



Presidency School of Management

Master of Business Administration MBA (Banking and Finance Management)

Program Regulations and Curriculum

2025-2027

**Based on Choice Based Credit System (CBCS) and
Outcome Based Education (OBE)**

Regulations No.: PU/AC-26.22/PSOM18/MBF/2025-27

***Resolution No 26.22 of the 26th Meeting of the Academic Council
held on 25th July 2025, and ratified by the Board of Management in
its 27th Meeting held on 28th July, 2025.***

July-2025

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PART A – PROGRAM REGULATIONS AND CURRICULUM

1. Vision & Mission of the University and the School / Department:

1.1 Vision of the University:

To be a Value-driven Global University, excelling beyond peers and creating professionals of integrity and character, having concern and care for society.

1.2 Mission of the University:

- Commit to be an innovative and inclusive institution by seeking excellence in teaching, research and knowledge-transfer.
- Pursue Research and Development and its dissemination to the community, at large.
- Create, sustain and apply learning in an interdisciplinary environment with consideration for ethical, ecological and economic aspects of nation building.
- Provide knowledge-based technological support and services to the industry in its growth and development.
- To impart globally-applicable skill-sets to students through flexible course offerings and support industry's requirement and inculcate a spirit of new-venture creation.

1.3 Vision of the School:

To inspire and develop responsible leaders who generate meaningful and lasting impact on businesses, communities, and society

1.4 Mission of the School:

Our mission is to provide students with the knowledge, skills, and ethical foundation needed to lead with integrity and drive sustainable change in business and society

2. Preamble to the Program Regulations and Curriculum

This is the subset of Academic Regulations and it is to be followed as a requirement for the award of Master of Business Administration (MBA-Banking and Finance Management) Degree.

The Curriculum is designed to take into the factors listed in the Choice Based Credit System (CBCS) with focus on Social Project Based Learning, Industrial Training, and Internship to enable the students to become eligible and fully equipped for employment in industries, choose higher studies or entrepreneurship.

In exercise of the powers conferred by and in discharge of duties assigned under the relevant provision(s) of the Act, Statutes and Academic Regulations of the University, the Academic Council hereby makes the following Regulations.

3. Short Title and Commencement:

- a. These Regulations shall be called the Master of Business Administration (MBA-Banking and Finance Management) Program Regulations and Curriculum 2025-2027.

- b. These Regulations are subject to, and pursuant to the Academic Regulations.
- c. These Regulations shall be applicable to the ongoing Master of Business Administration (MBA-Banking and Finance Management) Programs of the 2025-2027 batch, and to all other Master of Business Administration (MBA-Banking and Finance Management) Programs which may be introduced in future.
- d. These Regulations shall supersede all the earlier Master of Business Administration (MBA-Banking and Finance Management) Program Regulations and Curriculum, along with all the amendments thereto.
- e. These Regulations shall come into force from the Academic Year 2025-2026.

4. Definitions

In these Regulations, unless the context otherwise requires:

- a. *"Academic Calendar" means the schedule of academic and miscellaneous events as approved by the Vice Chancellor;*
- b. *"Academic Council" means the Academic Council of the University;*
- c. *"Academic Regulations" means the Academic Regulations, of the University;*
- d. *"Academic Term" means a Semester or Summer Term;*
- e. *"Act" means the Presidency University Act, 2013;*
- f. *"AICTE" means All India Council for Technical Education;*
- g. *"Basket" means a group of courses bundled together based on the nature/type of the course;*
- h. *"BOE" means the Board of Examinations of the University;*
- i. *"BOG" means the Board of Governors of the University;*
- j. *"BOM" means the Board of Management of the University;*
- k. *"BOS" means the Board of Studies of a particular Department/Program of Study of the University;*
- l. *"CGPA" means Cumulative Grade Point Average as defined in the Academic Regulations;*
- m. *"Clause" means the duly numbered Clause, with Sub-Clauses included, if any, of these Regulations;*
- n. *"COE" means the Controller of Examinations of the University;*
- o. *"Course In Charge" means the teacher/faculty member responsible for developing and organizing the delivery of the Course;*
- p. *"Course Instructor" means the teacher/faculty member responsible for teaching and evaluation of a Course;*
- q. *"Course" means a specific subject usually identified by its Course-code and Course-title, with specified credits and syllabus/course-description, a set of references, taught by some teacher(s)/course-instructor(s) to a specific class (group of students) during a specific Academic Term;*
- r. *"Curriculum Structure" means the Curriculum governing a specific Degree Program offered by the University, and, includes the set of Baskets of Courses along with minimum credit requirements to be earned under each basket for a degree/degree with specialization/minor/honors in addition to the relevant details of the Courses and Course catalogues (which describes the Course content and other important*

information about the Course). Any specific requirements for a particular program may be brought into the Curriculum structure of the specific program and relevant approvals should be taken from the BOS and Academic Council at that time.

- s. "DAC" means the Departmental Academic Committee of a concerned Department/Program of Study of the University;
- t. "Dean" means the Dean / Director of the concerned School;
- u. "Degree Program" includes all Degree Programs;
- v. "Department" means the Department offering the degree Program(s) / Course(s) / School offering the concerned Degree Programs / other Administrative Offices;
- w. "Discipline" means specialization or program of MBA Degree Program;
- x. "HOD" means the Head of the concerned Department;
- y. "L-T-P-C" means Lecture-Tutorial-Practical-Credit – refers to the teaching – learning periods and the credit associated;
- z. "MOOC" means Massive Open Online Courses;
- aa. "MOU" means the Memorandum of Understanding;
- bb. "NPTEL" means National Program on Technology Enhanced Learning;
- cc. "Parent Department" means the department that offers the Degree Program that a student undergoes;
- dd. "Program Head" means the administrative head of a particular Degree Program/s;
- ee. "Program Regulations" means the Bachelor of Technology Degree Program Regulations and Curriculum, 2025-2027;
- ff. "Program" means the Master of Business Administration (MBA) Degree Program;
- gg. "PSOM" means the Presidency School of Management;
- hh. "Registrar" means the Registrar of the University;
- ii. "School" means a constituent institution of the University established for monitoring, supervising and guiding, teaching, training and research activities in broadly related fields of studies;
- jj. "Section" means the duly numbered Section, with Clauses included in that Section, of these Regulations;
- kk. "SGPA" means the Semester Grade Point Average as defined in the Academic Regulations;
- ll. "Statutes" means the Statutes of Presidency University;
- mm. "Sub-Clause" means the duly numbered Sub-Clause of these Program Regulations;
- nn. "Summer Term" means an additional Academic Term conducted during the summer break (typically in June-July) for a duration of about eight (08) calendar weeks, with a minimum of thirty (30) University teaching days;
- oo. "SWAYAM" means Study Webs of Active Learning for Young Aspiring Minds.
- pp. "UGC" means University Grants Commission;
- qq. "University" means Presidency University, Bengaluru; and
- rr. "Vice Chancellor" means the Vice Chancellor of the University.

5. Program Description:

The Master of Business Administration (MBA-Banking and Finance Management) Program Regulations and Curriculum 2025-2027 are subject to, and, pursuant to the Academic Regulations. These Program Regulations shall be applicable to the following ongoing Master of Business Administration (MBA-Banking and Finance Management) Programs of 2025-2027 offered by the Presidency School of Management (PSOM):

1. Master of Business Administration (MBA)
 - 1.1 Master of Business Administration (FinTech)
 - 1.2 Master of Business Administration (Applied Artificial Intelligence)
2. Master of Business Administration (Business Analytics)
3. Master of Business Administration (Digital Marketing)
4. Master of Business Administration (Marketing & Finance)
5. Master of Business Administration (Banking & Finance Management)

5.1 These Program Regulations shall be applicable to other similar programs, which may be introduced in future.

5.2 These Regulations may evolve and get amended or modified or changed through appropriate approvals from the Academic Council, from time to time, and shall be binding on all concerned.

