

GALGOTIAS
UNIVERSITY

**School of Finance and
Commerce**



Curriculum

For

Bachelor of Commerce (Honours) Financial Markets

(with effect from 2020-23 onwards)

(As Approved by the Board of Studies, School of

Finance and Commerce in its meeting held on 18th April, 2020)

Galgotias University

Galgotias University's mission is to graduate socially responsible future technologists and business leaders with good communications skills, problem solving skills and an entrepreneurial spirit with a commitment to economic development. With a strong multidisciplinary knowledge base, graduates of GU will be well prepared to succeed in an increasingly competitive global economy. With a focus on multidisciplinary research and education and a learning model that emphasizes active learning, GU aspires to be globally known for innovation at the intersection of disciplines. GU's bold vision builds upon over a decade of excellence of Galgotias Institutions in engineering and business education. Galgotias Institutions have been nationally ranked by India Today, Business Today and Outlook for their programs in engineering. Galgotias Business School was recently recognized by Dun and Bradstreet as a leading business school in India. With a 100% placement record for the last four years supported by multinational firms like Accenture, Hewitt, IBM, Infosys, Nokia, and Samsung, Galgotias Institutions have earned the respect of top performers in the industry.

University Vision

"To be known globally for value-based education, research, creativity and innovation"

University Mission

- Establish state-of-the-art facilities for world class education and research.
- Collaborate with industry and society to align the curriculum,
- Involve in societal outreach programs to identify concerns and provide sustainable ethical solutions.
- Encourage life-long learning and team-based problem solving through an enabling environment.

School Vision

"To be one amongst the well-known Finance and Commerce institutions globally that imparts value-based, rigorous and inter-disciplinary education"

School Mission

1. To nurture aspiring professionals in the area of Finance and commerce by providing strong fundamental knowledge of the subject and its linkages with other areas of study
2. To enable learners to understand the dynamic and ever-changing socio-economic and technological Environment and to comprehend its impact on Business through innovative pedagogical approaches such as case studies and simulations etc.
3. To foster a culture of learning, innovation, collaboration and research through individual and team-based exercises such as book reviews, group discussion and role plays etc.

Program Educational Objectives (PEOs)

PEO 1: Graduates shall exhibit a deeper understanding of the Financial Markets and Services and underlying dynamics of the same

PEO 2: Graduates shall be equipped to pursue further higher studies in professional and academic programs in commerce and Finance

PEO 3: Graduates shall drive entrepreneurship initiatives on their own or within the organization in which they are employed

Program Specific Outcomes (PSOs)

On completion of the B. Com (Hons) Financial Markets program the students will be able to

PSO 1: Appreciate the role of Financial Markets and Financial services in a local as well as a global context

PSO 2: Demonstrate and appreciate the role of the Finance function in society and business

Program Outcomes (PO's)

PO 1: Accounting and Financial Knowledge

Apply the knowledge of Accounting and Finance to solve real life business issues.

PO 2: Financial Markets knowledge

Apply knowledge related to the field of financial markets in investment decision making

PO 3: Exploring Alternate Solutions

Explore alternate solutions for financial issues and develop systems and processes that meet the specified needs of business with appropriate consideration for social, cultural, economic and financial issues.

PO 4: IT and Statistical Tools Usage

Select, and apply appropriate modern management & IT tools, techniques and resources including prediction & modelling to financial activities.

PO 5: The Managers and Society

Apply the contextual knowledge to assess the issues related to society, health, safety, law, and culture pertaining to business management practices.

PO 6: Sustainability, Growth and Development

Apprehend and visualize the impact of financial decisions in societal and environmental context and demonstrate the knowledge of sustainable growth and development.

PO 7: Ethics and Professional Integrity

Imbibe professional ethics related to financial management practices.

PO 8: Effective Communication

Communicate effectively with business community and with society at large.

PO 9: Entrepreneurship

Explore business problems from an entrepreneurial perspective

PO 10: Leadership and Motivation

Function effectively as a motivated individual/a member/a leader in diverse business settings

PROGRAM STRUCTURE
Bachelor of Commerce (Honours) Financial Markets
SEMESTER-WISE COURSES

FIRST YEAR- SEMESTER-I

Course Code	Course Title	L	T	P	C
BOFM1001	Management Principles and Practices	3	0	0	3
BOFM1002	Microeconomics	3	1	0	4
BOFM1003	Statistics for Business Decisions	3	1	0	4
BOFM1004	Business and Corporate Law	3	1	0	4
BOFM1005	Financial Accounting and Analysis	3	1	0	4
UC	Professional Communication (BEC 1)	3	0	0	3
UC	Aptitude Building and Logical Reasoning	2	0	0	2
	Total	24			

FIRST YEAR- SEMESTER-II

Course Code	Course Title	L	T	P	C
BOFM2008	Ecommerce	3	1	0	4
BOFM2009	Cost & Management Accounting	3	1	0	4
BOFM2010	Macroeconomics (NCFM: Macroeconomics for Financial Markets Module)	3	1	0	4
BOFM2011	Financial Management	3	1	0	4
BOFM 2012	Financial Management (LAB)	0	0	2	1
BOFM2013	Research Methodology	3	1	0	4
BOFM 2014	IT Applications in Business (LAB)	0	0	2	1
UC	Foreign Language	2	0	0	2
UC	Professional Communication (BEC 2)	3	0	0	3
	Total	27			

SECOND YEAR- SEMESTER-III

Course Code	Course Name	L	T	P	C
BOFM3015	Organizational Behaviour	3	0	0	3
BOFM3016	Financial Markets and Institutions (NCFM – Financial Markets Module)	3	1	0	4
BOFM3017	Financial statement interpretation and reporting	3	1	0	4
BOFM3018	Business Ethics & Corporate Governance	3	0	0	3
	ELECTIVE 1 (from Group 1) (Track 1/ 2)	3	0	0	3
	ELECTIVE 1 (from Group 2) (Track 1/ 2)	3	0	0	3
UC	Disaster Management	3	0	0	3
UC	Aptitude Building and Logical reasoning	2	0	0	2
	Total	25			

SECOND YEAR- SEMESTER-IV

Course Code	Course Title	L	T	P	C
BOFM4023	Security analysis and Portfolio Management (NCFM: Investment Analysis and Portfolio Management)	3	1	0	4
BOFM4024	Income Tax	3	1	0	4
BOFM4025	Management of Financial Institutions	3	1	0	4
BOFM4026	Marketing Management	3	0	0	3
	ELECTIVE 2 (from Group 1) (Track 1/ 2)	3	1	0	4
	ELECTIVE 2 (from Group 2) (Track 1/ 2)	3	1	0	4
UC	Campus to Corporate	3	0	0	3
UC	Ethics and Professional competency	1	0	0	1
	Total	27			

THIRD YEAR- SEMESTER-V

Course Code	Course Title	L	T	P	C
BOFM5032	Indirect Tax	3	1	0	4
BOFM5033	Fund Management in Banking and Insurance	3	1	0	4
BOFM5034	Human Resource Management	3	0	0	3
BOFM 5035	Actuarial Science	3	1	0	4
BOFM 5036	Derivatives and Risk Management	3	0	0	3
UC	Environment Studies and Waste Management	1.5	0	0	1.5
UC	Creative and Liberal Arts	0.5	0	0	0.5
BOFM5039	Industry Internship	0	0	0	4
	Total	24			

THIRD YEAR- SEMESTER-VI

Course Code	Course Title	L	T	P	C
UC	Creativity, Innovation, Entrepreneurship and IPR	1	0	0	1
BOFM6037	Fixed Income securities and Treasury Management	3	1	0	4
BOFM6038	Commodity Derivatives and Real estate markets	3	1	0	4
	ELECTIVE 3 (from Group 1) (Track 1/2)	3	1	0	4
	ELECTIVE 3 (From group 2) (Track 1/2)	3	1	0	4
	Total	17			

Total Credits – 144 (UC represents University Core courses)

List of Elective Courses (Track 1)- Financial Markets Track

Group No.	Course Code	Name of the Subject
Semester 3, 4 & 6:		
1	BOFM 3020	Foreign Exchange Markets (NCFM- Currency Derivatives Modules)
	BOFM 4028	Entrepreneurship and New Ventures
	BOFM 6039	Financial Services (NCFM Financial services Module)
2	BOFM 3021	Financial Econometrics
	BOFM 4029	Auditing
	BOFM 6040	Corporate Restructuring

List of Elective Courses (Track II)- Information Technology in Finance Track

Group No.	Course Code	Name of the Subject
Semester 3, 4 & 6:		
1	BOFM 3022	Analytics (NCFM- Back office operations module)
	BOFM 4030	Cyber Laws and Security
	BOFM 6039	Financial Services (NCFM Financial services Module)
2	BOFM 3023	FINTECH (NCFM- Surveillance in stock exchanges module)
	BOFM 4031	E-Business
	BOFM 6042	Family Business Management

The Program will have a 3-month Industry Internship in between semester 4 and semester 5 carrying 04 credits. The Project report of the same will be evaluated in semester 5

Assessment Pattern (Across all courses except Lab, Industry Internship and University Core)

Component	IA	MTE	ETE	Total
Marks	35	15	50	100

Assessment Pattern (Across all Lab Courses and Industry Internship except University Core)

Component	IA	ETE	Total
Marks	50	50	100

DETAILED COURSE SYLLABUS

BOFM 1001: MANAGEMENT PRINCIPLES AND PRACTICES

Course Description: This course is designed to provide students a basic understanding of the role and functions of a manager and to explain the principles, concepts and techniques used by manager in carrying out the work.

Course Outcomes:

On completion of this course, the students will be able to:

1. Appreciate the concept of management and its evolution over the years.
2. Describe the various functions of management like planning, organising, staffing, directing, coordinating and control.
3. Explain the concept of motivation through the lenses of various theories.
4. Critically analyse the basic assumptions and differences in various theories of leadership.
5. Evaluate the importance of communication in an organisation and recommend various ways to improve it for organizational success.

Course Contents:

Units	Number of Lectures
<p>Unit I: Introduction Concept, nature, process and significance of management; Schools of management thought: scientific approach school, human behaviour school, social system school, decisions theory school; quantitative approach school, systems approach school, contingency theory of management; Managerial skills.</p>	8
<p>Unit II: Managerial Functions Planning: concept, significance, types; Corporate strategy; Environmental analysis and diagnosis. Organizing: concept, principles, types of organizations; Contemporary organisational formats: Project, Matrix and Networking; Authority, responsibility, power, delegation, decentralization; Staffing; Directing; Coordinating; Control- nature, process and techniques.</p>	10
<p>Unit III: Motivation Process of motivation; Theories of motivation- Need hierarchy theory, Theory X and Theory Y, Ouchy's theory Z, Two factor theory, Alderfer's ERG theory, McClelland's learned need theory, Victor Vroom's Expectancy Theory, Stacy Adams Equity Theory.</p>	8
<p>Unit IV: Leadership Fundamental concept; Leadership styles; Theories- Trait theory, Behavioural theory, Fiedler's contingency theory; Harsey and Blanchard's situational theory; Managerial grid; Likert's four systems of leadership, Situational leadership, Transactional and Transformational leadership.</p>	8
<p>Unit V: Communication Concept of two-way communication; Communication process; Barriers to effective communication; Types of organisational communication; Improving communication; Transactional analysis in communication.</p>	6

Text books:

1. Prasad, L. M., Principles and Practice of Management, S. Chand Publishing House, New Delhi.
2. Chhabra, T.N., Principles and Practice of Management, Dhanpat Rai & Company.

Reference books and supplementary resources:

1. Hellreigel, D., Slocum, J.W. & Woodman, J. R.W. Organizational Behaviour. South Western College Publishing, Ohio.
2. Hersey, P., Blanchard, K. H. & Johnson, D. E. Management of Organisational Behaviour: Utilising Human Resources. Prentice Hall, New Delhi.
3. Ivancevich, John and Matheson, M. T. Organisational Behaviour and Management, Tata McGraw-Hill, New Delhi.
4. Luthans, F. Organizational Behaviour. McGraw-Hill, New York.

BOFM1002: MICROECONOMICS

Course Description: The purpose of this course is to apply micro economic concepts and techniques in evaluating business decisions taken by firms. The emphasis is on explaining how tools of standard price theory can be employed to formulate a decision problem, evaluate alternative courses of action and finally choose among alternatives.

Course Outcomes:

On completion of this course, the students will be able to:

1. Evaluate the major economic concepts like demand, production, and pricing as applied to a managerial organization.
2. Apply the economic concepts, tools, and techniques in improving their decision-making skills.
3. Define the main economic tools and theories available for decision making policies to stabilize and stimulate the economy.
4. Understand the tools of economic theory to explain optimal production and pricing decisions by the firm in each market structure
5. Distinguish between the different market structures and pricing practices available to and used by firms.

