responsibility of Local Community in Business 2.7 Interventions of Business to Fulfil Social Responsibilities 2.8 CSR, Sustainable Development and Triple Bottom Line in Business	15

Self-Learning topics (Unit wise):

Sr. No	Topic
1	1.8 Importance of Ethics in Modern Business Environment
2	2.5 CSR within the Organization

Online Resources

https://nptel.ac.in/courses/109104032
https://onlinecourses.nptel.ac.in/noc21_mg54/preview

Reference Books

1. Lillie, W. (Various Editions). *An Introduction to Ethics*. Universal Paperbacks.
2. Lala, R. M. (Various Editions). *In Search of Ethical Leadership*. Vision Books Pvt. Ltd.
3. DesJardins, J. (2009). *An Introduction to Business Ethics*. Tata McGraw Hill Education.
4. Velasquez, M. G. (2017). *Business Ethics: Concepts and Cases*. Pearson Education.
5. Fernando, A. C. (2010). *Business Ethics and Corporate Governance*. Pearson Education.
6. Crane, A. & Matten, D. (2016). *Business Ethics: Managing Corporate Citizenship and Sustainability in the Age of Globalization*. Oxford University Press.
7. Hartman, L. P., DesJardins, J. & MacDonald, C. (2018). *Business Ethics: Decision Making for Personal Integrity and Social Responsibility*. McGraw Hill Education.
8. Mallin, C. A. (2019). *Corporate Governance*. Oxford University Press.

9. Kotler, P. & Lee, N. (2005). *Corporate Social Responsibility: Doing the Most Good for Your Company and Your Cause*. Wiley India.
10. Carroll, A. B. & Buchholtz, A. K. (2014). *Business and Society: Ethics, Sustainability and Stakeholder Management*. Cengage Learning.
11. Baxi, C. V. & Prasad, A. (2005). *Corporate Social Responsibility: Concepts and Cases – The Indian Experience*. Excel Books.
12. Chakraborty, S. K. (1998). *Values and Ethics for Organizations: Theory and Practice*. Oxford University Press.

QUESTION PAPER PATTERN SEMESTER VI (SEM-END EXAM)

Examination Pattern

External

Total Marks: 30

Duration: 1 hour

Q.1.	A	Question	8 marks
		OR	
Q.1.	B	Question	8 marks
Q.1.	C	Question	7 marks
		OR	
Q.1.	D	Question	7 marks
Q.2.	A	Question	8 marks
		OR	
Q.2.	B	Question	8 marks
Q.2.	C	Question	7 marks
		OR	
Q.2.	D	Question	7 marks

Commodity & Derivatives Market (4 Credit- DSE (Core Elective))

Unit	Content	No. of Lectures
I	<p>Introduction to Commodities Market and Derivatives Market</p> <p>1.1 Introduction to Commodities Market:</p> <ul style="list-style-type: none"> • Meaning, History & Origin, • Types of Commodities Traded (Agri and Industrial, other services such as electricity), • Structure of Commodities Market in India, • Participants in Commodities Market, • Trading in Commodities in India(Cash & Derivative Segment), • Commodity Exchanges in India & Abroad, • Reasons for Investing in Commodities. <p>1.2 Introduction to Derivatives Market:</p> <ul style="list-style-type: none"> • Meaning, History & Origin, • Elements of a Derivative Contract, • Factors Driving Growth of Derivatives Market, • Types of Derivatives, • Types of Underlying Assets, • Participants in Derivatives Market, • Advantages & Disadvantages of Trading in Derivatives Market, • Current Volumes of Derivative Trade in India- Commodity investment strategies, Portfolio diversification using derivatives, Commodity ETFs & SGBs <p>1.3 Difference between Forwards & Futures.</p>	15
II	<p>Futures and Hedging</p> <p>2.1 Futures:</p> <ul style="list-style-type: none"> • Futures Contract Specification, Terminologies, • Concept of Convergence, • Relationship between Future Price & Expected Spot Price, • Basis & Basis Risk Pricing of Futures Contract, • Cost of Carry Model • Importance of an index in hedging <p>2.1 Hedging:</p> <ol style="list-style-type: none"> a. Speculation & Arbitrage using Futures, b. Long Hedge – Short Hedge, Cash & Carry Arbitrage, c. Reverse Cash & Carry Arbitrage, d. Payoff Charts & Diagrams <p>2.2 Futures Contract, Perfect & Imperfect Hedge</p> <ul style="list-style-type: none"> • Risk Management (stop-loss, position sizing, risk-reward) • Open Interest (OI) Analysis (price + OI interpretation- long buildup, short buildup) • Futures Trading Strategies (trend, breakout, intraday vs positional) • Trading Psychology (discipline, emotions, avoiding common mistakes) 	15