5.3 The effect of periodic amendments or changes in the Program Regulations, on the students admitted in earlier years, shall be dealt with appropriately and carefully, so as to ensure that those students are not subjected to any unfair situation whatsoever, although they are required to conform to these revised Program Regulations, without any undue favor or considerations:

6. Minimum and Maximum Duration:

6.1 Master of Business Administration (MBA-Banking and Finance Management) Degree Program is a Two-Year, Full-Time Semester based program. The minimum duration of the MBA-Business Analytics Program is two (02) years and each year comprises of two academic Semesters (Odd and Even Semesters) and hence the duration of the MBA- Banking and Finance Management program is four (04) Semesters.

6.2 A student who for whatever reason is not able to complete the Program within the normal period or the minimum duration (number of years) prescribed for the Program, may be allowed a period of two years beyond the normal period to complete the mandatory minimum credits requirement as prescribed by the concerned Program Regulations and

Curriculum. In general, the permissible maximum duration (number of years) for completion of Program is 'N' + 2 years, where 'N' stands for the normal or minimum duration (number of years) for completion of the concerned Program as prescribed by the concerned Program Regulations and Curriculum.

- 6.3** The time taken by the student to improve Grades/CGPA, and in case of temporary withdrawal/re-joining (Refer to Clause 16.1 of Academic Regulations), shall be counted in the permissible maximum duration for completion of a Program.
- 6.4** In exceptional circumstances, such as temporary withdrawal for medical exigencies where there is a prolonged hospitalization and/or treatment, as certified through hospital/medical records, women students requiring extended maternity break (certified by registered medical practitioner), and, outstanding sportspersons representing the University/State/India requiring extended time to participate in National/International sports events, a further extension of one (01) year may be granted on the approval of the Academic Council.
- 6.5** The enrolment of the student who fails to complete the mandatory requirements for the award of the concerned Degree (refer Section 19.0 of Academic Regulations) in the prescribed maximum duration (Sub-Clauses 18.1 and 18.2 of Academic Regulations), shall stand terminated and no Degree shall be awarded.

7. Program Educational Objectives (PEO)

After two years of successful completion of the program, the graduates shall be:

PEO1: Industry ready graduates having high integrity, social responsibility & leadership capabilities.

PEO2: Enhanced with analytical skills and design thinking approach to solve business problems.

PEO3: Able to foster entrepreneurial mind set through creativity and innovation.

PEO4: Enabled graduates to engage in and benefit from lifelong learning.

8. Program Outcomes (PO) and Program Specific Outcomes (PSO)

8.1 Program Outcomes (PO)

On successful completion of the Program, the students shall be able to:

- PO1:** An ability to lead themselves and others to achieve organizational goals contributing effectively to a team environment.
- PO2:** An ability to integrate functional knowledge and apply managerial skills in changing business environment.
- PO3:** An ability to identify real life problems in different management functions and solve them through strategic planning, critical thinking and innovation.
- PO4:** An ability to identify and evaluate business ideas and opportunities.
- PO5:** An ability to make data driven decisions and effectively communicate to different stakeholders.
- PO6:** An ability to evaluate and integrate ethical and societal considerations when making business decisions.
- PO7:** An ability to demonstrate commitment to continuous learning.

8.2 Program Specific Outcomes [PSOs]:

On successful completion of the Program, the students shall be able to:

On successful completion of the Master of Business Administration (MBA-Banking and Finance Management) program from Presidency University, the student shall possess:

PSO 1: Understand the operational aspects of banking, including retail banking, corporate banking, and treasury management, to manage and improve banking processes and customer service

PSO 2: Explore the role of technology in financial services, including the impact of FinTech innovations on traditional banking and finance, and how to leverage these technologies for competitive advantage

PSO 3: Analyze financial statements and reports to assess the financial health of organizations

PSO 4: Analyze corporate financial strategies, including capital structure, financing decisions, and valuation techniques, to optimize business performance and shareholder value

PSO 5: Uphold ethical standards and corporate governance practices in all financial dealings, ensuring transparency, accountability, and trust in financial services.

9. Admission Criteria (as per the concerned Statutory Body)

The University admissions shall be open to all persons irrespective of caste, class, creed, gender or nation. All admissions shall be made on the basis of merit in the qualifying examinations; provided that forty percent of the admissions in all Programs of the University shall be reserved for the students of Karnataka State and admissions shall

be made through a Common Entrance Examination conducted by the State Government or its agency and seats shall be allotted as per the merit and reservation policy of the State Government from time to time. The admission criteria to the MBA-Banking and Finance Management Program is listed in the following Sub-Clauses:

- 9.1** An applicant must have a graduation degree in any field from a recognized university with a minimum of 50% marks in the qualifying examination for the general category or 45% marks for SC/ST and other reserved categories and must have appeared in any national or state-level entrance examination such as CAT, XAT, MAT, CMAT, ATMA, or KMAT.
- 9.2** Reservation for the SC / ST and other backward classes shall be made in accordance with the directives issued by the Government of Karnataka from time to time.
- 9.3** Admissions are offered to Foreign Nationals and Indians living abroad in accordance with the rules applicable for such admission, issued from time to time, by the Government of India.
- 9.4** Candidates must fulfil the medical standards required for admission as prescribed by the University.
- 9.5** If, at any time after admission, it is found that a candidate had not in fact fulfilled all the requirements stipulated in the offer of admission, in any form whatsoever, including possible misinformation and any other falsification, the Registrar shall report the matter to the Board of Management (BOM), recommending revoking the admission of the candidate.
- 9.6** The decision of the BOM regarding the admissions is final and binding.

10. Transfer of student(s) from another recognized University to the 2nd year (3rd Semester) of the MBA-Banking and Finance Management Program of the University

A student who has completed the 1st Year (i.e., passed in all the Courses / Subjects prescribed for the 1st Year) of the MBA-Banking and Finance Management Two-Year Degree Program from another recognized University, may be permitted to transfer to the 2nd Year (3rd Semester) of the MBA-Banking and Finance Management Program of the University as per the rules and guidelines prescribed in the following Sub-Clauses:

- 10.1.1** The student shall submit the Application for Transfer along with a non-refundable Application Fee (as prescribed by the University from time to time) to the University no later than July of the concerned year for admission to the 2nd Year (3rd Semester) MBA-Banking and Finance Management Program commencing on August on the year concerned.
- 10.1.2** The student shall submit copies of the respective Marks Cards / Grade Sheets / Certificates along with the Application for Transfer.

10.1.3 The transfer may be provided on the condition that the Courses and Credits completed by the concerned student in the 1st Year of the MBA-Banking and Finance Management Two Degree Program from the concerned University, are declared equivalent and acceptable by the Equivalence Committee constituted by the Vice Chancellor for this purpose. Further, the Equivalence Committee may also prescribe the Courses and Credits the concerned students shall have to mandatorily complete, if admitted to the 2nd Year of the MBA-Banking and Finance Management Program of the University.

10.1.4 The Program allotted to the student concerned shall be the decision of the University and binding on the student.

11. Change of Program

A student admitted to a particular Program of the MBA-Banking and Finance Management Program will normally continue studying in that Program till the completion of the program. However, the University reserves the right to provide the option for a change of Program, or not to provide the option for a change of Program, at the end of 1st Year of the MBA-Banking and Finance Management Program to eligible students in accordance with the following rules and guidelines: framed by the University from time to time.

- 11.1** Normally, only those students, who have passed all the Courses prescribed for the 1st Year of the MBA-Banking and Finance Management Program and obtained a CGPA of not less than 6.00 at the end of the 2nd Semester, shall be eligible for consideration for a change of Program.
- 11.2** Change of Program, if provided, shall be made effective from the commencement of the 3rd Semester of the MBA-Banking and Finance Management Program. There shall be no provision for change of Program thereafter under any circumstances whatsoever.
- 11.3** The student provided with the change of Program shall fully adhere to and comply with the Program Regulations of the concerned Program of the MBA Program, the Fee Policy pertaining to that Program of the MBA-Banking and Finance Management Program, and, all other rules pertaining to the changed Program existing at the time.
- 11.4** Change of Program once made shall be final and binding on the student. No student shall be permitted, under any circumstances, to refuse the change of Program offered.
- 11.5** The eligible student may be allowed a change in Program, strictly in order of *inter se* merit, subject to the conditions given below:

11.5.1 The actual number of students in the 3rd Semester in any particular Program to which the transfer is to be made, should not exceed the intake fixed by the University for the concerned Program;

11.5.2 The actual number of students in any Program from which transfer is being sought does not fall below 75% of the total intake fixed by the University for the concerned Program.