Course Contents:

Units	Number of Lectures
Unit I: Introduction The economic problem: Scarcity and choice; the question of what to produce, how to produce and when to produce; Opportunity cost; three major Economic systems; allocation of resources and distribution, Markets and prices and competition.	5
Unit II: Demand and Supply Demand, Supply and Market equilibrium: individual demand, market demand, individual supply, market supply. Individual and market demand functions; law of demand, determinants of Demand. The Elasticity of demand and supply: Price elasticity of demand, income elasticity of demand, cross price elasticity of demand, an elasticity of supply.	10
Unit III: Utility Concept, its application, calculations, Consumer surplus, producer surplus and the efficiency of the markets; costs, taxes, rent control, and ceiling. Indifference curve approach, price effect income effect and substitution effect, nature of commodities, introduction to revealed preference approach, applications of IC analysis	8
Unit IV: Theory of Production Concept of production & Production function with one and two variable inputs. Types of a production function, concepts of production. Law of variable proportions, returns to factor and scale.	10

<p>Concept of Isoquants. Concept of cost- meaning, and types. Short and long-run cost functions- their nature, shape and inter relationship. Marginal and average cost curves and their shapes. Estimation of short-run and long run cost function.</p>	
<p>Unit V: Market Structure</p> <p>Different forms of market structures- meaning and features. Pricing strategies under different market conditions. Theory of firm and market organization : perfect competition (basic features, short run equilibrium of firm/industry, long run equilibrium of firm/industry, effect of changes in demand, cost and imposition of taxes) ; monopoly (basic features, short run equilibrium, long run equilibrium, monopolistic competition (basic features, demand and cost, short run equilibrium, long run equilibrium, excess capacity) ; oligopoly (Cournot's model, kinked demand curve model, dominant price leadership model, prisoner's dilemma.</p>	<p>7</p>

Textbooks:

1. Petersen H. Craig, Lewis W. Chris, Jain K. Sudhir, Managerial Economics, Pearson Education.
2. Mehta .P.L, Managerial Economics. Sultan Chand Sons, New Delhi.

Reference books and supplementary resources:

1. Dominick Salvatore (2009). Principles of Microeconomics (5th ed.) Oxford University Press
2. Lipsey and Chrystal. (2008). Economics. (11th ed.) Oxford University Press
3. Koutosyannis (1979). Modern Micro Economics. Palgrave Macmillan.

BOFM1003: STATISTICS FOR BUSINESS DECISIONS

Course Description: The course will familiarize students with various conceptual knowledge of statistics and Statistical tools that will be used for effective decision making in various implications. Emphasis will be on the application of the concepts learnt. The emphasis is also on how to analyze data and interpret it effectively. The course tells about significance of statistical tools are being used today.

Course Outcomes:

On completion of this course, the students will be able to:

1. Describe basic terms of statistics.
2. Apply various business statistics knowledge improbability and its distributions.
3. Analyze database with respect to correlation, regression and time-series.
4. Evaluate data, results and its findings.
5. Demonstrate with various statistical tools how to analyze data based on chi-square test, ANOVA, T-test, Z-test and other non-parametric tests.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Meaning of statistics, scope and application of statistics. Measures of Central Value: Meaning, need for measuring central value. Characteristics of an ideal measure of central value. Types of averages - mean, median, mode, Merits, Limitations and Suitability of averages. Relationship between averages. Measures of Dispersion: Meaning and Significance. Absolute and Relative measures of dispersion - Range, Quartile Deviation, Mean Deviation, Standard Deviation, Moments, Skewness and Kurtosis.	8
Unit II: Probability and Distribution Probability: Meaning and need. Theorems of addition and multiplication. Conditional probability. Bayes' theorem, Random Variable- discrete and continuous. Probability Distribution: Meaning, characteristics (Expectation and variance) of Binomial, Poisson, and Normal distribution. Correlation Analysis: Meaning and significance. Types of correlation.	8
Unit III: Correlation, Regression and Time-Series Methods of studying simple correlation - Karl Pearson's coefficient of correlation, Spearman's Rank correlation coefficient. Regression Analysis: Meaning and significance, Regression vs. Correlation. Linear Regression, Regression lines (X on Y, Y on X) and Standard error of estimate. Analysis of Time Series: Meaning and significance. Utility, Components of time series.	8
Unit IV: Testing of Hypothesis Models (Additive and Multiplicative). Introduction to testing of Hypothesis: Concept; Level of Significance; Process of testing; Test of	8

hypothesis concerning Mean; Test of hypothesis concerning Proportion. Z test.	
Unit V: Statistical Tools T-Test, Difference of means and ANOVA – one way and two way. Non parametric tests: One-Sample Wilcoxon Signed Rank Test and various aspects and Chi-square test.	8

Text Books:

1. S.P. Gupta (S.P.): Statistical Methods, Sultan Chand & Sons, 34th Edition.

Reference Books and Supplementary Resources:

1. S.P. Gupta (S.P.): Statistical Methods, Sultan Chand & Sons, 34th Edition.
2. Richard Levin & David Rubin: Statistics for management, Prentice Hall.

BOFM1004: BUSINESS AND CORPORATE LAW

Course Description: The course will enable students to develop awareness about Corporate Law in conformity with the provisions of Companies Act, along with recent amendments in the companies Act. This course is designed to enhance the legal literacy of students by developing a body of legal knowledge and honing legal instincts that will help business leaders attain a competitive edge and promote long-term success.

Course Outcomes:

On the successful completion of the course, the student would be able to:

1. Appraise corporate law and how it governs the day to day affairs of companies.
2. Analyse the framework of Business law and how it applies to the global market.
3. Explain how corporate law provisions influence the organization.
4. Identify and evaluate contemporary legal issues.
5. Understand the fundamentals of business laws as they relate to businesses and society.

Course Contents:

Units	Number of Lectures
Unit I: Formation of Company Characteristics of a company, concept of lifting of corporate veil, Types of companies, association not for profit, illegal association, promoters and their legal position, Pre-incorporation contract and Provisional contract, Memorandum of association, Article of association, Doctrine of Constructive Notice and Indoor management, Prospectus, Book Building.	8
Unit II: Corporate Management and Corporate Meeting: Members, shareholders their right and duties Director, classification of director, disqualification, appointment, legal position, power and duties, disclosures of interest, removal of director, board meeting, Other managerial personnel and remuneration. Types of Meeting, convening and conduct of Meeting, Motion, resolution, Kinds of resolutions	14
Unit III: Capital Structure: Share capital, issue, allotment, forfeiture of share, demat of share, transmission of share, buy back of share, share certificate, share warrant, dividend and issue of bonus share.	4
Unit IV: Investigation and Winding up Investigation, Procedure of Investigation, meaning of winding up, Modes of winding up, Powers and duties of Liquidator.	6
Unit V: Emerging Issues in Company Law One Person company (OPC), Small company, Producer company, Postal Ballot, Director Identity Number (DIN), Corporate Identity Number (CIN), MCA-21, online filling documents and online registration, NCLT, Limited liability Partnership (LLP), Insider Trading, Rating Agencies, Business Ethics, Corporate governance.	8

Text Books:

1. Ramaiya A. Guide to the Companies Act. Wadhwa & Co., Nagpur.

Reference Books and Supplementary Resources:

1. Kuchal, M.C. Modern India Company Law. ShriMahavir Books, Noida.
2. Kapoor, N.D. Company Law -Incorporating the Provisions of the Companies Amendment Act, 2000.
3. Bagrial A.K. Company Law. Vikas Publishing House, New Delhi.
4. Sharma J. P. An Easy Approach to Corporate Laws. ANE Books Pvt. Ltd., New Delhi.
5. Manual of Companies Act, Corporate Laws and SEBI Guidelines. Bharat Law House, New Delhi.

BOFM 1005: FINANCIAL ACCOUNTING & ANALYSIS

Course Description: This course covers the preparation of financial statements and creates an understanding of corporate financial statements. Accounting plays a vital role as an information system for monitoring, problem solving and decision-making. In recognition of this, the course focuses on learning how to prepare accounting records and analyze the same.

Course outcomes:

On completion of this course, the students will be able to:

1. Develop an ability to apply the accounting concepts, conventions, and record transactions according to debit and credit entry rules.
2. Evaluate the set of financial statements for various forms of businesses and understand the concept of annual reports and cash flows.
3. Comprehend the Indian Accounting Standards and International Financial Reporting Standards
4. Interpret the business implications of financial statement information.
5. Describe the accounting information by analyzing the various accounting ratios.

Course Contents:

Units	Number of Lectures
Unit I: Introduction to Financial Accounting Introduction to Financial Accounting: Accounting as an Information System, Importance and Scope, Limitations; Users of accounting information, Concepts, Principles and Conventions: Generally Accepted Accounting Principles; The Accounting Equation; Nature of Accounts, Types of books (Primary and Secondary) and Rules of Debit and Credit; Recording Transactions in Journal; Preparation of Ledger Accounts; Opening and Closing Entries; Preparation of Trial Balance	10
Unit II: Preparation of Financial Statements Preparation of Financial Statements: Trading Account, Profit & Loss Account and Balance Sheet, Adjustment Entries, understanding contents of financial statements of a joint-stock company as per the Companies Act 2013; Understanding the contents of annual report of a company, Preparation of cash flow statement as per AS-3 (revised).	10
Unit III: Indian Accounting Standards (Ind-AS) Concept, benefits, the procedure for issuing Ind-AS in India, salient features of Ind-AS issued by ICAI; International Financial Reporting Standards (IFRS): Main features, uses, and objectives of IFRS, IFRS issued by IASB and concept of harmonization and convergence, the obstacle in harmonization and convergence, suggestions for increased convergence and harmonization.	10
Unit IV: Financial Statement Analysis Financial Statement Analysis: Objective of financial statement analysis, sources of information; Techniques of financial statement	5

analysis: Horizontal analysis, Vertical analysis, and Ratio Analysis; Financial Ratios: Meaning and Usefulness of Financial Ratios. Analysis of ratios from the perspective of Stakeholders like Investors, Lenders, and Short-term Creditors. Liquidity Ratios, Solvency Ratios, Profitability Ratios, and Turnover Ratios; Limitation of ratio. Analyzing the power of ratios in forecasting business failures using Altman Z-score, multiple discriminant analysis and decision-tree analysis	
Unit V: Financial Ratios Financial Ratios: Meaning and Usefulness of Financial Ratios. Analysis of ratios from the perspective of Stakeholders like Investors, Lenders, and Short-term Creditors. Liquidity Ratios, Solvency Ratios, Profitability Ratios, and Turnover Ratios; Limitation of ratio. Analyzing the power of ratios in forecasting business failures using Altman Z-score, multiple discriminant analysis and decision-tree analysis.	5

Text Books:

1. Madhu, V., (2012). Financial and Management Accounting. Excel Books, New Delhi.
2. Tulsian, P.C.(2012) Financial Accounting, Pearson.

Reference books and supplementary resources:

1. Maheshwari, S.N. &Maheshwari, S.K., Financial Accounting for B. Com., CA, CS.
2. ICWA (Foundation) Courses, Vikas Publishing House Pvt. Ltd.
3. Ghosh, T.P., Financial Accounting for Managers, Taxmann Allied Services (P) Ltd.
4. Balwani, Nitin, Accounting and Finance for Managers.
5. Gupta, Ambrish: Financial Accounting for Management.
6. Bhattacharyya, Asish K., Financial Accounting for Business Managers.
7. Jain, S.P. &Narang, K.L., Advanced Accountancy.

BOFM2008: E-COMMERCE

Course Description: This course is designed to provide an understanding of the mechanism used for conducting business transactions through electronic means and measures to be used against threats to safety issues faced in online transactions.

Course Outcomes:

On completion of this course, the students will be able to:

1. Describe the concept of e-commerce and various types of business models present in online environment.
2. Analyze various security threats encountered while transacting online and safeguards used to tackle it.
3. Identify various provisions of IT (Amendment Act) 2008 which facilitate online business and electronic governance.
4. Appreciate the various methods of e-payment used to complete an online transaction.
5. Evaluate the effect of e-commerce on various industries.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Meaning, nature, concepts, advantages, disadvantages and reasons for transacting online; Types of E-Commerce, e-commerce business models (introduction, key elements of a business model and categorizing major E-commerce business models); Technology used in E-commerce: The dynamics of World Wide Web and internet (meaning, evolution and features).	4
Unit II: Security and Encryption Need and concept; The e-commerce security environment: (dimension, definition and scope of e-security); Security threats in the E-commerce environment (security intrusions and breaches, attacking methods like hacking, sniffing, cyber-vandalism etc.); Technology solutions (Encryption, security channels of communication, protecting networks and protecting servers and clients).	10
Unit III: IT (Amendment) Act 2008 and Cyber Crimes IT Act 2008: Definitions; Digital signature; Electronic governance, attribution, acknowledgement and dispatch of electronic records; Regulation of certifying authorities; Digital signatures certificates; Duties of subscribers; Penalties and adjudication; Appellate tribunal; Offences and cyber-crimes.	6
Unit IV: E-payment System Models and methods of e-payments (Debit Card, Credit Card, Smart Cards, e-money); Digital signatures (procedure, working and legal position); Payment gateways; Online banking (meaning, concepts, importance, electronic fund transfer, automated clearing house, automated ledger posting); Risks involved in e-payments.	10

<p>Unit V: On-line Business Transactions Meaning, purpose, advantages and disadvantages of transacting online; E-commerce applications in various industries like {banking, insurance, payment of utility bills, online marketing, e-tailing (popularity, benefits, problems and features), online services (financial, travel and career), auctions, online portal, online learning, publishing and entertainment} Online shopping (amazon, snapdeal, alibaba, flipkart, etc.)</p>	<p>10</p>
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Text books:

1. Kenneth C. Laudon and Carlo GuercioTraver, E-Commerce, Pearson Education.
2. David Whiteley, E-commerce: Strategy, Technology and Applications, McGraw Hill Education

Reference books and supplementary resources:

1. Bharat Bhaskar, Electronic Commerce: Framework, Technology and Application, 4th Ed., McGraw Hill Education
2. PT Joseph, E-Commerce: An Indian Perspective, PHI Learning
3. KK Bajaj and Debjani Nag, E-commerce, McGraw Hill Education
4. TN Chhabra, E-Commerce, DhanpatRai& Co.
5. SushilaMadan, E-Commerc, Taxmann

BOFM2009: COST & MANAGEMENT ACCOUNTING

Course Description: This paper will acquaint the students with cost and management accounting concepts and its application for decision making. It will acquaint the students with various techniques of standard costing and variance analyses and also impart the knowledge of contemporary costing systems.