III	<p>Options and Option Pricing Models</p> <p>3.1 Options:</p> <ul style="list-style-type: none"> Options Contract Specifications, Terminologies, Call Option, Put Option, Difference between Futures & Options, Trading of Options, Valuation of Options Contract, Factors affecting Option Premium, Payoff Charts & Diagrams for Options Contract, <p>Basic Understanding of Option Strategies (Option strategies:Straddle,Strangle,Bull spread / Bear spread , Covered Call Strategy, Protective Put Strategy Hedging using options)</p> <p>3.2 Options Pricing Models:</p> <ul style="list-style-type: none"> Binomial Option Pricing Model, Black - Scholes Option Pricing Model 	15
IV	<p>Trading, Clearing & Settlement In Derivatives Market and Types of Risk and Recent Developments</p> <p>4.1 Trading, Clearing & Settlement In Derivatives Market:</p> <ul style="list-style-type: none"> Meaning and Concept, SEBI Guidelines, Trading Mechanism – Types of Orders, Clearing Mechanism – NSCCL – its Objectives & Functions, Settlement Mechanism – Types of Settlement <p>4.2 Types of Risk:</p> <ul style="list-style-type: none"> Value at Risk, Methods of calculating VaR, Risk Management Measures, Types of Margins, SPAN Margin <p>4.3 Regulators</p> <ul style="list-style-type: none"> Ministry Of Consumer Affairs, Ministry Of Agriculture, SEBI, Warehousing Authority <p>Algorithmic Trading & Technology in Derivatives-Basics of algo trading, Role of AI in derivatives markets, High-frequency trading</p>	15

Self-Learning topics (Unit wise):

Sr. No	Unit	Topic
1	1	Introduction of Derivatives
2	2	Futures and Options
3	3	Participants of Derivative Market
4	4	Types of Risk

Online Resources

- <https://nptel.ac.in/courses/110/105/110105121/>
<https://nptel.ac.in/courses/110/107/110107128/>
<https://www.youtube.com/watch?v=tYkqwIIIEX4>
<https://www.youtube.com/watch?v=M86YwBWxygI>

References

1. John Hull's – Fundamentals of Futures and Options Market Derivatives The Wild Beast of Finance
2. Merton Miller on Derivatives
3. Trading and Pricing Financial Derivatives
4. Commodities Market Module, Workbook from NSE
5. Chatnani, (2010), Commodity Markets, 1st edition, Tata McGraw Hill.
6. Kleinman, George, (2001), Commodity Futures & Options, 2nd (revised, illustrated edition), Prentice Hall.
7. Stephens, John. (2001), Managing Commodity Risk, John Wiley & Sons.
8. Indian Institute of Banking & Finance, (2007), Commodity Derivatives, Macmillan India Ltd

Financial Technologies (FinTech) (2 Credits – Vocational Subject)

Sr. No.	Modules / Units	No. of Lectures
Unit 1	Introduction to Fintech and Technologies used <ul style="list-style-type: none">• Introduction to Fintech,• Characteristics of Fintech,• Components of Fintech,• Importance of Fintech• Cloud and its elements,• Blockchain technology and its role• Introduction to Fintech Apps,• Define and Explore AI, Machine learning and Chat Bots, Applications and Technologies, Cryptocurrencies and Bitcoins.	15
Unit 2	Fintech: laws, issues, challenges and future <ul style="list-style-type: none">• The Future of Fintech: Looking into the future of Fintech• Fintech regulation law enforcement, Fintech Operations, Regulatory risk• Considerations when implementing open-source technology• FinTech opportunity to improve the financial system• Cyber Security, Fraud, Crime• Difference Between Fintech Vs TechFin• Basics of Regtech (Regulation of Fintech), Sandbox, Neo Bank, Big Tech• Challenges for Traditional Banking companies.	15
		30

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=QlP4WR10mwE

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.

Evaluation Pattern For 50 Marks

Summative Assessment	Formative Assessment	Total Marks
30	20	50

Formative Assessment: (20 marks)

Any one of the following methods of assessment may be undertaken:

- 1 Class Test – 20 marks
- 2 Online Exam
- 3 Assignment/Project/ Case Studies

Note: Guidelines for Internal Assessment will be as per university norms and inform in advance.