11.5.3 The process of change of Program shall be completed within the first five days of Registration for the 3rd Semester of the MBA-Banking and Finance Management Program.

12. Specific Regulations regarding Assessment and Evaluation – including the Assessment Details of NTCC Courses, Weightages of Continuous Assessment and End Term Examination for various Course Categories

12.1 The academic performance evaluation of a student in a Course shall be according to the University Letter Grading System based on the class performance distribution in the Course.

12.2 Academic performance evaluation of every registered student in every Course registered by the student is carried out through various components of Assessments spread across the Semester. The nature of components of Continuous Assessments and the weightage given to each component of Continuous Assessments (refer Clause 0) shall be clearly defined in the Course Plan for every Course, and approved by the DAC.

12.3 Format of the End-Term examination shall be specified in the Course Plan.

12.4 Grading is the process of rewarding the students for their overall performance in each Course. The University follows the system of Relative Grading with statistical approach to classify the students based on the relative performance of the students registered in the concerned Course except in the following cases:

- Non-Teaching Credit Courses (NTCC)
- Courses with a class strength less than 30

Absolute grading method may be adopted, where necessary with prior approval of concerned DAC.

Grading shall be done at the end of the Academic Term by considering the aggregate performance of the student in all components of Assessments prescribed for the Course. Letter Grades (Clause of Academic Regulations) shall be awarded to a student based on her/his overall performance relative to the class performance distribution in the concerned Course. These Letter Grades not only indicate a qualitative assessment of the student's performance but also carry a quantitative (numeric) equivalent called the Grade Point.

12.5 Assessment Components and Weightage

Table 12.5.1: Assessment Components and Weightage for different category of Courses

Theory Courses - Weightage - 60: 40						
Continuous Assessment* - 35%				Midterm	End ter m	Total
Assessment 1	Assessment 2	Assessment 3	Assessment 4			
				25%	40 %	100%

Lab/CA Courses - Weightage - 75: 25						
Continuous Assessment* - 75%				End term	Total	
Practice Assessment 1	Practice Assessment 2	Practice Assessment 3	Practice Assessment 4	Assessment & Viva 25%	100%	

***Minimum 03 assessments.**

Skill based Courses like Industry Internship, Capstone project, Research Dissertation, Integrative Studio, Interdisciplinary Project, Summer / Short Internship, Social Engagement / Field Projects, Portfolio, and such similar Non-Teaching Credit Courses, where the pedagogy does not lend itself to a typical L-T-P-C structure.

Guidelines for the assessment components for the various types of Courses, with recommended weightages, shall be specified in the concerned Program Regulations and Curriculum / Course Plans, as applicable.

The exact weightages of Evaluation Components shall be clearly specified in the concerned PRC and respective Course Plan.

Normally, for Practice/Skill based Courses, without a defined credit structure (L-T-P-C) [NTCC], but with assigned Credits (as defined in Clause **Error! Reference source not found.** of the Academic Regulations), the method of evaluation shall be based only on Continuous Assessments. The various components of Continuous Assessments, the distribution of weightage among such components, and the method of evaluation/assessment, shall be as decided and indicated in the Course Plan/PRC. The same shall be approved by the respective DAC.

12.6 Minimum Performance Criteria:

12.6.1 Theory only Course and Lab/Practice Embedded Theory Course

A student shall satisfy the following minimum performance criteria to be eligible to earn the credits towards the concerned Course:

- a. A student must obtain a minimum of 30% of the total marks/weightage assigned to the End Term Examinations in the concerned Course.
- b. The student must obtain a minimum of 40% of the AGGREGATE of the marks/weightage of the components of Continuous Assessments, Mid Term Examinations and End Term Examinations in the concerned Course.

12.6.2 Lab/Practice only Course and Project Based Courses

The student must obtain a minimum of 40% of the AGGREGATE of the marks/weightage of all assessment components in the concerned Course.

12.6.2.1 A student who fails to meet the minimum performance criteria listed above in a Course shall be declared as "Fail" and given "F" Grade in the concerned Course. For theory Courses, the student shall have to re-appear in the "Make-Up Examinations" as scheduled by the University in any subsequent semester, or, re-appear in the End Term Examinations of the same Course when it is scheduled at the end of the following Semester or Summer Term, if offered. The marks obtained in the Continuous Assessments (other than the End Term Examination) shall be carried forward and be included in computing the final grade, if the student secures the minimum requirements (as per Clause 12.6.1, 12.6.2 of Academic Regulations in the "Make-Up Examinations" of the concerned Course. Further, the student has an option to re-register for the Course and clear the same in the summer term/ subsequent semester if he/she wishes to do so, provided the Course is offered.

13 Additional clarifications - Rules and Guidelines for Transfer of Credits from MOOC, etc. – Note: These are covered in Academic Regulations.

The University allows students to acquire credits from other Indian or foreign institutions and/or Massive Open Online Course (MOOC) platforms, subject to prior approval. These credits may be transferred and counted toward fulfilling the minimum credit requirements for the award of a degree. The process of transfer of credits is governed by the following rules and guidelines:

- 13.1** The transfer of credits shall be examined and recommended by the Equivalence Committee (Refer **Error! Reference source not found.** ANNEXURE B of Academic Regulations) and approved by the Dean - Academics.
- 13.2** Students may earn credits from other Indian or foreign Universities/Institutions with which the University has an MOU, and that MOU shall have specific provisions, rules and guidelines for transfer of credits. These transferred credits shall be counted towards the minimum credit requirements for the award of the degree.
- 13.3** Students may earn credits by registering for Online Courses offered by *Study Web of Active Learning by Young and Aspiring Minds* (SWAYAM) and *National Program on Technology Enhanced Learning* (NPTEL), or other such recognized Bodies/ Universities/Institutions as approved by the concerned BOS and Academic Council from time to time. The concerned School/Parent Department shall publish/include the approved list of Courses and the rules and guidelines governing such transfer of credits of the concerned Program from time to time. The Rules and Guidelines for the transfer of credits specifically from the Online Courses conducted by SWAYAM/ NPTEL are as stated in the following Sub-Clauses:
 - 13.3.1** A student may complete SWAYAM/NPTEL/other approved MOOCs as mentioned in Clause (as per academic regulations) and transfer equivalent credits to partially or fully complete the mandatory credit requirements of Discipline Elective Courses and/or the mandatory credit requirements of Open Elective Courses as prescribed in the concerned Curriculum Structure. However, it is the sole responsibility of the student to complete the mandatory credit requirements of the Discipline Elective Courses and the Open Elective Courses as prescribed by the Curriculum Structure of the concerned Program.

13.3.2 SWAYAM/NPTEL/ other approved MOOCs as mentioned in Clause (as per academic regulations) shall be approved by the concerned Board of Studies and placed.

13.3.3 Parent Departments may release a list of SWAYAM/NPTEL/other approved MOOCs for Pre-Registration as per schedule in the Academic Calendar or through University Notification to this effect.

13.3.4 Students may Pre-Register for the SWAYAM/NPTEL/other approved MOOCs in the respective Departments and register for the same Courses as per the schedule announced by respective Online Course Offering body/institute/ university.

13.3.5 A student shall request for transfer of credits only from such approved Courses as mentioned in Sub-Clause, 13.3.2 above.

13.3.6 SWAYAM/NPTEL/other approved MOOCs Courses are considered for transfer of credits only if the concerned student has successfully completed the SWAYAM/NPTEL/other approved MOOCs and obtained a certificate of successful/satisfactory completion.

13.3.7 A student who has successfully completed the approved SWAYAM/NPTEL/ other approved MOOCs and wants to avail the provision of transfer of equivalent credits, must submit the original Certificate of Completion, or such similar authorized documents to the HOD concerned, with a written request for the transfer of the equivalent credits. On verification of the Certificates/Documents and approval by the HOD concerned, the Course(s) and equivalent Credits shall have forwarded to the COE for processing of results of the concerned Academic Term.