Course Outcomes:

On completion of this course, the students will be able to:

1. Explain the basic concepts of cost accounting and classification of costs.
2. Analyze business decisions using cost-volume-profit analysis.
3. Compare and evaluate the various managerial decision-making situations along with their characteristics.
4. Analyze the company's budgetary statements and performance as well.
5. Apply standard costing techniques and variance analysis in taking real business decisions and understand the ways of calculating cost in contemporary costing systems.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Cost concepts: Meaning, Scope, Objectives, and Importance of Cost Accounting, Cost, Costing, Cost Control, and Cost Reduction. Elements of Cost, Components of total Cost, Cost sheet. Classification of costs: Fixed, Variable, Semi-variable, and Step costs; Product, and Period costs; Direct, and Indirect costs.	8
Unit II: Cost-Volume-Profit Analysis Contribution, PV Ratio, Margin of safety, Break-even-point, cost break-even-point, cash break-even-point, Composite break-even-point, Key Factor, Break-even Analysis.	6
Unit III: Relevant Costs and Decision Making Relevant costs for Decision Making, Pricing, Product Profitability, Make or Buy, Exploring new markets, Shut down or continue, Acceptance of an export order.	6
Unit IV: Budgets and Budgetary Control Budgets and Budgetary Control: Meaning, Types of Budgets (sales, production, purchase raw material consumption, cash budget. Steps in Budgetary Control, Fixed and Flexible Budgeting, Responsibility Accounting.	10
Unit V: Standard Costing and Variance Analysis Material, Labor & Overhead variances. Activity based costing, Target costing, Life cycle costing, Quality costing (only theoretical knowledge).	10

Text books:

1. Maheshwari, S.N. and S.N. Mittal. Cost Accounting: Theory and Problems. Shri Mahabir Book Depot, New Delhi.

Reference books and supplementary resources:

1. M.N.Arora, Management Accounting, Theory, Problems and Solutions, Himalaya Publishing House
2. Horngren, C.T., Foster, G, and Datar, S.M., Cost Accounting: A Managerial Emphasis, Prentice Hall of India Pvt. Ltd., New Delhi.
3. Henke, E.O., and Spoede, C.W., Cost Accounting: Managerial Use of Accounting Data, PWS-KENT Publishing Company, Boston.

BOFM2010: MACRO ECONOMICS

Course Description: This course deals with the principles of Macroeconomics. The coverage includes determination of and linkages between major economic variables; level of output and prices, inflation, interest rates and exchange rates. The course is designed to study the impact of monetary and fiscal policy on the aggregate behavior of individuals.

Course Outcomes:

On completion of this course, the students will be able to:

1. Inspect how economy as a whole in a country operates and who are the economic agents for the whole economy
2. Measure macroeconomic variables and National Income Accounts.
3. Grasp the meaning of Keynesian theory of Income and employment.
4. Analyze the working and measurement of major macro variables in a particular economy such as GDP, Inflation, Investment, Consumption, Exchange Rate etc.
5. Explain the working and measurement of major macro variables in an open economy such as Balance of Payment, Current and Capital accounts.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Basic issues studied in macroeconomics; stock and flow concept, circular flow of economic activity, economic agents; static, comparative static and dynamic.	5
Unit II: National Income Accounting Measurement of gross domestic product; income, expenditure. Real versus nominal GDP; price indices.	10
Unit III: The Closed Economy in the Short Run Classical and Keynesian systems; simple Keynesian model of income determination; multiplier, IS-LM model	10
Unit IV: Inflation Inflation: meaning, demand and supply side factors, consequences of inflation, anti- inflationary policies, natural rate theory, monetary policy-output and inflation, Phillips curve (short run and long run)	10
Unit V: Open Economy National Income Accounting for an open economy; Balance of payments: Current and Capital accounts.	5

Text books:

1. N Gregory Mankiw (2010). Macroeconomics (7thed.). Worth Publishers

Reference books and supplementary resources:

1. Froyen, R.P. (2011) Macroeconomics-theories and policies (8th ed.). Pearson:
2. Dornbusch and Fischer (2010). Macroeconomics (9thed.). Tata McGraw Hill

BOFM2011: FINANCIAL MANAGEMENT

Course Description: Financial management is concerned with the procurement allocation and control of financial resources of a firm. This course is designed to expose the student to concepts, techniques and practices of financial management along with activities and decisions undertaken by the financial managers. It encompasses planning of financial resources, designing an optimal capital structure and effective utilization of financial resources through the usage of the tools of cost of capital and capital budgeting. It helps in developing the understanding of various facets of financial management through case studies and problem solving.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop basic understanding of Financial Management working and consequent decisions.
2. Analyse the various long-term investment strategies by an organisation and its effect on the value of firm
3. Identify the various constituents of cost of capital of a company and understand the relevance in affecting the overall valuation of the firm.
4. Appraise difference between financing and dividend decision and its effect on the value of the firm
5. Apply the various tools and techniques to manage cash, inventory and receivables in a firm.

Course Contents:

Units	Number of Lectures
Unit I: Introduction to Financial Management Finance Function, scope and objectives of financial management, wealth maximization versus profit maximization, agency theory, concept of time value of money: risk and return framework	6
Unit II: Capital Budgeting Concept of Capital Budgeting, Types of capital budgeting decisions, Terminology, Techniques of capital budgeting: Discounted Cash flow techniques: Discounted Payback period, NPV, IRR, ARR, and PI methods. Capital budgeting decisions under risk and uncertainty, Investment decision and capital rationing.	9
Unit III: Cost of Capital Basic concept and significance of cost of capital, explicit cost and implicit cost, Cost of debt, cost of equity, cost of preference shares, cost of retained earnings. Concept of opportunity cost of capital, CAPM approach to cost of capital, weighted average cost of capital, historical and marginal cost of capital, Book value versus market value weights.	8
Unit IV: Financing & Dividend Decisions Leverage: Operating, Financing & Combined Leverage. The Firm's Capital Structure: Types of Capital, Capital Structure Theory, Trade-Off Theory,	9

<p>Optimal Capital Structure, Designing Capital Structure, EBIT–EPS Approach to Capital Structure; Dividend Fundamentals: Concept of dividend and dividend policy, Types of dividend, Determinants of dividend policy, Theories of dividend- Walter Model, Gordon Model, and M-M Hypothesis, relevance of Dividend policy under market imperfections, informational content of dividends.</p>	
<p>Unit V: Working Capital Management Concept, Types of working capital: Cash management, debt management and inventory management; operating cycle, estimation of working capital, financing of working capital.</p>	8

Text Books:

1. I. M. Pandey, Financial Management, Vikas Publication.

Reference Books and Supplementary Resources:

1. Prasanna Chandra, Financial Management, TMH.
2. James C Van Horne, Jr. Van Horne & Wachowicz, Financial Management, Prentice Hall.
3. Srivastava, Rajiv and Mishra, Anil, Financial Management, Oxford Publishing House.
4. Khan and Jain, Financial Management, TMH.
5. J.K Singh, Fundamental of Financial Management, Galgotias Publication.

BOFM 2013: RESEARCH METHODOLOGY

Course Description: This course provides an exposure to the students about the nature and extent of research orientation, which they are expected to possess when they enter the industry as practitioners.

Course Outcome:

On completion of this course, the students will be able to:

1. Define the basic framework of research.
2. Analyse the various research designs used in the research.
3. Identify the various sources of data collection.
4. Explain the different scaling techniques to conducting research.
5. Demonstrate the techniques of data analysis in research more appropriately.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Nature and Scope of Business Research – Role of Business Research in decision making. Applications of Business Research; The Research process – Steps in the research process; the research proposal; Problem Formulation: Management decision problem vs. Business Research problem.	5
Unit II: Research Design Research Design: Exploratory, Descriptive & Causal. Validity in experimentation-internal validity and external validity. Secondary Data Research: Advantages & Disadvantages of Secondary Data, Criteria for evaluating secondary sources, secondary sources of data in Indian Context, Syndicated Research (in India).	5
Unit III: Primary Data Collection Survey Vs Observations. Random sample collection methods. Comparison of self-administered, telephone, mail, emails techniques. Qualitative Research Tools: Depth Interviews focus groups and projective techniques.	10
Unit IV: Measurement & Scaling Primary scales of Measurement-Nominal, Ordinal, and Interval & Ratio. Scaling techniques-paired comparison, rank order, constant sum, semantic differential, itemized ratings, Likert Scale; Questionnaire-form & design. Fundamentals of Scale Evaluation-Reliability, Validity and Generalizability Sampling: Sampling techniques, determination of sample size using statistical techniques, Cronbach's Alpha test for reliability (using the software).	10
Unit V: Data and the Methods of Analysis Data and the Methods of Analysis: Analysis of Variance (ANOVA) One-Way & Two-Way, Chi-square test (goodness of fit). Multivariate Data Analysis: Factor Analysis(Principal Component Analysis), Discriminant Analysis. The above statistical test also to be explained using statistical software packages.	10

Text Books:

- 1.Chawla, D, &Sondhi,N. (2011) Research Methodology Concepts and Cases (1st ed.), Vikas Publishing House.
2. Malhotra, N & Dash. S (2010) Marketing Research An Applied Orientation (6th ed.), Pearson, Prentice Hall of India.

Reference books and supplementary resources:

- 1.Zikmund, W.G., Babin, B.J., Carr, J.C. & Griffin, M. (2013) Business Research Methods (9th ed.), Cengage Learning.
- 2.Johnson, R.A. &Wichern, D.W. (1997) Business Statistics-Decision Making with Data (1st ed.), John Wiley & Sons.
- 3.Cooper, D.R. & Schindler, P.S. (2008) Business Research Methods (10th ed.), McGraw Hill Education.

BOFM3015: ORGANIZATIONAL BEHAVIOUR

Course Description: This course acquaints the students with the fundamentals of managing business and to understand individual and group behavior at workplace so as to improve the effectiveness of an organization.

Course Outcomes:

On completion of this course, the students will be able to:

1. Explain the various forms of business organizations along with their suitability.
2. Develop an understanding of the dynamics of planning, decision-making, control and organizational structures in an organizational context as well as in real life situations.
3. Demonstrate their understanding with respect to conceptual foundations of organizational behaviour and various theories of perception, personality and learning.
4. Identify the various leadership styles and the role of leaders in an organization.
5. Analyse the complexities associated with management of the group behaviour in the organization.

Course Contents:

Units	Number of Lectures
Unit I: Forms of Business Ownership & Management theories Basic forms of Business Ownership: Sole proprietorship, Partnerships, Corporations/ Company, Cooperatives: Advantages and Disadvantages; An Introduction to Special forms of ownership: Franchising, Licensing, Leasing; Evolution of Management Theory: Classical, Behavioural, Systems and Contingency approaches to Management, Managerial functions and roles (Henry Mintzberg).	8
Unit II: Planning, Decision-making, Control & Organizational structures Overview of Planning: Types of Plans, The planning process, Making plans effective, MBO as a tool for planning; Decision making: Process, Types and Techniques. Control: Function, Process and types of Control; Principles of organizing: Common Organisational structures-Functional product, Division, Customer, Geographic / Regional, Matrix, Hybrid, Networking organisational structures; Delegation & Decentralization: Factors affecting the extent of decentralization, Process and Principles of delegation.	10
Unit III: Organizational Behavior, Personality, Perception & Learning Conceptual Foundations and Importance of organizational Behaviour, Perception and Attribution: Concept, Nature, Process, Personality: Concept, Types and Theories of Personality, Learning: Concept and Theories of Learning, reinforcement, Emotional Intelligence.	6
Unit IV: Motivation & Leadership Motivation: Concepts and their application, Need (Maslow and Herzberg), Content & Process theories, Expectancy theory, Equity theory, goal Setting theory. Leadership: Leaders and Leadership Process: Traits, Behaviour, and Situational theories, Hersey & Blanchard's situational Leadership Model, Likert's 4 system model, Fiedler's Leadership contingency theory, House's Path-goal theory, Contemporary Leadership issues: Charismatic and Transformational Leadership	10
Unit V: Power, Politics, Conflict & Change in organization Organisational Power and Politics: Concept, Sources of Power, Tactics to gain	6

power in organizations. Nature of organisational politics. Conflict: Concept, Sources, Types, Stages of conflict, Management of conflict, Organisational Change: Concept, Resistance to change, Managing resistance to change, Implementing Change, Kurt Lewin's Theory of Change.	
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Text books:

1. Chhabra T.N & Singh B.P, Organization Theory & Behaviour, Dhanpat Rai & Co.

Reference books and supplementary resources:

1. Robbins Stephen P., Organisational Behaviour, Pearson Education.
2. Luthans Fred, Organisational Behaviour, Tata McGraw Hill.
3. Koontz & Heinz Weihrich, Essential of management McGraw Hill.
4. Kaul, Vijay Kumar, Management- Text & Cases, Vikas Publishing, New Delhi.
5. Stephen P. Robbins and Mary Coulter, Management, Pearson Education.
6. Y.K. Bhushan, Fundamentals of Business Organisation & Management.
7. Principles of Management, Gilbert, McGraw Hill.
8. Richard L. Daft, Principles of Management, Cengage Learning, India.
9. Newstrom John W.: Organisational Behaviour, Tata McGraw Hill.