Summative Assessment- Final Examination 30 Marks

Q1	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks
Q2	Attempt any two with subdivided questions in 8 and 7 marks with internal choice	15 Marks

Financial Analytics (2 Credits – Vocational Subject)

Sr. No	Units/Modules	No. Of Lectures																								
1.	<p>Module 1: Introduction to Predictive Analytics and AI Applications in Finance</p> <p>1.1 Excel for Financial Data: Working with financial data in Excel (using pivot tables, charts, and basic formulas).</p> <p>1.2 Data Visualization: Introduction to visualization tools (Power BI, Excel, or Google Sheets) to create interactive dashboards.</p> <p>1.3 Introduction to Regression Models: Linear regression, logistic regression, and their application in finance.</p> <p>1.4 Stock Price Prediction: Using regression models to predict future stock prices based on historical data.</p> <p>1.5 Credit Scoring and Risk Assessment: Introduction to using machine learning algorithms to assess credit risk and determine loan eligibility.</p>	15																								
2	<p>Module 2: Financial Analytics – Tools & Applications</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Topics</th> <th style="text-align: left;">Tools Used</th> </tr> </thead> <tbody> <tr> <td>2.1 Navigating Excel for Financial Data</td> <td>Excel</td> </tr> <tr> <td>2.2 Input and Formatting of Financial Statements</td> <td>Excel</td> </tr> <tr> <td>2.3 Ratio Analysis Dashboard (Interactive)</td> <td>Excel</td> </tr> <tr> <td>2.4 Common-Size and Trend Analysis</td> <td>Excel</td> </tr> <tr> <td>2.5 Time Series Forecasting (Sales/Revenue)</td> <td>Excel Functions (FORECAST, TREND)</td> </tr> <tr> <td>2.6 Budgeting & Variance Analysis</td> <td>Excel (IF, SUMIF, Conditional Formatting)</td> </tr> <tr> <td>2.7 Investment Portfolio Tracking</td> <td>Excel</td> </tr> <tr> <td>2.8 Risk Metrics: Beta, Portfolio Variance</td> <td>Excel</td> </tr> <tr> <td>2.9 Introduction to Visualization Tools</td> <td>Excel Charts/Graphs/ Looker (Google Studio)</td> </tr> <tr> <td>2.10 KPI-based Financial Dashboard</td> <td>Excel + Power BI/Tableau (Optional)</td> </tr> <tr> <td>2.11 Prediction of stock pricing using Regression models</td> <td>Excel/ Power BI</td> </tr> </tbody> </table>	Topics	Tools Used	2.1 Navigating Excel for Financial Data	Excel	2.2 Input and Formatting of Financial Statements	Excel	2.3 Ratio Analysis Dashboard (Interactive)	Excel	2.4 Common-Size and Trend Analysis	Excel	2.5 Time Series Forecasting (Sales/Revenue)	Excel Functions (FORECAST, TREND)	2.6 Budgeting & Variance Analysis	Excel (IF, SUMIF, Conditional Formatting)	2.7 Investment Portfolio Tracking	Excel	2.8 Risk Metrics: Beta, Portfolio Variance	Excel	2.9 Introduction to Visualization Tools	Excel Charts/Graphs/ Looker (Google Studio)	2.10 KPI-based Financial Dashboard	Excel + Power BI/Tableau (Optional)	2.11 Prediction of stock pricing using Regression models	Excel/ Power BI	30
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Self-Learning Topics (Unit wise)

1	"Mini-project: Build a Stock Prediction Dashboard using Regression models and Excel."
2	Investment Portfolio Tracking

Summative Assessment	Formative Assessment	Total Marks
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30	20	50
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Formative Assessment: (20 marks)

Any one of the following methods of assessment may be undertaken:

Online Exam Assignment/Project – 20 MARKS

Assignment / Project – 20 Marks

Note: Guidelines for Internal Assessment will be as per university norms and inform in advance.

References:

1. “Financial Statement Analysis” – K. R. Subramanyam
2. “Excel for Accountants” – P. Fullick
3. Investopedia tutorials, ExcellIsFun (YouTube)
4. NSE/BSE Annual Reports

Evaluation Pattern

A) Formative Assessment

20 marks

Sr.no	Particulars	Marks
1	Commutative Exam/Practical Exam	20

B) Summative Assessment

Semester End Examination- 60 %

30 Marks

Q.No.	Particulars	Marks
1	Practical Question OR Practical Question	15
2	Attempt any two with subdivided questions in 8 and 7 marks with internal choice Practical Question/Case Study a. Practical Question/Case Study b. Theory Question/Case Study	15



Dr Tasneem Razmi
Chairperson BOS BIFM