13.3.8 The credit equivalence of the SWAYAM/NPTEL/other approved MOOCs are based on Course durations and/or as recommended by the Course offering body/institute/university. The Credit Equivalence mapped to SWAYAM/ NPTEL approved Courses based on Course durations for transfer of credits is summarized in Table shown below. The Grade will be calculated from the marks received by the Absolute Grading Table in the academic regulations.

Table 13.3.2: Durations and Credit Equivalence for Transfer of Credits from SWAYAM-NPTEL/ other approved MOOC Courses

Sl. No.	Course Duration	Credit Equivalence
1	4 Weeks	1 Credit
2	8 Weeks	2 Credits
3	12 Weeks	3 Credits

13.3.9 The maximum permissible number of credits that a student may request for credit transfer from MOOCs shall not exceed 20% of the mandatory minimum credit requirements specified by the concerned Program Regulations and Curriculum for the award of the concerned Degree.

13.3.10 The University shall not reimburse any fees/expense; a student may incur for the SWAYAM/NPTEL/other approved MOOCs.

13.4 The maximum number of credits that can be transferred by a student shall be limited to forty percent (40%) of the mandatory minimum credit requirements specified by the concerned Program Regulations and Curriculum for the award of the concerned Degree. However, the grades obtained in the Courses transferred from other Institutions/MOOCs, as mentioned in this Section, shall not be included in the calculation of the CGPA.

PART B - PROGRAM STRUCTURE

14 Structure/Component with Credit Requirements Course Baskets and Minimum Basket Wise Credit Requirements:

MBA (Banking and Finance Management) Program Structure (2025-2027) totalling 102 credits. Table 14.1.3 summarizes the type of baskets, number of courses under each basket and the associated credits that are mandatorily required for the completion of the Degree.

Table 14.1.3: MBA (Banking and Finance Management) Dual Specialization Program Structure 2025-2027: Summary of Mandatory Courses and Minimum Credit Contribution from various Baskets					
Sl. No.	Baskets			Credit Contribution	
1	PROGRAM CORE (PC)			52	
2	SPECIALIZATION TRACK (ST)	ST1	TRACK-CORE (STC1)	8	
			TRACK-ELECTIVE (STE1)	12	
		ST2	TRACK-CORE (STC2)	8	
			TRACK-ELECTIVE (STE2)	12	
4	PRACTICE (PR)			10	
	Total Credits			102	
	(Minimum)				

15 Minimum Total Credit Requirements of Award of Degree:

As per the AICTE guidelines, a minimum of 102 credits is required for the award of a Master of Business Administration (MBA-Banking and Finance Management) degree.

16 Other Specific Requirements for Award of Degree, if any, as prescribed by the Statutory Bodies.

- 16.1 The award of the Degree shall be recommended by the Board of Examinations and approved by the Academic Council and Board of Management of the University.
- 16.2 A student shall be declared to be eligible for the award of the concerned Degree if she/he:
 - a. Fulfilled the Minimum Credit Requirements and the Minimum Credits requirements under various baskets;

- b. Secure a minimum CGPA of 5.00 in the concerned Program at the end of the Semester/Academic Term in which she/he completes all the requirements for the award of the Degree as specified in Sub-Clause a of Academic Regulations;
- c. No dues to the University, Departments, Hostels, Library, and any other such Centers/ Departments of the University; and
- d. No disciplinary action is pending against her/him.

PART C - CURRICULUM STRUCTURE

17 Curriculum Structure – Basket Wise Course List (not Semester Wise) List of Courses Tabled – aligned to the Program Structure (Course Code, Course Name, Credit Structure (LTPC), Contact Sessions, Course Basket, Type of Skills etc., as applicable).

**Table 17.1.4: MBA (Banking and Finance Management) Program Structure 2025-2027:
Program Core (PC)**

Sl. NO	BASKET	COURSE CODE	COURSE NAME	L	T	P	C
1	PC	FIN4111	Financial Accounting and Reporting	3	1	0	4
2	PC	FIN4112	Financial Modelling and Corporate Finance	2	1	2	4
3	PC	GMM4111	Managerial Economics	2	1	0	3
4	PC	ENG4001	Global Business Communication	2	0	2	3
5	PC	GMM4113	Business Strategy and Corporate Transformation	2	1	0	3
6	PC	GMM4114	Business Law and Regulatory Compliance	3	0	0	3
7	PC	GMM4115	Corporate Governance, Ethics and Social Responsibility	2	1	0	3
8	PC	GMM4116	Entrepreneurship and Innovation Management	1	0	4	3
9	PC	MKT4111	Marketing Management - Theories and Practices	2	1	0	3
10	PC	MKT4112	Digital Marketing Strategy, Tools and Trends	2	1	2	4
11	PC	OBH4111	Human Behaviour in Organizations	2	1	0	3
12	PC	OBH4112	People, Performance and HR Strategy	2	1	0	3
13	PC	OPS4111	Production, Operations and Logistics Management	2	1	0	3
14	PC	QNT4111	Applied Business Statistics	2	0	2	3
15	PC	QNT4112	Applied Data Analysis and Visualization	2	0	2	3
16	PC	QNT4113	Business Research and Analytics	3	0	2	4
TOTAL							52

Table 17.1.5 List of elective Courses under various Specializations / Stream Basket:

SPECIALIZATION TRACK 1							
TRACK CORE - BANKING							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STC1	BNK5111	Commercial Banking	3	1	0	4
2	STC1	BNK5112	Forex and Treasury Operations	3	1	0	4
Total							8
TRACK ELECTIVE - BANKING							
List of Specialization Track Electives Courses- Minimum of 12 credits is to be earned by the student in particular track							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STE1	BNK5113	Machine Learning Applications for Modern Banking	2	1	0	3
2	STE1	BNK5114	Credit Analysis and Loan Management	2	1	0	3
3	STE1	BNK5115	Central Banking and Monetary Policy	2	1	0	3
4	STE1	BNK5116	Cyber Security and IT Laws	2	1	0	3
5	STE1	BNK5117	Rural and Cooperative Banking	2	1	0	3
6	STE1	BNK5118	Retail Banking and Wealth Management	2	1	0	3
7	STE1	BNK5119	Global Banking and Trade Finance	2	1	0	3
8	STE1	BNK5120	Sustainable Banking and Climate Finance	2	1	0	3

SPECIALIZATION TRACK 2							
TRACK CORE - FINANCE							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STC2	FIN5111	Investment and Portfolio Management	3	1	0	4
2	STC2	FIN5112	Fintech for Modern Finance	3	1	0	4
Total							8
TRACK ELECTIVE - FINANCE							
List of Specialization Track Electives Courses- Minimum of 12 credits is to be earned by the student in particular track							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STE2	FIN5113	Strategic Mergers, Acquisitions and Corporate Restructuring	2	1	0	3
2	STE2	FIN5115	Financial Derivatives and Risk Management	2	1	0	3

3	STE2	FIN5117	Project Finance	2	1	0	3
4	STE2	FIN5118	AI and ML Applications in Finance	2	1	0	3
5	STE2	FIN5120	Financial Services and Markets	2	1	0	3
6	STE2	FIN5121	Risk Management and Insurance	2	1	0	3
7	STE2	FIN5123	Behavioural Finance and Decision Making	2	1	0	3
8	STE2	FIN5114	Tax Laws and Practice	2	1	0	3

Table 17.1.6: MBA (Banking and Finance) Program Structure 2025-2027:

Practice (PR)							
S. NO.	BASKET	COURSE CODE	COURSE NAME	L	T	P	C
1	PR	INT7111	Summer Internship Project	-	-	-	4
2	PR	CRP7111	Capstone Research Project	-	-	-	6
TOTAL							10

Practical/Skill based Courses – Internships/Thesis/Dissertation/Capstone Project Work/Portfolio/Mini project:

Practical / Skill based Courses like internship, project work, capstone project, research project / dissertation, and such similar courses, where the pedagogy does not lend itself to a typical L-T-P-C Structure as defined in Clause 5.1 of the Academic Regulations, are simply assigned the number of Credits based on the quantum of work / effort required to fulfill the learning objectives and outcomes prescribed for the concerned Courses. Such courses are referred to as Non-Teaching Credit Courses (NTCC). These Courses are designed to provide students with hands-on experience and skills essential for their professional development. These courses aim to equip students with abilities in problem identification, root cause analysis, problem-solving, innovation, and design thinking through industry exposure and project-based learning. The expected outcomes are first level proficiency in problem solving and design thinking skills to better equip MBA post graduates for their professional careers. The method of evaluation and grading for the Practical / Skill based Courses shall be prescribed and approved by the concerned Departmental Academic Committee (refer Annexure A of the Academic Regulations). The same shall be prescribed in the Course Handout.