BOFM3016: FINANCIAL MARKETS AND INSTITUTIONS

Course Description: This course provides a deep understanding of various financial institutions and markets in India that exist in an economic system. Students will be able to know about the functioning of Indian financial system and develop a sound understanding of various concepts, tools and techniques related to financial institutions and markets. The students will be conversant with the latest trends and happenings in the context of not only Indian but globalized financial markets also. The course further deals with the day to day changes in the financial markets and provides students with insights about the structure, working and organization of the Indian financial institutions.

Course Outcomes:

On completion of this course, the students will be able to:

1. Understand the role and functioning of financial institutions and markets.
2. Articulate the structure and impact of regulatory considerations on Indian financial institutions.
3. Understand and apply various tools and techniques to manage financial institutions.
4. Demonstrate knowledge of the operation and management of insurance entities, and the economic implications of organizational design and structure.
5. Differentiate and understand concept of Merchant Banking and to evaluate investment performance and portfolio revision techniques.

Course Contents:

Units	Number of Lectures
Unit I: Introduction to Financial markets Nature and role of financial system; Financial system and financial markets; Financial system and economic development; Indian financial system, Money and capital markets Money market- meaning, constituents, functions of money market; Money market instruments- call money; treasury bills certificates of deposits, commercial bills trade bills etc; Recent trends in Indian money market, Capital market-Primary and secondary markets; Government securities market; Role of SEBI-an overview.	8
Unit II: Reserve Bank of India & Commercial Banks Organization, management and functions; Credit creation and credit control; Monetary Policy. Meaning, functions, managements and investment policies of commercial banks; present structure; e banking and e trading; emerging trends in commercial banks.	8
Unit III: All India and State Level Financial Institutions Concept, Objectives and functions of financial institutions; Operational and promotional activities of financial institutions; IFCI, ICICI, IDBI, IRBI, SIDBI. Objectives, functions and role of state level financial institutions, Role of state level financial institutions in industrial finance.MFIs- Meaning, Need, Functions, Channels, Products & Services, Current Scenario of Micro Finance Institutions in India. Determinants of interest rate structure; Differential interest rate; Recent changes in interest rate structure.	8
Unit IV: Insurance Sector, and Non-Banking Financial institutions Insurance- concept, organization structure, functions and types. Insurance Regulatory and Development Authority-role and functions. Role and importance of non-banking financial institutions; Sources of finance;	7

Functions of non-banking financial institutions; Challenges faced by non-banking financial institutions in India.	
Unit V: Mutual Funds and Merchant Banking The concept of mutual funds – organization and regulation of mutual funds (with special reference to SEBI guidelines), Mutual Fund Schemes, Mutual Fund Valuation(NAV), Designing and marketing of mutual funds schemes; Latest mutual fund schemes in India- an overview; Performance evaluation of mutual funds. Merchant banking - Functions and growth of Merchant Banking, Merchant banking and Investment banking, Merchant banking in India, SEBI guidelines for merchant banking of India.	6

Text books:

1. Pathak, B. V. (2011). The Indian Financial System: Markets, Institutions and Services. Pearson Publication, New Delhi, 3/e.

Reference Books and Supplementary Resources:

1. Avdhani, V. A. (2011). Investment and Securities Markets in India. Himalaya Publishing House, New Delhi, 9/e.
2. Gomez, C. (2013). Financial Markets, Institutions and Financial Services. Prentice Hall of India, Delhi.
3. Bhole, L.M. &Mahakud, J. (2009). Financial Institutions and Markets. Tata McGraw-Hill Education, New Delhi, 5/e.
4. Mishkin, F. S., Eakins, S. G. (2009). Financial Markets and Institutions. Pearson Education, New Delhi.
5. Saunders (2007). Management of Financial Markets and Institutions. Tata McGraw Hill, New Delhi, 3/e.
6. Vij, M. &Dhawan, S. (2011), Merchant Banking and Financial Services. Tata McGraw Hill, New Delhi.
7. Khan, M.Y. (2013).Indian Financial System.McGraw Hill Education (India) Private Limited, New Delhi, 8/e.
8. Varshney, P. N. &Mittal, D. K. (2000). Indian Financial System. Sultan Chand & Sons, New Delhi.
9. Maciraju, H. R. (2009). Indian Financial System, Vikas Publishing House Pvt. Ltd., New Delhi, 3/e.
10. Pandian, P. (2010). Financial Services and Markets.Vikas Publishing House Pvt. Ltd., New Delhi.

BOFM3017: FINANCIAL STATEMENT INTERPRETATION AND REPORTING

Course Description: In a developing economy like India, financial statements and their interpretation and reporting has been acknowledged by all. Convergence of the reports with international standards is the need of the day. As a result, the knowledge of such standards has become absolutely necessary. In view of this, the subject interpretation and analysis of financial statements has gained importance.

Course Outcomes

On completion of this course, the students will be able to:

1. Explain financial reporting scenario in international markets and its differences with India
2. Define framework for International Financial Reporting Standards
3. Develop understanding about conceptual knowledge of IFRS 2 to 13
4. Develop understanding about recent developments in financial reporting standards
5. Interpret financial Statements, viz., Income statements, Balance sheets and Cash flow statements

Course Contents:

Units	Number of Lectures
Unit I: Financial Reporting An Introduction Introduction, Causes of International Differences, Major differences in Financial Reporting, Indian GAAP, US GAAP, IAS and IFRS, International organizations engaged in accounting harmonization. International Classification of Financial Reporting, International Harmonization of Accounting, The Requirements of International Accounting Standards, Role of IFRS in Cross Border Capital Allocation.	8
Unit II: IFRS Framework International Financial Reporting Standard (IFRS) meaning of standardization. The structure of IFRS. Process of IFRS Standard Setting, Constraints, Hierarchy of Standards. IFRS adoption or convergence in different countries, IFRs 1 (First time adopters).	8
Unit III: IFRS Coverage International Financial Reporting Standards 2 – 13 (a brief study), Case studies on compliance with IFRS by Indian Companies and MNCs.	8
Unit IV: Developments In Financial Reporting Value Added Statement, Economic Value Added, Market Value Added, Shareholder's Value Added, Human Resource Reporting (conceptual framework only).	8
Unit V: Interpreting Financial Statements Interpreting Financial Statements: interpreting Income statements, interpreting Balance sheets and interpreting Cash flow statements.	8

Text Books

1. Mehra, A; Seth, S.; "Financial Statements interpretation and reporting"; Kalyani Publishers.

Note: Latest edition of text book may be used.

Reference Books and supplementary resources:

1. Buffet, Warren; “Interpretation of Financial statement”; Mary Buffet Publications
2. Morley, Mike; “IFRS Simplified: A fast and easy-to-understand overview of the new International Financial Reporting Standards”.
3. Tiffin, Ralph; “The Complete Guide to International Financial Reporting Standards “; Viva Publications.

BOFM 3018: BUSINESS ETHICS AND CORPORATE GOVERNANCE

Course Description: Today the financial success is not the sole criterion to measure the performance of a business organization rather its performance is also judged by non financial parameters. This course is designed to discuss all these governance issues in detail which arise in corporate framework and emphasize on the importance of business ethics, corporate governance and corporate social responsibility.

Course Outcomes:

On the successful completion of the course the students will be able to:

1. Define the concept and importance of corporate responsibility and business ethics.
2. Evaluate concept of and its significance corporate governance for any organization.
3. Develop an understanding of the privacy in workplace and sexual harassment laws.
4. Appraise the framework governing insider trading, whistle blowing, clause 49.
5. Identify common factors in all the corporate scandals and measure undertaken to control such factors.

Course Contents:

Unit	Number of lectures
Unit I: Introduction to Business Ethics Concept and Scope of Management, Functions of Management, Progress in Management area, Process of Planning, Delegation, Decentralization & Staffing, Nature & Scope of Organizational behavior, Predecessors of OB, Subsequent phases of Hawthorn Studies, Emerging Challenges in OB.	4
Unit II: Principles and Theories of Business Ethics Principles of business ethics, Characteristics of ethical organization, Theories of business ethics, Globalization and Business ethics, Stakeholders' protection.	6
Unit III: Managing Ethical Behavior Individual influences on ethical behavior, Organizational influences on ethical behavior, creating an ethical organization, Designing Policies: Corporate codes of conduct, Privacy in the workplace, Sexual harassment.	8
Unit IV: Corporate Governance and Codes and Standards Conceptual framework of corporate and corporate governance, Insider trading, Rating agencies, Whistle blowing, Corporate governance reforms, Initiatives in India including clause 49 Major corporate scandals in India and abroad, Guidelines and codes of best practice in developing and emerging markets.	14

<p>Unit V : Corporate Social Responsibility</p> <p>CSR: Concept and need, Arguments for and against, Strategic Planning and corporate social responsibility, Corporate philanthropy, CSR and corporate sustainability, CSR and business ethics, CSR and corporate governance, Environmental aspect of CSR, CSR models, Drivers of CSR, Important CSR initiatives in India.</p>	<p>8</p>
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Textbooks:

1. Fernando, A. C. Corporate Governance- Principles, Policies and Practices.
2. Bhanu Murthy, K. V. & Krishna, U. Politics Ethics and Social Responsibilities of Business, Pearson Education, 2010.

Reference Books and supplementary Materials:

1. Sharma J. P. Corporate Governance, Business Ethics & CSR. Ane Books Pvt. Ltd.
2. Mallin, C. A. Corporate Governance. Oxford University Press (Indian Edition).

BOFM 4023: SECURITY ANALYSIS & PORTFOLIO MANAGEMENT

Course Description: The aim of this course is to provide a conceptual framework for investment analysis and construction of Portfolios with references related from both the Indian and the International financial system.

Course Outcomes:

1. Discuss the basics of financial investments and the risk and return relationships of securities.
2. Apply the valuation models of Bonds and Equity for decision making.
3. Examine the theories, tools and techniques related to security analysis.
4. Analyze and learn how to construct portfolios with reference to risk and return framework as per the Markowitz Model of Portfolio Analysis.
5. Differentiate between Markowitz Model of Portfolio Analysis and Capital Asset Pricing Model.

Course Contents:

Units	Number of Lectures
Unit I: Basics of Risk and Return Concept of returns, application of standard deviation, coefficient of variation, beta, alpha.	10
Unit II: Valuation of Securities Share valuation: Dividend discount models- no growth, constant growth, two stage growth model, multiple stages; Relative valuation models using P/E ratio, book value to market value Bonds: present value of a bond, yield to maturity, yield to call, yield to put, systematic risk, price risk, interest rate risk, default risk. Yield curve and theories regarding shape of yield curve. Unsystematic risk and non-risk factors that influence yields. Duration and modified duration, immunization of a bond portfolio.	10
Unit III: Fundamental analysis and Technical Analysis: EIC framework; Economic analysis: Leading lagging & coincident macro-economic indicators. Technical analysis: meaning, assumptions, difference between technical and fundamental analysis; Price indicators- Dow theory, advances and declines, new highs and lows- circuit filters. Volume indicators- Dow Theory, small investor volumes.	10
Unit IV: Portfolio Analysis Portfolio risk and return, Markowitz portfolio model: risk and return for 2 and 3 asset portfolios, concept of efficient frontier & optimum portfolio. Market Model: concept of beta systematic and unsystematic risk. Investor risk and return preferences: Indifference curves and the efficient frontier.	10
Unit V: Capital Asset Pricing Model (CAPM): Efficient frontier with a combination of risky and risk-free assets. Assumptions of single period classical CAPM model. Characteristic line, Capital Market Line, Security market Line. Expected return, required return, overvalued and undervalued assets.	10

Text books:

1. Prasanna Chandra: Investment Analysis and Portfolio Management; Tata Mcgraw Hill Education Private Limited

Reference books and Supplementary Resources:

1. Fischer, D.E. & Jordan, R.J."Security Analysis & Portfolio Management" ; Pearson Education.

BOFM4024: INCOME TAX

Course Description: This course provides basic knowledge and equips students with application of principles and provisions of Income-Tax Act, 1961. The course will acquaint students with the Income tax structure and its implications of tax planning.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop an understanding of the way in which taxation law is administered in relation to Basic concepts of income and Agricultural income.
2. Apply the method of computing the income under the head 'salary' and 'house property'.
3. Apply the method of computing the income under the head 'Profit and gains from business and profession' and 'Capital gains'.
4. Evaluate and develop conceptual understanding of Clubbing of income, set-off and carry forward of losses.
5. Learn and apply the ways of filing of return of income through software and Assessment procedure.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Basic concepts: Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax; Residential status; Scope of total income on the basis of residential status Exempted income under section 10	10
Unit II: Computation of Income under different heads of Income Income from Salaries; Income from house property	10
Unit III: Computation of Income under different heads of Income Profits and gains of business or profession; Capital gains; Income from other sources	10
Unit IV: Computation of Total Income and Tax Liability Clubbing of income, set-off and carry forward of losses, Deductions under Chapter VI-A, Partial Integration of Agricultural income, rebates and reliefs, Computation of total income and tax liability of individuals & Partnership firm.	5
Unit V: Preparation of Return of Income Preparation and filing of return of income through software, Provision & Procedures of compulsory online filing of returns for specified assesses. Assessment procedure. Introduction of Direct Tax Code.	5

Text books:

1. Dr. Vinod K. Singhania and Dr. Monica Singhania; Students guide to income tax, Taxmann Publications.

Reference books and supplementary resources:

1. Girish Ahuja and Ravi Gupta; Systematic Approach to Income Tax: Bharat Law House.
2. Mahesh Chandra, D.C Shukla; Income Tax Law and Practice: Pragati Publications.
3. S.P Goyal; Direct tax planning: Sahitya Bhawan.
4. CBDT Circulars (latest)