18.1 Internship

A student may undergo an internship for a period of 4-6 weeks in an industry / company or academic / research institution during the Semester Break between 2nd and 3rd Semesters, subject to the following conditions:

18.1.1 The Internship shall be conducted in accordance with the Internship Policy prescribed by the University from time to time.

18.1.2 The number of Internships available for the concerned Academic Term. Further, the available number of internships shall be awarded to the students by the University on the basis of merit using the CGPA secured by the student. Provided further, the student fulfils the criteria, as applicable, specified by the Industry / Company / research institution providing the Internship, as stated in Sub-Clause 2.6.1.2 above.

18.1.3 A student may opt for Internship in an Industry / Company / research institution of her / his choice, subject to the condition that the concerned student takes the responsibility to arrange the Internship on her / his own. Provided further, that the Industry / Company or academic / research institution offering such Internship confirms to the University that the Internship shall be conducted in accordance with the Program Regulations.

18.1.4 A student selected for an Internship in an industry / company or academic / research institution shall adhere to all the rules and guidelines prescribed in the Internship Policy of the University.

18.2 *Dissertation*

A student may opt to do a Research Project / Dissertation for a period of 6-8 weeks in an Industry / Company or academic / research institution or the University Department(s) as an equivalence of Capstone Project, subject to the following conditions:

18.2.1 The Research Project / Dissertation shall be approved by the concerned HOD and be carried out under the guidance of a faculty member.

The student may do the Research Project / Dissertation in an Industry / Company or academic / research institution of her / his choice subject to the above-mentioned condition (Sub-Clause 2.6.4.1). Provided further, that the Industry / Company or academic / research institution offering such Research Project / Dissertation confirms to the University that the Research Project / Dissertation work will be conducted in accordance with the Program Regulations and requirements of the University.

19 List of Elective Courses under various Specializations/Stream Basket:

Table 19.1.7 List of elective Courses under various Specializations / Stream Basket:

SPECIALIZATION TRACK 1							
TRACK CORE - BANKING							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STC1	BNK5111	Commercial Banking	3	1	0	4
2	STC1	BNK5112	Forex and Treasury Operations	3	1	0	4
Total							8
TRACK ELECTIVE - BANKING							
List of Specialization Track Electives Courses- Minimum of 12 credits is to be earned by the student in particular track							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STE1	BNK5113	Machine Learning Applications for Modern Banking	2	1	0	3
2	STE1	BNK5114	Credit Analysis and Loan Management	2	1	0	3
3	STE1	BNK5115	Central Banking and Monetary Policy	2	1	0	3
4	STE1	BNK5116	Cyber Security and IT Laws	2	1	0	3
5	STE1	BNK5117	Rural and Cooperative Banking	2	1	0	3
6	STE1	BNK5118	Retail Banking and Wealth Management	2	1	0	3
7	STE1	BNK5119	Global Banking and Trade Finance	2	1	0	3
8	STE1	BNK5120	Sustainable Banking and Climate Finance	2	1	0	3

SPECIALIZATION TRACK 2							
TRACK CORE - FINANCE							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STC2	FIN5111	Investment and Portfolio Management	3	1	0	4
2	STC2	FIN5112	Fintech for Modern Finance	3	1	0	4
Total							8
TRACK ELECTIVE - FINANCE							
List of Specialization Track Electives Courses- Minimum of 12 credits is to be earned by the student in particular track							
Sl. No.	Course Basket	Course Code	Course Name	L	T	P	C
1	STE2	FIN5113	Strategic Mergers, Acquisitions and Corporate Restructuring	2	1	0	3
2	STE2	FIN5115	Financial Derivatives and Risk Management	2	1	0	3
3	STE2	FIN5117	Project Finance	2	1	0	3
4	STE2	FIN5118	AI and ML Applications in Finance	2	1	0	3
5	STE2	FIN5120	Financial Services and Markets	2	1	0	3
6	STE2	FIN5121	Risk Management and Insurance	2	1	0	3
7	STE2	FIN5123	Behavioural Finance and Decision Making	2	1	0	3
8	STE2	FIN5114	Tax Laws and Practice	2	1	0	3

22 Recommended Semester Wise Course Structure / Flow including the Program / Discipline Elective Paths / Option

Table 22.1.8 List of MBA (Banking and Finance) Courses (Proposed)

MBA (Banking and Finance)							
S.NO	BASKET	COURSE CODE	SEMESTER I	L	T	P	C
1	PC	QNT4111	Applied Business Statistics	2	0	2	3
2	PC	ENG4001	Global Business Communication	2	0	2	3
3	PC	FIN4111	Financial Accounting and Reporting	3	1	0	4
4	PC	OBH4111	Human Behaviour in Organizations	2	1	0	3
5	PC	GMM4111	Managerial Economics	2	1	0	3
6	PC	OPS4111	Production Operations and Logistics Management	2	1	0	3
7	PC	MKT4111	Marketing Management - Theories and Practices	2	1	0	3
			Total Credits (7 Courses)				22
S.NO	BASKET	COURSE CODE	SEMESTER II	L	T	P	C
1	PC	QNT4113	Business Research and Analytics	3	0	2	4
2	PC	QNT4112	Applied Data Analysis and Visualization	2	0	2	3
3	PC	MKT4112	Digital Marketing Strategy, Tools and Trends	2	1	2	4
4	PC	FIN4112	Financial Modelling and Corporate Finance	2	1	2	4
5	PC	OBH4112	People, Performance and HR Strategy	2	1	0	3
6	STC1	BNK5111	Commercial Banking	3	1	0	4
7	STC2	FIN5111	Investment and Portfolio Management	3	1	0	4
			Total Credits (7 Courses)				26
S.NO	BASKET	COURSE CODE	SEMESTER III	L	T	P	C
1	PC	GMM4113	Business Strategy and Corporate Transformation	2	1	0	3
2	PC	GMM4114	Business Law and Regulatory Compliance	3	0	0	3
3	STC1	BNK5112	Forex and Treasury Operations	3	1	0	4
4	STC2	FIN5112	Fintech for Modern Finance	3	1	0	4
5	STE1		ST1- STE1	2	1	0	3
6	STE2		ST1- STE2	2	1	0	3
7	STE1		ST2- STE1	2	1	0	3

8	STE2		ST2- STE2	2	1	0	3
9	PR	INT7111	Summer Internship Project	-	-	-	4
			Total Credits (9 Courses)				30
S.NO	BASKET	COURSE CODE	SEMESTER IV	L	T	P	C
1	PC	GMM4115	Corporate Governance, Ethics and Social Responsibility	2	1	0	3
2	PC	GMM4116	Entrepreneurship and Innovation Management	1	0	4	3
3	STE1		ST1- STE1	2	1	0	3
4	STE2		ST1- STE2	2	1	0	3
5	STE1		ST2- STE1	2	1	0	3
6	STE2		ST2- STE2	2	1	0	3
7	PR	CRP7111	Capstone Research Project	-	-	-	6
			Total Credits (7 Courses)				24
Grand Total						102 Credits	

23. Course Catalogue of all Courses Listed including the Courses Offered by other School / Department and Discipline / Program Electives

**Course Catalogues of MBA (Banking & Finance Management) Program
1st Semester**

Course Code: QNT4111	Course Title: Applied Business Statistics Type of Course: Program Core	L – T – P – C	2 – 0 – 2 – 3	
Version No.	1.0			
Course Pre-requisites	Basic Understanding of Statistics			
Anti-requisites	NIL			
Course Description	This course offers a foundational understanding of statistics for business applications. Topics include measures of location and variation, correlation and regression, probability concepts, and key probability distributions such as binomial, Poisson, and normal. Emphasis is placed on data analysis, interpretation, and decision-making under uncertainty using real-world business scenarios.			
Course Outcomes	On successful completion of this course the students shall be able to: <ul style="list-style-type: none"> CO1: Describe the data using descriptive statistics. CO2: Solve business related problems involving probabilities. CO3: Solve business related problems using probability distributions. CO4: Test hypotheses using relevant testing procedures. 			
Course Objective:	The course aims to: <ol style="list-style-type: none"> Analyze business data using measures of central tendency, dispersion, correlation, and regression. Apply probability concepts, including conditional probability and Bayes' theorem, to assess risk and uncertainty. Use discrete and continuous probability distributions to support data-driven business decision-making. 			
Module 1	Measures of Location and Variation	Lecture, Tutorial	Understand	
[L7 + P7 :14 Sessions]				
<p>Measures of Location and Variation: Measures of Location – mean, median and mode, weighted mean and geometric mean, quartiles and percentiles, (grouped and ungrouped data) their relative merits and demerits. Measures of variation – range, interquartile range for Standard deviation, variance and coefficient of variation (grouped and ungrouped data).</p> <p>Dataset1https://datahub.io/core/pharmaceutical-drug-spending#data-files Dataset2https://datahub.io/core/s-and-p-500-companies-financials Dataset3https://www.kaggle.com/datasets/stealthtechnologies/employee-attrition-dataset Dataset4https://www.kaggle.com/datasets/gagandeep16/car-sales</p> <p>Data in the above data sets will be analyzed using Microsoft Excel/ Excel add-in Megastat</p>				
Module 2	Probability, Random Variable and Probability Distributions:	Lecture, Tutorial	Application	[L8 + P8:16 Sessions]

Introduction to Probability. Random variable – Discrete and Continuous random variable. Expected value and variance of a discrete random variable. Covariance - Applications. Probability distributions – discrete and continuous. Probability mass function and probability density functions. Discrete distributions – Binomial distribution, Poisson distribution – mean, variance and computation of probabilities. Continuous distributions -normal distribution – properties and computation of probabilities. Introduction to uniform and exponential distributions.

Module 3	Testing of Hypothesis	Lecture, Tutorial	Application	[L8 + P8:16 Sessions]
Concept of population, sample, parameter and statistic. Introduction to sampling distributions. Hypothesis - Null and alternative hypothesis. Type I and Type II errors, level of significance. Test for single mean – (Z and t test). Test for single proportion. Test for two means (Z and t test) paired t test. Test for single and two variances (Chi square and F test) Test for independence of attributes (Chi square test) One way ANOVA (F test)				
Dataset1 https://datahub.io/core/pharmaceutical-drug-spending#data-files				
Dataset2 https://datahub.io/core/s-and-p-500-companies-financials				
Dataset3 https://www.kaggle.com/datasets/stealthtechnologies/employee-attrition-dataset				
Dataset4 https://www.kaggle.com/datasets/gagandeep16/car-sales				
Data in the above data sets will be analyzed using Microsoft Excel/ Excel add-in Megastat				
Module 4	Correlation and Regression	Lecture Method	Analysis	[L7 + P7:14 Sessions]
Correlation - definition, scatterplot, Karl Pearson coefficient of correlation, t test for the correlation coefficient, Spearman rank correlation coefficient for data with repeated and non-repeated ranks. Regression – Simple linear regression, least squares method, standard error of the estimate, coefficient of determination, t test for regression coefficient, multiple regression.				
Dataset1 https://datahub.io/core/pharmaceutical-drug-spending#data-files				
Dataset2 https://datahub.io/core/s-and-p-500-companies-financials				
Dataset3 https://www.kaggle.com/datasets/stealthtechnologies/employee-attrition-dataset				
Dataset4 https://www.kaggle.com/datasets/gagandeep16/car-sales				
Data in the above data sets will be analyzed using Microsoft Excel/ Excel add-in Megastat				
Targeted Application & Tools that can be used: NA				
Project work/Assignment:				
<ul style="list-style-type: none"> Self-learning – The Students will learn about computing quartiles and percentiles for ungrouped data Peer Learning: Students who have understood the topic will solve the problems on the board thereby giving confidence to others to learn the concepts Case Study: Students will be given small case lets to solve the problems 				
<ul style="list-style-type: none"> Text Book: T1. Anderson D R, Sweeny D J, Williams T A, Camm J D, Cochran J J, Fry M J and Ohlmann JW (2019), Statistics for Business and Economics,14th edition Cengage learning, New Delhi. 				
References:				
<ul style="list-style-type: none"> R1. Levine D M, Stephan D F, Szabat K A (2016) Statistics for Managers, 7th edition, New Delhi 				

- R2. Ken Black (2010) Business Statistics for Contemporary Decision Making, 6th ed. John Wiley and sons, New Delhi

Online Resources:

<https://profiletree.com/online-business-statistics/>

Articles:

- <https://ug.its.edu.in/sites/default/files/Business%20Statistics.pdf>
- <https://www.ijert.org/research/role-of-statistics-on-business-research-IJERTV2IS100524.pdf>

Multimedia (Videos):

- <https://www.youtube.com/watch?v=pdH4YYoOdt4&list=PLEHGYFbPuuMG-OueLQAgjLTVkLneJpIFJ>

Case Studies:

- DiGiorno Pizza: Introducing a Frozen Pizza to Compete with Carry-Out

Catalogue prepared by	Dr. Jayakrishna Udupa
Recommended by the Board of Studies on	BOS NO: 18 th held on 6 th June 2025
Date of Approval by the Academic Council	26 th Academic Council Meeting held on 25 th July 2025

Course Code: ENG4001	Course Title: Global Business Communication Type of Course: Program Core	L	T	P	C
Version No.	1.0	2	0	2	3
Course Pre-requisites	None				
Anti-requisites	Nil				
Course Description	This course equips the business graduates/ students with advanced communication competencies necessary for impactful business presence. It focuses on strategic business communication, cultural awareness, active listening, persuasive writing, personal branding, and business presentation skills. Through experiential activities, case-based learning, and digital tools, learners develop the confidence and executive presence to lead in diverse business environments.				
Course Objective	1. Integrate DEI principles and intercultural competencies into leadership and organizational communication to build inclusive practice. 2. Apply strategic listening, writing, and speaking techniques to produce clear, purpose-fit messages across channels. 3. Analyze communication processes and cultural/contextual factors to diagnose barriers and select evidence-based remedies. 4. Create a distinctive personal brand and digital presence aligned with career goals using visual and narrative tools. 5. Deliver structured, engaging, audience-centred business presentations in in-person and virtual settings.				

Course Outcomes	On successful completion of the course the students shall be able to: <ul style="list-style-type: none"> CO1 Apply cross cultural and DEI frameworks to real workplace scenarios. CO2 - Evaluate the clarity, tone, and effectiveness of emails, memos, and minutes, and justify revisions with evidence. CO3 - Develop a coherent personal-brand portfolio that includes a clear branding statement and an optimised digital profile. CO4 - Deliver audience-specific business presentations with logical structure, sound visual design, and confident Q&A. 		
Course Content			
Module 1	Foundations of Business Communication	Assessment 1 - Quiz	Analyze 15 Sessions (Theory and Practice included)
Role of communication in an organization – Components – Process – Direction Diversity, Equity, and Inclusion: Concepts & Challenges - Hofstede's theory Cultural Capital and Communication Barriers: Language, Accent, Cultural Codes, Diversity and impediments to cross-cultural Communication Media Choices, and social media communication			
Activities: Communication Audit: Analyse communication flow and barriers in organizations using case study. Cultural Simulation Exercise: Role-play scenarios demonstrating communication challenges across different cultural dimensions (Hofstede framework). Media Choice Matrix: Students evaluate different media for business communication situations and justify their choices.			
Module 2	Strategic Listening and Writing for Business Impact	Assessment 2 Business Email, MoM	Apply 12 Sessions (Theory and Practice included)
Listening in Business Contexts- As a strategic tool - Emotional Intelligence and Listening Business Writing Essentials - Principles of Effective Writing (Based on Harvard Business Essentials) - Planning and Drafting Techniques - Business emails, memos, circulars and MoM AI and Business Writing			
Activities: Listening Lab: Peer-reviewed listening journals based on simulated team meetings or client interactions. Writing Clinic: Rewrite poorly written emails and memos with justification based on Harvard principles. AI Integration Task: Use AI tools (e.g., Grammarly, ChatGPT, or MS Editor) to revise and optimize business writing, followed by reflection on the role of AI.			
Module 3	Personal Brand Development	Assessment 3 – Personal Branding Portfolio	Apply 15 Sessions (Theory and Practice included)
Need and Power of Personal Branding - Know Thyself – Crafting Your Brand Core Building a Digital Presence – LinkedIn and Beyond - Managing Your Online Reputation			