BBAF4025: MANAGEMENT OF FINANCIAL INSTITUTIONS

Course Description: This course is designed to provide an understanding of the essential elements of Management of financial institutions and covers basics of financial intermediaries, financial markets, market risk and flow of funds in market.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop an understanding of various aspects related to management of financial institutions.
2. Demonstrate various ways in which synergy is created and examine various form of flow of funds.
3. Identify Factors affecting institutional risk management.
4. Evaluate financially, credit and risk management techniques.
5. Appraise various alternatives available for measurement of risk.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Financial Intermediation; Kinds of Intermediation; Financial Institution and its kinds; An overview of the Indian financial system; Regulation of Banks, NBFCs & FIs; Products offered by Banks and FIs. CRR & SLR management; Capital Adequacy: Capital adequacy norms; Basel agreement-II&III; effect of capital requirements on bank operating policies.	10
Unit II: Flow of Funds in Financial Market Statement of Financial Sector: Flow of Funds Accounts – Sector wise and Instrument wise. Statements of Financial Institution: Analyzing Bank’s Financial Statement: The balance sheet; income statement; Cash Flow Statement; profitability, liquidity and solvency analysis; Performance Analysis of banks: CAMELS Risk system; KPIs; Data Envelopment Analysis. Asset Liability Management: RBI guidelines on asset liability management.	7
Unit III: Institutional Risk Institutional Risk Management: Interest Rate Risk; Market Risk; Credit Risk; Liquidity Risk; Operational Risk. Determination of Interest Rate. Theories of Interest Rates: Classical Theory; Loanable Funds Theory; Liquidity Preference Theory; Term Structure of Interest Rates. Interest Rate Risk Management: Measurement of Interest Rate Risk; Duration and its kinds; Convexity. Managing Interest Rate Risk: Repricing Gap Model, Maturity Matching Model, Duration Gap Model, Cash Flow Matching Model; Convexity	10

Adjustments.	
Unit IV: Risk Management Credit & Liquidity Risk Management: Types of Assets, NPA & its types, Management of NPA, Measurement of Credit Risk – Qualitative and Quantitative models. Modelling Credit Risk; Term Structure of Credit Risk; Managing Credit Risk: Credit Analysis and kinds of Loans; Pricing of Loans.	7
Unit V: Liquidity Risk Management Liquidity Risk Management: Measurement of Liquidity Risk; Measures of Liquidity Exposure; Causes of Liquidity risk: Asset-Side and Liability-Side; Managing Liquidity Risk: Purchased Liquidity management and Stored Liquidity management; Liquidity Planning; Deposit Insurance; Discount Window.	6

Text Books:

1. Saunders & Cornett – “Financial Institutions Management – A risk management approach” Tata McGraw Hill
2. Resti & Sironi – “Risk management and shareholders’ value in banking” John Wiley
3. Rose & Hudgins – “Bank management and financial services”

Reference books and supplementary resources:

1. IIBF-“Bank Financial Management ”
2. Paul& Suresh – “Management of Banking and Financial Services ”
3. Subramanyam – “Investment Banking ”
4. Madhuvij -- “Management of financial institutions”

BOFM4026: MARKETING MANAGEMENT

Course Description: This course aims at providing an understanding of the application of marketing theories, concepts, and practices as they relate to the management of the marketing function in a complex organization. Emphasis will be on the managerial aspects of marketing plans, including analysis of the external environment.

Course Outcomes:

On completion of this course, the students will be able to:

1. Appreciate the fundamentals of implementing the marketing function in an organization.
2. Demonstrate the ability to carry out a targeting and positioning plan in marketing.
3. Describe a unique marketing mixes and selling propositions for specific products.
4. Formulate and assess strategic, operational and tactical marketing decisions.
5. Evaluate the social, legal, political and ethical concerns in marketing.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Traditional view of marketing; Evolution of marketing concept; Modern concept of marketing; Marketing functions and role; Marketing management process- a strategic perspective. Marketing Environment: Significance of scanning marketing environment; Consumer buying decision process and influences.	8
Unit II: Segmentation Targeting and Positioning: Bases and procedure for segmenting a consumer market; Criteria for effective market segmentation; Target market selection and strategies; Positioning – concept, bases and process.	8
Unit III: Product and Pricing Decisions Product concept and classification; Major product decisions; New product development; Consumer adoption and innovation diffusion, Product life cycle – concept and appropriate strategies to be adopted at different stages. Objectives of pricing; Factors affecting price of a product; Procedure for setting price; Pricing policies and strategies.	8
Unit IV: Distribution and Promotion Decision Channels of distribution – concept and importance, middlemen and their functions; Channel management, Retailing and wholesaling – Developments and Indian perspective; Distribution logistics. Meaning and importance of promotion; Communication process; Promotion tools- their effectiveness; Determining optimal promotion mix; Promotion scenario in India.	8
Unit V: Social, Ethical and Legal Aspects of Marketing Consumer Protection in India; Services marketing, rural marketing, direct marketing, internet marketing – Issues, salient features and their applications in India.	8

Text books:

1. Kotler Philip and Kevin Keller Marketing Management, 13th ed., Pearson Prentice (Latest Edition).

Reference books and supplementary resources:

1. Kotler, Philip, and Gary Armstrong, Principles of Marketing, 12th ed., Pearson Prentice-Hall.
2. Etzel, Michael J., Bruce J.Walker and William J. Stanton, Fundamentals of Marketing, 11th ed., McGraw Hill, 2008.
3. McCarthy, E. Jerome, Joseph P. Cannon and William D. Perrault, Jr., Basic Marketing: A Managerial Approach, 9th ed., McGraw Hills, 2008.
4. Keller, Philip, Keller Kevin lane, Koshy Abraham, JhaMithileshwar, Marketing Management: A South Asian Perspective, 13th Edition, 2008

BOFM5032: INDIRECT TAX

Course Description: Tax laws in India are reincarnated after introduction of Goods and Services Tax Laws in India. Appreciating this changing facade of indirect tax system in India, this course has been designed to give an orientation to the learners towards the newly introduced Goods and Services Tax System along with the related existing indirect tax laws.

Course Outcomes:

On completion of this course, the students will be able to:

1. Describe basic knowledge of the provisions of Goods and Services Tax Act along with the previously prevailing indirect tax laws in India.
2. Apply working knowledge regarding Legal Framework of Goods & Services Tax Act in India.
3. Demonstrate tax liability pertaining to these laws.
4. Apply knowledge of Assessment, Filing of Returns and E-filing as per GST Act.
5. Develop an understanding of the processes related to Inspection, Search, Seizure and Arrest, Demands and Recovery, Liability to Pay in Certain Cases.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Legal Framework of Goods & Services Tax Act In India, Terminology, Comparison Between Indirect Tax System and Goods & Services Tax System in India, Administration, and Registration.	6
Unit II: Estimation of Tax Liability & Documentation Levy and Collection of Tax, Time and Value of Supply, Input Tax Credit, Tax Invoice, Credit and Debit Notes, Accounts and Records.	8
Unit III: Tax Procedures-I Assessment, Filing of Returns, E-filing, Payment Of Tax, Refunds and Audit.	8
Unit IV: Tax Procedures-II Inspection, Search, Seizure And Arrest, Demands And Recovery, Liability To Pay In Certain Cases, Advance Ruling, Appeals And Revision, Offences And Penalties, Transitional Provisions, Miscellaneous Provisions.	8
Unit V: Other Legislations Customs Laws- Basic concepts of customs law, Territorial waters, high seas, Types of custom duties – Basic, Countervailing & Anti- Dumping Duty, Safeguard Duty, Valuation, Customs Procedures, Import and Export Procedures, Baggage, Exemptions.	10

Text Books:

1. Datey, V.S. (2018). Indirect Tax Law and Practice. Taxman Publications Pvt. Ltd., Delhi.

Reference Books and Supplementary Resources:

1. Bare Act, The Central Goods And Services Tax Act, 2017.
2. GST Law and Analysis with Conceptual Procedures: By Bimal Jain and Isha Bansal.
3. S.S Gupta, “GST: How to meet your obligations”, Taxman Publications.

BOFM5033: FUND MANAGEMENT IN BANKING AND INSURANCE

Course Description: This course intends to provide a basic understanding of the insurance and banking sector and the funds mechanism in these industries. It encompasses the priority sector lending practices followed by banks in India, Basel norms governing the operation of banks, mechanism for management of reserves by commercial banks and deposit and lending practices. The course also covers the risk management and fund mobilization practices utilized by insurance industry.

Course Outcomes:

On completion of the course, the student would be able to:

1. Understand the working of fund management in banking and insurance.
2. Analyse various types of liquidity management theories and priority sector lending.
3. Appreciate various dimensions of Basel norms, reserve requirements, loan policies and bank marketing
4. Appraise the working of insurance industry in India, types of insurance and associated risk identification and evaluation.
5. Evaluate regulations of IRDA and globalisation of insurance business.

Course Contents:

Units	Number of Lectures
Unit I: Commercial Banks: Capital Fund and Liquidity Management Theories of Liquidity Management; Priorities in the allocation of Bank Funds; Problems in Resource Allocation in India; Meaning and Functions of Capital Funds; Standard to Measure Capital Adequacy; Capital Adequacy norms. BASEL norms.	8
Unit II : Commercial Banks: Management of Reserves Nature and Purpose of Primary and Secondary Reserves; Nature and Functions of Legal and working reserves Cash Management in Commercial Banks; Factors Influencing Secondary Reserves; Estimation and Management of Secondary Reserves.	8
Unit III: Management of Bank Deposits and Loans Characteristics of Commercial Loans; Loan Policy; Evaluating Loan Application, Credit Information, Credit Analysis and Credit Decision, Priority Sector Lending Policies in India, Concept of Bank Marketing; Marketing Approach to Deposit Mobilization; Marketing Strategies for Banks Opportunity Analysis, Target Market and Competitive Positioning, Implementing Marketing Strategy.	8
Unit IV: Risk Management in Insurance Business Principles of Insurance and Insurance Contracts; Risk Identification and Risk Evaluation; Risk Management Techniques; Types of Insurance – Personal Life Insurance, Health Insurance, General Commercial Insurance: Fire, Motor, Aviation, Engineering, Agriculture and Marine.	8
Unit V : Fund Mobilization in Insurance Business Role of insurance in commerce and trade; Economics of Insurance Business: Value Chain Analysis, Insurance Fund Mobilization; Regulation of Insurance and IRDA; Domestic Economy and Insurance; Globalization of Insurance Business and Fund Mobilization.	8

Text Books:

1. Sinkey, Joseph F. Jr : Commercial Banks Financial management, Prentice Hall, Delhi.
2. George E. Rejda: Principles of Risk Management & Insurance, Pearson: New Delhi.

Reference Books and Supplementary Resources:

1. Bakerwelford, A.W. and WW Otter Barry: Law Relating to Fire Insurance, Butterworth & Co. Ltd., London.
2. Dinsdale, W.A.: Elements of Insurance, Pitman. Government of India, Insurance Act 1937 as amended. Jadhav, Narendra: Challenges to Indian Banking, ed., Macmillan, New Delhi.
3. Joet, Bessis : Risk Management in Banking, John Wiley.

BOFM5034: HUMAN RESOURCE MANAGEMENT

Course Description: The purpose of this course is to bring out issues involved in the management of human resources (HRM), both from current theory as well as practice. The course will examine individuals at work and discuss various aspects which are basic to human motivation at work and in fulfilling career aspirations within organizations. Human resource management involves various issues right from selection-placement to performance appraisal, salary-career management, and training, etc. of employees in organizations.

Course Outcomes

On completion of this course, the students will be able to:

1. Describe the scope and applications of Human resource Management.
2. Explain the various dimensions related to management of Human Resources.
3. Analyze the strategic role of human resource management in organizations and develop an insight into the managerial skills required to effectively manage people in an organization.
4. Demonstrate the knowledge of compensation plans and benefit programs appropriate for various types of organizations.
5. Identify and describe the context in which unions and employers meet to organize, bargain, and resolve disputes.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Nature, scope, role, importance and functions of HRM, Evolution of HRM, Personnel Management vs. HRM, Challenges and New trends in HRM, Strategies for the New Millennium: Role of HRM in Strategic Management.	6
Unit II: Acquiring Human Resources Objectives and Process HR Planning, Job Analysis – Job Description and Job Specification, Recruitment – Sources and Process, Selection Process – Tests and Interviews, Placement and Induction, Job Changes – Transfers, Promotions/Demotions, Separations.	8
Unit III: Developing Human Resources Concept, Importance and Types of Training, Methods of Training, Designing a Training Programme, Evaluation of Training Effectiveness, Performance and Potential Appraisal – Concept and Objectives, Traditional and Modern Methods for Evaluation of Employee Performance, Limitations of Performance Appraisal Methods.	8
Unit IV: Compensation and Industrial Relations Types of Compensation, Job Evaluation – Concept, Process and Significance, Components of Employee Remuneration – Base and Supplementary. Dynamics of Industrial Relations, Discipline and Grievance Management, Collective Bargaining.	12
	6

Unit V: Current issues in HRM	
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Human Resource Outsourcing, Work-life balance, International HRM, Managing Inter Country Differences, Dual Career Couples, Employee and Ergonomics.	
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Text Books

1. Aswathappa, K., Human Resource Management, McGraw Hill Education.

Reference Books and Supplementary Resources

1. Durai, P. (2013). Human Resource Management, Pearson Education.
2. Rao, V.S.P. Human Resource Management: Text and Cases. Excel Books.
3. Bohlander, Snell & Sherman (2012). Human Resource Management. Thomson Press.