<p>Living the Brand – Resume, Interviews, and Networking Visual Identity and Personal Branding Design</p> <p>Activities</p> <p>Brand Core Workshop: Create a personal branding statement and vision board. LinkedIn Sprint: Optimize LinkedIn profiles, active engagement and solicit feedback. Mock Networking Event: Simulated interviews and elevator pitches with branding feedback.</p>			
Module 4	Business Presentation	Assessment 4 -Elevator Pitch	Apply 18 Sessions (Theory and Practice included)
<p>Foundations of Business Presentations - Structuring for Impact – Inclusion of Visual Aids and Slide Design - Handling Q&A and Audience Engagement</p> <p>Types of Business Presentations - Elevator Pitches and Investor Pitches -Sales Presentations and Product Launches, Strategic and Boardroom Presentations - Virtual and Hybrid Presentation Skills</p> <p>Activities</p> <p>Mini Project: Students choose a business idea, prepare a pitch deck, and present it. Slide Design Challenge: Redesign poor slides for clarity and visual appeal using Canva or PowerPoint. Presentation Lab: Practice virtual and in-person presentations with video-based peer evaluation.</p>			
<p>Targeted Application & Tools for usage</p> <p>Grammarly, Ethical use of ChatGPT, and Microsoft Editor for AI-aided business writing practice) Purdue OWL (Online Writing Lab), Microsoft PowerPoint / Google Slides / Canva</p>			
<p>Project work/Assignment: Mention the Type of Project assignment proposed for this course</p> <p>Quiz, Business Email, MoM, Personal Branding Portfolio, Elevator Pitch Presentation</p>			
<p>Textbook:</p> <p>Cardon, P. W. (2021). <i>Business Communication: Developing Leaders for a Networked World</i> (4th ed.). McGraw-Hill Education.</p> <p>Lesikar, V. R., & Flatley, M. (2017). <i>Business Communication: Making Connections in a Digital World</i> (11th ed.). Tata McGraw Hill.</p> <p>Bovee, C. L., & Thill, J. V. (2018). <i>Business Communication Today</i> (14th ed.). Pearson.</p>			
<p>References:</p> <p>Hofstede, G. (2011). <i>Dimensionalizing Cultures: The Hofstede Model in Context</i>. Online Readings in Psychology and Culture.</p> <p>Goleman, D. (1995). <i>Emotional Intelligence</i>. Bantam Books.</p> <p>Harvard Business Review. (n.d.). Articles on <i>Listening as a Leadership Tool</i>.</p> <p>Schawbel, D. (2012). <i>Me 2.0: Build a Powerful Brand to Achieve Career Success</i>. Kaplan Publishing.</p> <p>Montoya, P., & Vandehey, T. (2008). <i>The Brand Called You</i>. McGraw-Hill.</p> <p>Barrett, D. J. (2021). <i>Leadership Communication</i> (5th ed.). McGraw-Hill.</p>			
Catalogue prepared by	Dr. Pritha Sanyal		
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025		

Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025
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Course Code: FIN4111	Course Name: Financial Accounting and Reporting	L-T-P-C	3	1	0	4
Version No.	1.0					
Course Pre-requisites	Basic understanding of business transactions and accounting principles.					
Anti-requisites	NIL					
Course Description	This course introduces the fundamental concepts and processes of accounting, leading to the preparation and interpretation of financial statements. It equips students with tools for cost computation and control through techniques like budgetary control, marginal costing, and variance analysis. By integrating financial, cost, and management accounting, the course develops essential skills for informed managerial decision-making.					
Course Outcomes	CO1: Describe the accounting process. (<i>Understand</i>) CO2: Prepare corporate financial statements. (<i>Apply</i>) CO3: Analyze financial statements for business decisions. (<i>Analyze</i>) CO4: Construct budgets for cost control. (<i>Apply</i>) CO5: Evaluate marginal costing and variance analysis for managerial decisions. (<i>Analyze</i>)					
Course Objectives:	The course aims to help students understand the core principles of financial accounting, learn the preparation of financial statements and disclosures, apply accounting standards in real-world contexts, and develop practical skills in Excel and Power BI for effective accounting and reporting.					
Module 1	Mechanics of Financial Accounting	Lecture Method	Understand	13 Sessions		
Introduction to Accounting, Branches of Accounting, Generally Accepted Accounting Principles, Accounting Entries, Accounting equation, Recording and processing of financial transactions, Preparation of Trial Balance, Introduction to IFRS ,BRS, Depreciation Accounting– Causes – Methods of Calculating Depreciation – Straight Line Method, Diminishing Balance Method (Use the excel sheet for problem solving).						
Practical Problem:- Accounting Entries ,Ledger, Trial Balance, BRS, Depreciation						
Module 2	Preparation of Corporate Financial Statements	Participative Learning	Appr. 1	13 Sessions		
Financial Statements, its components, Preparation of Corporate Financial Statements (IND-AS-1) - Statement of Profit and Loss, and Balance sheet with basic adjustments Notes to Accounts, Statement of changes in equity, Statement of Cash Flow by indirect method (IND-AS-7).						

Practical Problem:- Statement of Profit and Loss, and Balance sheet with basic adjustments Notes to Accounts, Cash FlowStatement					
Module 3	Analysis and interpretation of Financial Statements	Group Discussion	A n a l y z e	11 Sessi ons	
Horizontal and Vertical Analysis of Balance sheet and income statement ,Ratio analysis- Liquidity, Profitability, Solvency, Turnover and Market test ratios,. (Use the excel sheet for problem solving).					
Practical Problem:- Analysis of Balance sheet and income statement, Common Size, Trend and Comparative Analysis					
Module 4	Product costing and budgetary control	Skill based Learning	A p p l y	13 Sessi ons	
Cost and its classification, preparation of cost sheet in manufacturing industry, budgetary control-preparation of Cash budget and Flexible budget. (Use the excel sheet for problem solving).					
Practical Problem:- Cash budget and Flexible budget					
Module 5	CVP Analysis	Experiential Learning	M i n i P r o j e c t	10 Sessi ons	
CVP Analysis – Marginal costing-uses and limitations, Assumption calculation of Contributions, P/V Ratio, Break- Even Point, Margin of Safety, Uses of Marginal Costing in business Decision, Material and Laboure variances. (Use the excel sheet for problem solving).					
Practical Problem; - Marginal costing- Material and Laboure variances					
Project work/ assignment: Prowess database will be used for interpretation of Financial Statement.					
1. CA 1 – Quiz 2. CA 2 – Assignment 3. CA 3 – Presentation 4. CA 4 – Case Study					
Textbook (T1) Weygandt, J. J., Kimmel, P. D., & Mitchell, J. E. (2024). Accounting principles (15th ed.). Wiley. https://www.amazon.com/Accounting-Principles-Jerry-J-Weygandt/dp/1394254792					
Reference Books <ul style="list-style-type: none"> Dhamija, S. (2023). Financial accounting for managers (4th ed.). Pearson India. https://link.ebrpl.com/portal/2On1dr-Vbrg Atrill, P., & McLaney, E. J. (n.d.). Accounting and finance for non-specialists (11th ed.). Pearson. Maheswari, S. N., & Maheswari, A. (n.d.). A textbook of accounting for management (4th 					

ed.). Vikas Publishing House [P] Ltd.			
Catalogue prepared by	Dr. Sunil M Rashinkar		
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025		
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025		