BOFM5035: ACTUARIAL SCIENCE

Course Description: this course is designed to prepare students to pursue careers in quantitative finance. The aim of the Financial Mathematics course is to provide grounding in Financial Mathematics and their applications. The course provides an understanding of the fundamental mathematical and business-related aspects of actuarial science. It utilizes financial mathematics to be used for valuation, pricing, asset/liability management, investment income, and valuation of contingent cash flows.

Course Outcomes:

On completion of this course, the students will be able to:

1. Demonstrate an understanding of the fundamental elements of actuarial science.
2. Demonstrate an understanding of the basic concepts of financial mathematics and their application in calculating present and accumulated values for different streams of cash flows as a basis for future use in: valuation, pricing, asset/liability management, investment income, and valuation of contingent cash flows.
3. Apply the theoretical basis of certain actuarial models and life contingent models and other areas involving financial risk.
4. Analyze Annuities, Payments and Policy Value in insurance.
5. Apply valuations of joint life and annuities in insurance business organizations.

Course Contents:

Units	Number of Lectures
Unit I: Actuarial Science Basic Mathematics: Basic functions, Annuities-certain.	6
Unit II: Loans and Capital Redemption Loans repayable by installments, Simple methods of determining the rate of interest in a transaction, Capital redemption assurance, Valuation of simple loans and debentures.	10
Unit III: Life Contingencies Life Contingencies: Mortality tables, Elementary functions, the central death rate, Single life annuities and assurances, Commutation columns, Temporary and deferred annuities and assurances, Conversion tables.	10
Unit IV: Annuities, Assurance and Payments Special annuities and assurances, Periodical payments, Complete annuities, Policy value, Select and other tables.	6
Unit V: Joint Life and Contingent Annuities Joint-life Annuities and Assurances: Value of and premiums for joint-life and contingent annuities and assurances.	8

Text Books:

1. Harry Freeman, "Mathematics for Actuarial Students", Cambridge at the University Press. 1949.
2. Donald D.W.A. "Compound Interest and Annuities – Certain", 2nd Ed., Cambridge [Eng.] Published for the Institute of Actuaries and the Faculty of Actuaries at the University Press, 1970.

Reference Books and Supplementary Resources:

1. Underwood R.E., “The Elements of Actuarial Science”, Pitman.
2. John Freund’s , “Mathematical Statistics with Applications”, Prentice Hall.
3. Singh J.K., Business Mathematics, Himalayan Publication Pvt. Ltd.

BOFM5036: DERIVATIVES AND RISK MANAGEMENT

Course Description:

This course provides an introduction to Derivative assets such as futures, forwards, swaps, and options, mortgage and credit derivatives. It covers the pricing of these derivative assets as well as securities that contain embedded options. It enables the students to construct and evaluate risk management strategies related to static and dynamic hedging. Applications will be considered from equity, commodity, bond, and mortgage-backed markets.

Course Outcomes:

On completion of this course, the students will be able to:

1. Learn the basics of derivative and its use to hedge risk.
2. Understand the features of a forward and future contract and its valuation.
3. Comprehend the dynamics related to index and currency futures
4. Analyse the types of option and its valuation models.
5. Explain the swap contract and comprehend its functioning and uses.

Course Contents:

Units	Number of lectures
Unit I: Introduction Meaning and purpose of Derivatives, History of Derivative market, Derivative product, risk manage by derivative, Derivative and diversification, Derivative and insurance, OTC, exchanged traded, Participants and Criticism, Derivative Market in India - Present position in India- regulation; working and trading activity.	6
Unit II: Forward & Future Contract Features of forward contract, pricing of forward contract, settlement, cash & carry arbitrage, Reverse cash & carry arbitrage, future v/s forward, mark to market, open interest, volume, tick size, pricing of future, investment v/s consumption assets, interest yield and convergence.	8
Unit III: Index and Currency Futures Features and specification of index futures, contract size, contract value, pricing of index future, fair value, hedging with index futures, optimum hedge ratio, requirement of currency forward and futures, foreign exchange rate, forward premium & discount, hedging receivables & payables, Non deliverable forward.	10
Unit IV: Options Types of options; options trading; margins; valuation of options; Binomial option Pricing Model; Black-Schole model for Call/Put option; valuation of option, Index option; Option Markets- exchange traded option, over the counter option, quotes, trading, margins, clearing, regulation and taxation; warrants and convertibles.	10
Unit V: Swap Mechanism of interest rate Swaps, Valuation of interest rate swaps; currency swaps and its valuation; credit risk and swaps, Credit default swaps, Managing Market Risk -Hedging schemes-delta hedging, theta, gamma, relationship in delta; Vega and Rho; portfolio insurance.	6

Text Books:

1. Srivastava, rajiv. (2017). Derivatives and risk management, oxford university press.
2. Chance, Don M: An Introduction to Derivative; Dryden Press, International Edition.

Reference Books and Supplementary Resources:

1. Hull, J., Option: Future and other Derivative, Prentice hall, New Delhi.
2. Singh, Y.P, Fundamental of Investment Management, Galgotias Publication Pvt. Ltd.
3. Chew, Liian; Managing Derivative Risk, John Wily, New Jersey.
4. Das, Satyajit: SWAP and Derivative Financial Probus.
5. Kolb. Robert W.,: Understanding Future Markets, Prentice Hall Inc.,

BOFM6037: FIXED INCOME SECURITIES AND TREASURY MANAGEMENT

Course Description: The course introduces the students to fixed income securities and its valuation. The students learn about fixed income securities markets, valuation of fixed income securities and investment strategies for the same. Further, the course dwells into important aspects related to management of corporate treasuries. treasury risk management and designing treasury portfolios.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop an understanding of different types of fixed income securities and their characteristics.
2. Value fixed income securities and derive spot yield curve.
3. Identify passive and active fixed income portfolio management techniques.
4. Explain the scope of treasury within a corporate organization structure.
5. Analyze the various types of risks dealt by treasurers, its implications and limitations of risk management.

Course Contents:

Units	Number of Lectures
Unit I: Introduction to Fixed Income Securities Market and Development Introduction to Fixed Income Securities; Markets for Fixed Income Securities and recent developments; Avenues for Fixed income: Central Government Securities, Corporate Debt, Commercial Papers, Repos and other avenues; Bond Market Indices and Benchmarks.	8
Unit II: Valuation of Fixed Income Securities Attributes of a fixed income security; Valuation of Fixed Income Securities Risk Analysis of Fixed Income Securities; Yield curve and term structure analysis	8
Unit III: Investment Strategies in Fixed Income Securities Bond portfolio management Strategies, fixed income derivatives, fixed income investments in India.	8
Unit IV: Introduction to Treasury Management Scope of Treasury within a corporate organization structure, establishing treasury policy and procedures, responsibility of corporate treasurer, functions of a corporate treasury.	8
Unit V: Designing Treasury Portfolio and Treasury Risk Management Designing and managing a treasury portfolio, treasury risk management, cross currency transactions, its risk and rewards, elements of uncertainty, sources of risk, types of risks dealt by treasurers, implications and limitations of risk management.	8

Text Books:

1. Suresh M. Sundaresan ; Fixed Income Markets and Their Derivatives, International Thomson Publishing.
2. S.K. Bagchi ,Jaico:,Treasury Risk Management, Book Pub, 2005.

3. Frank Fabozzi: Bond Markets, Analysis and Strategies, 2014, 9th edition.

Reference books and Supplementary Resources:

1. Martellini, Lionel, Philippe Priaulet and Stephane Priaulet, (2003): Fixed Income Securities: Valuation, Risk Management and Portfolio Strategies, John Wiley.
2. Jarrow, R. A.: Modeling fixed income securities and interest rate options
3. Fabozzi and Fleming : The Hand book of Fixed Income Securities
4. www.rbi.org
5. www.investopedia.com

BOFM6038: COMMODITY DERIVATIVES AND REAL ESTATE MARKETS

Course Description: This course focuses on two different domains of commodity and real estate markets. The course begins with an introduction to commodities market and subsequently dwells into operations mechanisms and investment strategies for commodities. The second part of the course is devoted to learning of real estate markets. Starting with a comprehensive introduction about real estates, the course moves into valuation of real estate s and further it educates about environment and sustainability concerns related to real estate markets.

Course Outcomes:

On completion of this course, the students will be able to:

1. Explain conceptual framework of commodities and real estate markets.
2. Design and construct generic strategies for investment in commodities and real estate markets.
3. Apply real estate rules and regulations in the real estate business world.
4. Evaluate real estate markets and assessment of various properties in business decisions.
5. Apply sustainability of the real estate market with emerging rules for business.

Course Contents:

Units	Number of Lectures
Unit I: Introduction to Commodity Derivatives Evolution of commodity exchanges, commodity derivatives, global commodity derivatives exchanges, latest developments. The NCDEX platform – Structure, exchange membership, risk management, clearing and settlement system and commodities traded on the NCDEX platform.	6
Unit II: Commodity Market Operations & Regulatory Framework Participants, Introduction to Commodity Forward contracts, futures and options, pricing commodity futures – Investment assets versus consumption assets, Cost of carry model, Futures basis, Rules governing Commodity Derivatives Exchanges, Investor grievances and Arbitration. Electronic Spot Exchange -NCDEX Spot Exchange Ltd. (NSPOT).	12
Unit III: Real Estate Introduction Real Estate Scope; Classification of real estate activities and peculiarities; Factors affecting real estate market; Role of Government in real estate market; Statutory provisions, laws, rules and regulations application, land use controls in property development, registration and licensing requirements; Transfer of titles and title records.	8
Unit IV: Real Estate Markets and Valuation Land and Property Market- variations and their functioning, concepts of fringe, peri-urban and urban land and the role of actors, agents and other institutions in these markets. Real Estate Valuation: The Valuer- his functions and responsibilities; the principle factors affecting the supply and demand for land and building; Principle types of landed property; Principles governing the rates of interest for different types of property; calculation of rental values-net income-virtual rent; valuation for sale and purchase of free-hold & leasehold properties; Rental method of valuation - land & building basis, mortgage, acquisition, taxation of properties.	8

<p>Unit V: Real Estate Market- Environmental Sustainability Sustainability In Real Estate Development; Environmental Impact Assessment in real estate development and management-Methodologies, for sites, large-scale projects like residential complexes, townships, malls, roads etc.; Role of technology in sustainable development of real estate. Note: Market simulation lab sessions on internet-based software to develop trading skills for commodity market to be part of pedagogy.</p>	6
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Text Books:

1. Chatnani N, Commodity Markets: Operations, Instrument and Applications, TMH
2. Narayan Laxmanrao, Real Estate Deals, Jain Book Depot

Reference Books and Supplementary Resources:

1. PrabinaRajib. Commodity Derivatives and Risk Management, Prentice Hall India.
2. Adukia, Rajkumar S, Real Estate Law Practice and Procedures A Complete Encyclopedia on Real Estate in 2 Volume, Jain Book Depot.

ELECTIVES

BOFM3020: FOREIGN EXCHANGE MARKETS

Course Description: This course has been designed to develop an understanding of various concepts relating to multinational finance and their application. It starts with the introduction of the global context of business and international flow of fund. It covers the functioning of foreign exchange market and parity conditions and focuses on management of foreign exchange exposure and financial functions of Multinational Corporation.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop knowledge of and ability to use the precise language of International Finance.
2. Evaluate the functioning of the institutions of international finance and use that knowledge to predict and assess the impacts and responses of governments, markets, and firms to various international situations.
3. Demonstrate an ability to use various theories to forecast currency future values and assess the pressure currency values are under.
4. Demonstrate an ability to analyze and evaluate both international financial borrowing and investment opportunities.
5. Extend the mathematics of finance into the realm of international finance by developing an ability to evaluate hedging opportunities, make and receive international payments, evaluate transactions in both dollar and foreign currency terms.

Course Contents:

Units	Number of Lectures
Unit I: Introduction Nature and Scope of International Finance, International Business activities and methods, International Financial Management Vs Domestic Financial Management, Issues in functioning of Multinational Corporations, Balance of Payment, Debit and Credits.	5
Unit II: Foreign Exchange Market Functions of Foreign Exchange market, Bid Price, ask price, spread, cross rates, spot rates and reciprocal rates in Foreign Exchange market. Theories of Foreign Exchange rate – Purchasing power parity, Interest rate parity, International fisher effect, arbitrage activities in foreign exchange markets, Foreign exchange risk – Transaction exposure, Translation exposure, Economics exposure and their management.	10
Unit III: Financial Management of Multinational Firm Foreign Direct Investment (FDI), Factors affecting FDI, cost of capital and capital structure decision of the multinational firm, multinational capital Budgeting – application and interpretation, multinational cash management and financing foreign operations	10

<p>Unit IV: International Parity Relationships</p> <p>Meaning and Nature of Parity, Purchasing power parity, Interest Rate Parity, Forward Market Parity, Fischer effect and International Fischer effect. Linking Parity conditions and forecasting future exchange rates</p>	5
<p>Unit V: Foreign Exchange Rate Risk Management</p> <p>Risk and Exposure, Transaction exposure and Quantification, Translation and economic exposure, Managing FX risk using internal and external techniques of Hedging</p>	10

Text books:

3. Vij, Madhu, International Financial Management, Excel Book, New Delhi.

Reference books and Supplementary Resources:

1. Sharan, Vyuptakesh, International Financial Management, PHI Learning, New Delhi.
2. Apte, P.G, International Financial Management, Tata McGraw Hill, New Delhi
3. Machiraju, H.R, International Financial Management, Himalayan Publishing House, New Delhi.
4. Siddaiah, T., International Financial Management, Pearson Education.

BOFM4028: ENTREPRENEURSHIP AND NEW VENTURES

Course Description: Entrepreneurship and new ventures is a comprehensive course. The Course Aims at Instituting Entrepreneurship Skills in the Students by giving an overview of who the entrepreneurs are and what competences are needed to become an Entrepreneur. The Objective of achieving sustained industrial development, regional growth, and employment generation has always depended on entrepreneurial development and small-scale industry. Keeping this in mind, this course intends to elaborate on the Human Relations aspects of entrepreneurship and family business management. It also covers the basic legal requirements for establishment of new Units, licensing, clearance and other legal compliances.

Course Outcomes:

On completion of this course, the students will be able to:

1. Understand the dynamics of Entrepreneurship.
2. Develop an understanding about concepts like Entrepreneur, E-Commerce, M-Commerce.
3. Develop an understanding of Legal challenges like Intellectual property, Patent, Trade mark, Licensing etc.
4. Familiarize themselves with Legal procedures of setting up and dissolution of a Business unit.
5. Develop an awareness of gender related entrepreneurship issues.

Course Content:

Unit	Number of Lectures
Unit I: Introduction to Entrepreneurship Entrepreneurship-Meaning and concept; Entrepreneur-Nature and Characteristics of successful entrepreneur; Entrepreneur Process; Ethics and Social Responsibility of Entrepreneur; Entrepreneur and Manager; E-Commerce and M-Commerce, Advantages and disadvantages of E-Commerce and M-Commerce. International trends in Entrepreneurship.	8
Unit II: Setting up Small Business Legal requirement for Establishment of new Units: Selection of project-product/service, location, feasibility, business plan, project profile, Constitution-sole proprietor, partnership, company, co-operative, franchising, obtaining SSI registration-PRC and PMT, obtaining clearances, arrange for land/shed, plant and machinery, infrastructure, project report, obtaining finance, implementation; Small industrial development bank of India (SIDBI); Legal challenges: Intellectual property, Patent, Copyrights, Trade mark, Trade secrets	8
Unit III: Business Plan Development Business Plan- What is the Business Plan; Who Should Write the Plan; Scope and Value; Information Needs- Marketing, Operational, Financial; Recent Venture Capital Initiatives taken by government and private sector, Steps in writing the business plan; Using and implementing the business plan; Why some business plan fails;	8

Marketing Plan- Meaning, Characteristics, marketing research process, marketing mix; Organizational Plan- Meaning, Legal forms of Business; Financial Plan – Meaning, Break even analysis, Practical questions on BEP point and desired Sales Volume.	
Unit IV: Family Business: Meaning, Transfer or Liquidation Family business – Meaning, Advantages of family business, disadvantages of family business, succession planning process, Transfer of business- Transfer to family Members, Transfer to non-family members; Selling of Business- Direct Sale, Employee Stock Option Plan, Management Buyout	8
Unit V: Women Entrepreneur Women entrepreneurship; meaning and concept; Challenges in the path of Women entrepreneur; Strategies for women entrepreneur development; Institutes supporting women entrepreneur in India: Consortium of women entrepreneurs of India (CWEI), Federation of Indian women entrepreneurs (FIWE), Federation of ladies organization (FLO), Women India trust (WIT), National bank for agriculture and rural development (NABARD), Self-employment women association (SEWA), Association of women entrepreneurs of Karnataka (AWAKE).	8

Text Books

1. Hisrich, Manimala Peters Shepherd, Entrepreneurship. Mc Graw Hill Education

Reference Books and Supplementary Resources:

1. Charantimath M. Poornima. Entrepreneurship Development Small business Enterprises' Pearson Education. 2009
2. Gupta.C.B, Business Entrepreneurship and management. Scholar tech press, (Latest Edition).
3. Khanka.S.S, Entrepreneurial Development, S.Chand
4. W.Zimmerer Thomas, Scarborough M. Norman. Essentials of Entrepreneurship and Small Business Management , PHI Learning pvt ltd.
5. Trehan, Alpana, Entrepreneurship . Biztantra.
6. Kuratko F. Donald, Hodgets M. Richard, Entrepreneurship in the new millennium. Cengage Learning.

BOFM6039: FINANCIAL SERVICES

Course Description: The financial services industry represents a merging of traditional banking, insurance, finance and accountancy businesses, with a focus on products such as banking services, wealth management, and insurance/risk management from individual consumers through to major corporations. The Financial Services course has been designed with our industry partners to allow graduates to gain the relevant competencies and skills to give them a competitive advantage when applying for employment in this sector.

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop understanding about Financial services and its related aspects
2. Describe about hire-purchase and leasing & its financial implications
3. Analyse working of miscellaneous financial services, like, merchant banking; book-building; venture capital, etc.
4. Examine various services related to management of investible funds, like mutual fund, pension funds, etc.
5. Analyse working of credit rating agencies and develop understanding about various consultancy services offered under financial services

Course Contents:

Units	Number of Lectures
Unit I: Introduction Concept, objectives, functions, and characteristics of financial services, concept and constituents of Financial Services market. Fund based and Fee based (non-fund based) – financial services, growth of financial services in India, regulatory framework, problems related to financial services sector.	8
Unit II: Hire Purchase and Leasing Meaning of hire purchase, regulatory framework and RBI guidelines for hire purchase – an overview, characteristic and types of lease – financial and operating, leasing process, services of lessor, advantage and limitations of lease financing, funding aspects of leasing and financial implications.	8
Unit III: Miscellaneous Financial Services Merchant banking: Project preparatory, Book Building Process, Venture capital and angel financing, Asset financing, Trade financing, Transaction Banking, factoring and forfaiting, Debit and credit cards.	8
Unit IV: Managing Investible funds Portfolio Management advisory, Mutual funds, pension funds, Investment Banking.	8
Unit V: Consultancy services Credit rating, and Business advisory services	8

Text books:

1. Gurusamy, S, Merchant Banking and Financial Services, Tata- McGraw Hill.

Reference Books and Supplementary Resources:

1. Khan, M.Y.: Financial Services, Tata McGraw Hill.
2. Vij, Madhu and Dhawan, Swati: Merchant Banking and Financial Services, McGraw Hill.
3. Bhole L.M: Financial Market and Institutions, Tata McGraw Hill, Delhi
4. Chandra, P.: Security Analysis and Portfolio Management, Tata McGraw-Hill.
5. Pandian, P.: Security Analysis and Portfolio Management, Vikas Publishing House Pvt. Ltd.

BOFM3021: FINANCIAL ECONOMETRICS

Course Description: This course is designed to cover essential tools for working with financial data, including the return forecasting, volatility and econometrics of asset pricing, such as testing the market models. The course focuses on the empirical techniques which are mostly used in the analysis of financial markets and how they are applied to actual data. The course starts with the overview of financial data. It covers the event-study methodology, and continues with testing market models (Fama-McBeth regressions, etc) and stochastic discount factor models. It then proceeds to analyzing return predictability, volatility effects of the market data (asymmetric GARCH), and market interdependence. special attention is paid to nonlinear models, from basic threshold formulations to more advanced techniques like Markov switching model and Kalman filter. All the models are accompanied with real-data examples in standard computer packages.

Course Outcomes:

On completion of this course, the students will be able to:

1. Apply event-study methodology in applied research.
2. Develop standard asset pricing models.
3. Analyze market interdependence in the mean and variance equations.
4. Evaluate and estimate non-linear models.
5. Analyze forecasted financial data using high-level econometric techniques and measure their effectiveness.

Course Contents:

Units	Number of Lectures
Unit I: Financial Econometrics and Modeling Financial data-Stylized facts of the financial markets data, major characteristics and puzzles, sources and types of data, links to discussed time series models, Event-study methodology - Abnormal returns, tests on abnormal returns, cross-sectional approach.	8
Unit II: Testing return predictability Technical trading rules, measures of return predictability, review of test of forecasting power and bootstrap. Kalman filter (time permitting)-State-space formulation, standard econometric model in state-space formulation, estimation, application to market models.	8
Unit III: GARCH GARCH, IGARCH in risk management, GARCH-M, Asymmetric GARCH effects-Tests on GARCH asymmetry, EGARCH, TGARCH.	8
Unit IV: Testing Market Interdependence Review of VAR/VECM models, Granger causality, multivariate GARCH, Testing asset pricing models: Fama-MacBeth regressions-Fama-MacBeth procedure, basic Fama-McBeth regressions, Shanken correction, GRStest, GMM approach. Testing asset pricing models: GMM, Review of stochastic discount models, factor-based models, GMM estimator.	8
Unit V: Introduction to Non-Linear Econometric Models Bilinear models, piecewise linear models, TAR, STAR, SETAR and their application. Markov switching model (time permitting)-Formulation of Markov switching model, properties, estimation, filtered and smoothed	8

probabilities.	
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Text Books:

1. John Campbell, Andrew Lo, Archie MacKinlay, *The Econometrics of Financial Markets*, Princeton University Press.

Reference Books and Supplementary Resources:

1. Chris Brooks, *Introductory econometrics for finance*, Cambridge University Press.
2. John H. Cochrane, *Asset Pricing*, Princeton University Press.
3. Walter Enders, *Applied econometric time series*, Wiley.
4. Hamilton, J. , *Time Series Analysis*, Princeton University Press, Princeton.
5. Ruey S. Tsay, *Analysis of Financial Time Series*.
6. Gray, S. F., 1996, Modeling the conditional distribution of interest rates as a regime switching process. *Journal of Financial Economics* 42, 27-62.
7. McCulloch, R. E., and Tsay, R.S. 1994, Statistical analysis of economic time series via Markov switching models. *Journal of Time Series Analysis* 15, 523-539.

BOFM4029: AUDITING

Course Description: This paper aims at developing the knowledge and skills required to carry out an audit and assurance assignment. It provides the working knowledge of the audit process and standards of auditing. It also covers the process of internal control testing.

Course outcomes:

On completion of this course, the students will be able to:

1. Discuss the concept of audit and the ethical issues involved for the practitioner.
2. Evaluate the procedure involved in planning the whole audit process for a client and ways to overcome various risks involved while performing an audit.
3. Examine the efficiency of already existing internal control system of a client.
4. Appraise the importance of evidence in auditing and various techniques of collecting it
5. Identify the importance of documentation in audit and ways to report it.

Course Contents:

Units	Number of Lectures
Unit I: Audit Framework & Regulation Concept of audit & assurance; Professional ethics of an auditor; Scope of internal & external audit; Governance & audit.	7
Unit II: Audit Planning & Risk Assessment Obtaining & planning for audit assignments; Understanding the entity & its environment; assessing audit risk; fraud risk; Interim audit and impact of work performed; Audit planning & documentation; Audit evidence; Working papers.	7
Unit III: Internal Control & Audit Tests Internal control system assessment; Control environment; risk assessment procedures, monitoring of controls; Evaluation of internal control system by auditor ;Test of control; Communication on internal controls.	8
Unit IV: Audit Evidence Techniques of collecting audit evidence such as inspection, observation, external confirmation, recalculation, analytical procedures, and enquiry; Quality & quantity of audit evidence; Audit sampling; Computer assisted auditing techniques; Audit of specific items like payables and receivables, inventory, bank and cash, share capital, current and non-current assets and liabilities.	10
Unit V: Reporting Review procedures including subsequent events, going concern, written representations; Auditor's report: contents & opinion.	8

Text books:

1. ACCA Study Material, F8 Kaplan Publishing

BOFM6040: CORPORATE RESTRUCTURING

Course Description: This course is designed to provide an understanding of the essential elements of Corporate Restructuring and covers aspects of firm valuation, post-merger valuation, methods of payment and financing options at local and global level

Course Outcomes:

On completion of this course, the students will be able to:

1. Develop an understanding of various form of corporate restructuring and its impact on shareholders wealth maximization
2. Demonstrate various ways in which synergy is created and examine various forms of takeover defenses
3. Identify Factors affecting valuation and develop a mechanism of choosing between various methods of valuation.
4. Evaluate financially, the post-merger performance and its impact on company valuation
5. Appraise various alternatives to an M & A and evaluate various methods of financing an M & A

Course Contents:

Units	Number of Lectures
Unit I: Introduction Corporate Restructuring: Concept & Meaning, Need & Types, Structures & Problems. Some relevant case studies.	5
Unit II: Mergers & Acquisitions Mergers and Acquisitions: Introduction to mergers, types of mergers, theories of mergers & acquisitions; Cross-border mergers and acquisitions, issues and challenges in cross border M&A. Handling cross-culture and taxations issues in cross-border M&A. Analysis of Post-Merger Performance. Synergy and Its Valuation Demerger, types of demerger, reverse merger, buyback of shares, leverage buy-out strategy, merger strategy - growth, synergy, operating synergy, financial synergy, diversification. Takeover and its types, takeover strategy, takeover bids, legal framework for mergers and acquisitions, leverages and buyouts; Hostile tender offers and various anti-takeover strategies.	10
Unit III: Valuation Deal Valuation and Evaluation: Factors affecting valuation basics, methods of valuation, cash flow approaches, economic value added (EVA), sensitivity analysis, valuation under takeover regulation, valuation for slump sale, cost-benefit analysis and swap ratio	10

determination.	
Unit IV: Post Merger Evaluation and Integration Post-Merger Evaluation: Financial Evaluation of Mergers & Acquisitions, Impact on shareholders' Wealth; Methods of payment and financing options in mergers & acquisitions, financing decision, Merger, Acquisition and Competition law 2002, SEBI (Securities & Exchange Board of India) Takeover Code 2011 and criteria for negotiating friendly takeover.	10
Unit V: Alternatives to an M & A Alternatives to an M & A- Joint Ventures and Strategic alliances with relevant case studies.	5

Text books:

1. Weston, Fred; Chung, Kwang S. & Siu, Jon A.: Takeovers, Restructuring and Corporate Governance, (2nd ed.). Pearson Education
2. Gupta, Manju (2010): Contemporary Issues in Mergers and Acquisitions. Himalaya Publishing

Reference books and supplementary resources:

1. Sundarsanam (2006); Creating Value from Mergers and Acquisitions, (1st ed.) Pearson Education
2. Ramanujan. S. (1999); Mergers: The New Dimensions for Corporate Restructuring, McGraw Hill
3. Narayankar, Ravi, (2013): Merger and Acquisitions Corporate Restructuring, Strategy and Practices, (2nd ed.). International Book House Pvt. Ltd.
4. www.mergersindia.com

BOFM3022: ANALYTICS

Course Description: This Course involves extensive use of data and creation of models to examine the performance of a business and designing strategies for future. It aims to provide basic understanding of Analytics and would provide insight for techniques of data handling and presentation of reports so as to draw meaningful information from the available data in respect of products, services, customers, etc. In the current business situation which is complex, turbulent and unpredictable, this course on analytics would assist in examining the worthiness of various alternatives available to a decision maker and help in optimising the same.

Course Outcomes:

On completion of this course, the students will be able to:

1. Explain the concept and application of Analytics
2. Apply knowledge of statistical data analysis techniques in business decision making with data analysis and data mining
3. Organize, collect and examine data for decision modeling and also utilizing monte Carlo simulation
4. Solve various business problems with help of predictive analysis.
5. Evaluate various business strategies and use analytics to solve case studies.

Course Contents:

Units	Number of Lectures
Unit I: Business Analytics: An Overview Business Analytics – Meaning, Concept and applications. Scope of Business Analytics (Descriptive, Predictive and Prescriptive); Tools for Business Analytics	5
Unit II: Data Analysis and Data Mining Data Reliability and Validity; Data Validation; Data Classification and Measurement Scales (Ordinal, Interval and Ratio) Statistical data mining data mining with target variables, cluster analysis and principal component analysis.	5
Unit III: Introduction to Decision Modeling Use of Excel to solve business problems: e.g. marketing mix, capital budgeting, portfolio optimization, Decision Making under Uncertainty, Introduction to Risk, Types of problems: inventory management, capital investment analysis, market share estimation, sensitivity analysis, Monto Carlo Simulation Model.	10
Unit IV: Predictive Analytics Modeling Relationships and Trends in Data; Common Mathematical Functions and Predictive Analytics, Simple Linear Regression, Multiple Regression, Modeling Price-Demand Function with Historical Data.	10
Unit V: Analytical Strategies Relationship between strategy and Business Analytics, Business Analytics supporting strategy at functional level. Case studies	10

Text books:

1. Business Analytics by James R Evans, Pearson Education “R In Action” by Robert I. Kabacoff , Dreamtech Press; Second edition

Reference books and supplementary resources:

1. “Integrated Business Analytics Principles, Concepts and Applications:What, Why and How with SAS” By Marc J. Schniederjans, Dara G. Schniederjans abd Christopher M. Starkey, Pearson Education
2. “Handbook of statistical analysis and data mining applications” By Gary Miner, Robert Nisbet, John Elder, Academic Press
3. Business Analytics : An Application Focus” by Purba Halady Rao

BOFM4030: CYBER LAWS AND SECURITY

Course Description: This course has been designed to develop an understanding of issues relating to cyber security and apprise the students with the available remedies for dealing with them. It provides necessary insight to the regulatory framework which can be used for dealing with cybercrimes and other related problems. The course is very relevant for present day environment considering the massive expansion of businesses through online mode.

Course Outcomes:

On completion of this course, the students will be able to:

1. Describe the concepts, need and of cyber laws and terminology related to computer security.
2. Illustrate the mechanism of dealing with cybercrime through legal recourses.
3. Examine the concept and use of network security for preventing cybercrimes.
4. Analyze the problems relating cyber securities in business, social media and routine operations.
5. Appreciate the laws governing cybercrimes under Information Technology Act, 2000.

Course Content:

Units	Number of Lectures
Unit I: Introduction to Cyber Laws Scope and Significance of Cyber laws, Need for Cyber Regulations, Brief overview of Computer Security models, Computer Security Terms, Computer Ethics, Business and Professional Ethics.	6
Unit II: Computers and Cyber Security Cyber Frauds and crimes, Digital Payments, Various Search Engines, Introduction to Auditing, Deep Web, VAPT, Smartphone Operating systems. E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking; Human rights in cyberspace, International Co-operation in investigating cybercrimes.	8
Unit III: Introduction to Network Security Types of networks, IP Address, NAT, IP Subnets, DHCP Server, Ports, DNS, Proxy Servers, Virtual Private Networks, DNS Server, OSI and TCP IP Model, Routers, Switches, Endpoint solutions, Access Directory, TOR Network. Networking Devices. Different types of network layer attacks–Firewall (ACL, Packet Filtering, DMZ, Alerts and Audit Trails) – IDS, IPS and its types (Signature based, Anomaly based, Policy based, Honeypot based.	10
Unit IV: Cyber Crimes & Social media Cyber Squatting, Cyber Espionage, Cyber Warfare, Cyber Terrorism, Cyber Defamation. Online Safety for women and children, Misuse of individual information	8
Unit V: Introduction to Information Technology Act, 2000 Regulatory Framework of Information and Technology Act 2000- Digital Signature, E Signature, Electronic Records, Electronic Evidence and Electronic Governance. Controller, Certifying Authority and Cyber Appellate Tribunal.	8

Text books:

1. Efraim Turban, Jae Lee , King David and Chung HM, Electronic Commerce – A Managerial Perspective , Pearson Education.

Reference books and supplementary resources:

1. Brain Craig , Cyber Law – The law of internet and information technology, Pearson Education.
2. Information Technology rules and Information Technology Act, 2000, Taxmann Publications, New Delhi.
3. Sharma J.P. and Kanojia Sunaina , Cyber Laws, Ane Publication, New Delhi.

BOFM3023: FINANCIAL TECHNOLOGY (FINTECH)

Course Description: FINTECH or financial technology encompasses a range of rapidly emerging technologies in the Financial services sector .This course on the same equips management graduates to understand the dynamics related to the integration of Finance with Technology, the course has been prepared to encourage them to examine the role of technology and its applications in Business with an objective to equip them with the necessary skill sets to comprehend and optimize decisions both in corporate finance as well as financial services

Course Outcomes:

On completion of this course, the students will be able to:

1. Explain and understand the integration of technology with finance
2. Comprehend the impact of technology in the delivery of financial services
3. Identify the players involved in Fintech business.
4. Describe the technologies underlying cryptocurrencies and blockchains
5. Recognize the opportunities brought in by Fintech in the area of finance.

Course Contents:

Units	Number of Lectures
<p>Unit I: Introduction Introduction, Fintech Basics, Meaning of FinTech, Why the Hype? Market Size and Potential FinTech Hubs The History of Fintech. FinTech essentials: Players, processes, modes and various charges P2P, B2C, B2B Payment requirement, challenges and solutions Consumer and Retail Payments: Mobile based, Person to Person, Credit Cards, POS based ecosystem: Traditional vs New Wholesale and Retail Payments Understanding Payments: Payment Modes (UPI, CC, DC, e-wallets, NACH, AEPS, Net Banking, IMPS, BBPS) , Payments & Settlements Act 2007, PCI-DSS Compliance eKYC & Aadhar Understanding the Players: (Bank Bazaar, Paisa Bazaar), Cryptocurrency Trading (Zebpay) SaaS based Personal Finance Product / SME& P2P lending- Faircent/ Recurring Payment apps (Paytm,PhonePe,Tez).</p>	10
<p>Unit II: The ABC of Fintech Technologies API Biometric, Blockchain, Big Data Cloud, Brief on Front End – Java & Scala, LAMP, Ruby on Rails etc. Brief on Back End – AMQP, Map Reduce, Hadoop, Erlang, Memcache, MongoDB, MySQL, HBase Raven etc. Deep Dive: Fintech Technologies, Cryptography (Digital Signatures, message authentication codes, ciphers, Checksum APIs). Advanced Authentication and Access Control, Public Key Infrastructure and Sandbox, Cryptocurrency- Hype or Real</p>	8

Unit III: The Rise of Disruptive Technologies Technology: Machine Learning, Big Data, Artificial Intelligence, Blockchain, Wearables, Robotic Process Automation and Other Emerging Technologies (Biometrics-Aadhar based authenticated, Payments Banks) and Startups in Indian Fintech Space.	8
Unit IV: Digital Transformation Understanding change management for FINTECH, creating organizational structures for managing FINTECH innovation, resolving critical implementation issues	8
Unit V: Guest Lecture, THE FUTURE OF FINTECH AND THE TEN TIMES BETTER RULE and CAPSTONE PROJECT Guest Lecture: Opportunities in Disruption – The Fintech Way, Using Emerging Technologies The Future of Financial Services Innovation through Big Data The API Economy and CAPSTONE PROJECT:	6

Reference Books and Supplementary Resources:

A: Readings (e-books on google)

- Why Banking Is No Longer Somewhere You Go But Something You Do’ – Brett King
- The End of Banking: Money, Credit, And the Digital Revolution by Jonathan McMillan
- Augmented: Life in the Smart Lane – Brett King
- Digital Bank: Strategies to Launch or Become a Digital Bank – Chris Skinner

B: Website

- Fintech Finance <http://www.fintech.finance/>
- Mobile Payments Today <http://www.mobilepaymentstoday.com/>
- BankTech <http://www.banktech.com>
- Payments Source <http://www.paymentssource.com>
- Card Not Present <http://cardnotpresent.com/>

BOFM4031: E - BUSINESS

Course Description: This course has been designed to make students understand the importance of technology and its role in present business environment. The aim of the course is to appraise students with various techniques available through technology which are useful for managing and controlling business.

Course Outcomes:

On the successful completion of the course, the student would be able to:

1. Explain the components and roles of the E-Commerce environment and security threats in them and online transactions.
2. Describe the various provisions of the IT Act 2000.
3. Develop an understanding of E-Commerce payment systems.
4. Determine how to meet the needs of Information Technology users
5. Demonstrate the working of online transactions and its applications in various industries.

Course Content:

Units	Number of Lectures
Unit I: Introduction to Digital technology and business Digital technology and business, business process management, competitive advantage through digital technology, IT architecture, data management and governance, data centers and cloud computing	6
Unit II: Data Base Management System DBMS, big data analytics, data and text mining, business intelligence, digital Networks and Ethical Issues – Data Networks, IP Addresses, and APIs, Wireless Networks and Mobile Infrastructure, Collaboration and Communication Technologies.	8
Unit III: Business and Internet Technologies Internet technologies - Using Search Technology for Business Success, Organic Search and Search Engine Optimization, Pay-Per-Click and Paid Search Strategies, Social Media – strategies and communities, engagement, monitoring, media failures and lessons learned.	8
Unit IV: Role of technology in Business Operations Solving Business Challenges at Manufacturing, Production, and Transportation Management Systems, Sales and Marketing Systems, Accounting and Finance Systems, Human Resources Systems and Ethics, Strategic Technology and Enterprise Systems - Enterprise Systems, Enterprise Social Platforms Enterprise Resource Planning Systems, Supply Chain Management Systems, and Customer Relationship Management Systems.	10
Unit V: Information technology and Business Strategy Geographic Information Systems, IT Strategy and the Strategic Planning Process, Aligning IT with Business Strategy, Balanced Scorecard, IT Sourcing and Cloud Strategy.	8

Text books:

1. Post, Gerald V., & Anderson, David L., Management Information Systems: Solving Business Problems with Information Technology, Tata McGraw Hill

Reference books and supplementary resources:

1. Laudon, Kenneth C., & Laudon, Jane Price, Essentials of Business Information Systems, Pearson prentice Hall.
2. Morgan, Tony, Business Rules and Information Systems: Aligning IT with Business Goals, Pearson.
3. Nickerson, Robert C., Business and Information Systems, Prentice Hall.

BOFM6042: FAMILY BUSINESS MANAGEMENT

Course Description: This course highlights issues relevant to the structure, evolution, management, ownership and continuity of the family firm. The course enlightens the students with the roles, boundaries, structures, values, and purposes of family businesses, including stages of business and family development, succession, change in the business and other structures between the family and the business.

Course Outcomes:

On completion of the course, the students will be able to:

1. Acquire fair degree of proficiency in formulating and solving diverse problems related to business and economics with the help of mathematical tools.
2. Identify and address Transition (Succession) issues.
3. Apply the knowledge from this course to your own family business and/or another family's business.
4. Analyse the challenges of the next generation entering a family business and Social Intelligence.
5. Explain the global opportunities for small business.

Course Contents:

Units	Number of lectures
Unit I: Introduction to family business Defining family business; Why family businesses are special, Family business dynamics: people, systems & growing complexity, The family's relationship with the business: developing a strategic vision & building teamwork	8
Unit II: Transition (Succession) issues The next generation: Human resource management and leadership perspective, Getting help: making the most of outside resources.	10
Unit III: Family governance in multigenerational family firms Professionalizing the boardroom: the role of balanced board of directors Cousin companies: family governance in multigenerational family firms	8
Unit IV: Family business and Social Intelligence Succession Planning: Managing succession: the leadership challenge, Building financial security and relinquishing control, Wealth management: family offices and philanthropy	10
Unit V: Global opportunities for small business Global opportunities for small business. - A nonfamily manager as a bridging president or CEO. - Financial considerations and valuation of the family business. - Building customer relationships.	4

Text books:

1. Poza, E. J. Family business. Thomson. South-Western.

Reference books and supplementary resources:

1. Jain, R. Chains that Liberate: Governance of Family Firms. Macmillan India Ltd.