Code: OBH4111	Course Title: Human Behaviour in Organizations	L	T	P	C
		2	1	0	3
Version No.	1.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				
Course Description	This course explores how individuals, teams, and organizational structures shape workplace behavior and performance. Designed for MBA students, it blends theory with practical learning to build critical skills in motivation, perception, leadership, communication, decision-making, and change management. Through case studies, discussions, and projects, students gain practical insights into managing people, fostering collaboration, and applying behavioral principles to real-world business challenges. The course prepares future leaders to navigate complex organizational dynamics with clarity, empathy, and strategic impact.				
Course Objective	This course is designed to improve the learners' EMPLOYABILITY SKILLS by using PARTICIPATIVE LEARNING techniques				
Course Outcomes	<p>On completion of this course, the student will be able to:</p> <p>CO1 : Understand the foundational concepts of individual and group behavior in organizations, including motivation, perception, and attitude formation.</p> <p>CO2 : Apply behavioral theories to analyze workplace scenarios and recommend strategies for improving team dynamics, communication, and leadership effectiveness.</p> <p>CO3 : Analyze behavioural challenges in organisations, integrating insights from DM , Conflict Resolution and Change management</p> <p>CO4 : Evaluate organizational practices and culture through case studies to assess their impact on employee performance and change readiness and overall organisational effectiveness</p>				
Course Content:					
Module 1	Introduction to Human Behavior in Organization		Assessment 1 - Quiz	8 sessions	

<p>Topics: Importance of Organization Behavior, Evolution & Historical Developments, Management Roles & Skills, Discipline that contribute to OB. Ethical Behaviors in organizations, Challenges and Opportunities of OB - Workforce Diversity, Inclusion, Globalization, Managing Virtual Workforce</p> <p>Tutorial: Recent Developments in managing diverse workforces / Latest articles or blogs of relevance</p>				
Module 2	Individual Behaviors- Perceptions, Attitudes Personality & Learning		Assessment 2 – Assignment	12 sessions
<p>Perception: Meaning, Factors affecting Perceptions, Perception process. Attitudes – Definition, Key elements of attitudes, Attitudes and related concepts (Values, opinion, belief and ideology), Characteristics of attitudes, Attitude formation, Attitude measurement, Changing attitudes.</p> <p>Personality: MBTI, Big Five, 16PF, Type 'A' Type 'B', Eric Fromm, Karen Horney Learning & reinforcement, Classical & Operant conditioning, shaping of behaviour, Defense Mechanism</p> <p>Emotions and Emotional intelligence (Application)</p>				
Module 3	Motivation Concepts and its Applications		Assessment 3 – Case Analysis	12 sessions
<p>Motivation: Meaning, Classic & Contemporary Theories of Motivation: Hierarchy of Needs Theory, Two-Factor Theory, McClelland's Theory of Needs, Self-determination Theory, Expectancy theory, Goal Setting Theory; Using Extrinsic Rewards & Intrinsic Rewards to Motivate Employees. (Analyze)</p>				
Module 4	Group Behavior and Leadership		Assessment 4 – Report Writing	13 sessions
<p>Group Behavior: Defining and Classifying Groups, Stages of Group Development, Group Decision Making: Groups Versus the Individual, Group Decision-Making Techniques. Differences Between Groups and Teams, Types of Teams, Creating Effective Teams</p> <p>Leadership: concept, contingency and contemporary theories of leadership. Leadership Prospective: Charismatic leadership, Transactional and Transformational leadership, Servant Leadership. Organization Development and Organization Change (Evaluate)</p>				
<p>Targeted Application & Tools that can be used:</p> <p>Role Plays, Psychometric tests and analysis, personality test scales.</p>				
<p>Project work/Assignment: Mention the Type of Project /Assignment proposed for this course</p>				
<p>Project/ Assignment: (Participative learning)</p>				
<p>Assesment1: Quiz on Relevant concepts of the course</p>				
<p>Assessment -2: Individual Written Assignment</p>				

Review the given article mentioned in the link below and submit assignment. (Kindly note: Student should visit PU library and access the online resources for the same and incorporate the assignment as well as attach the photo of log in and log out in person in the end of the assignment file.)

Assesment-3: Case study: Analyse the case given in link below and identify issue in the given situation and provide possible solutions. (Student needs to visit PU library to access the online Resources to access the case study provided and attach the photo of Login and Logout time in the end of the assignment)

Assessment -4: Report Writing: Identify any one MNC of IT sector and bring out the various activities and strategies followed in that organization with reference to Team Work Culture and submit a report. (Kindly note: Student should visit PU library and access the online resources for the same and incorporate the assignment as well as attach the photo of log in and log out in person in the end of the assignment file.)

Text Book : T1- *Robbins*, S. P., & Judge, T. A. (2025). *Organizational behavior* (19th ed.). Pearson Education. [VitalSource](#)

References :

- R1 – *Luthans*, F., Luthans, B. C., & Luthans, K. W. (2021). *Organizational behavior: An evidence-based approach* (14th ed.). Information Age Publishing. [VitalSource](#).
- R2- Sanket Sunand Dash (2021). *Organizational Behavior*, Thirteenth Edition, Wiley India Pvt. Ltd.

Research and Articles:

Working with Millennials: Using Emotional Intelligence and Strategic Compassion to Motivate the Next Generation of Leaders

1.You don't have to be Expert: Increase productivity by increasing EQ

<https://research-ebsco-com-presiuniv.knimbus.com/c/n5guci/search/details/hgnfiabbuj?db=e000xww>

2. People are your Resources: Focus on others to get what you want

<https://research-ebsco-com-presiuniv.knimbus.com/c/n5guci/search/details/hgnfiabbuj?db=e000xww>

Case studies:

1. Influence of Manager's Leadership Style on Employees' Performance

https://www.researchgate.net/publication/374741033_CASE STUDIES IN ORGANIZATIONAL BEHAVIOUR

2. Influence of Leadership among Problematic Workers in Oil Palm Plantation Sector

https://www.researchgate.net/publication/374741033_CASE STUDIES IN ORGANIZATIONAL BEHAVIOUR

Catalogue prepared by	Dr. B. Anupama
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: GMM4111	Course Title: Managerial Economics	L	T	P	C
		2	1	0	3
Version No.	1				

Course Pre-requisites	Nil		
Anti-requisites	Nil		
Course Description	<p>This course explores the application of economic principles to managerial decision-making in a business context. By blending microeconomic theory with practical tools, students learn how to analyze demand, production, costs, pricing, and market structures. The course also addresses the influence of macroeconomic conditions, risk, and government policies on managerial decisions. Through case studies and applications, students gain the ability to apply economic reasoning to real-world business challenges.</p>		
Course Objective	<p>This course is designed to improve the learners' EMPLOYABILITY SKILLS by using PARTICIPATIVE LEARNING techniques</p>		
Course Outcomes	<p>On completion of this course, the student will be able to:</p> <p>CO1: Understand and explain the principles of managerial economics and their application in business decision-making. (Understand)</p> <p>CO2: Apply demand and supply analysis, forecasting methods, and elasticity concepts to solve managerial problems. (Apply)</p> <p>CO3: Analyze production and cost relationships to recommend strategies for efficiency and profitability. (Analyze)</p> <p>CO4: Evaluate pricing and output decisions across different market structures, considering risks, uncertainties, and government interventions. (Evaluate)</p>		
Course Content:			
Module 1	Introduction to Managerial Economics	Assessment 1 - Quiz	10 sessions
<p>Topics: Nature, scope, and significance of managerial economics in decision-making. Relationship of managerial economics with microeconomics, macroeconomics, and functional areas of management. Fundamental economic concepts: scarcity, choice, opportunity cost, marginal analysis, and time perspective. Role of managerial economics in modern business strategy. Factors of Production and Circular flow of Economy</p>			
<p>Production function: short-run and long-run. Law of variable proportions returns to scale, and isoquants. Cost concepts: fixed, variable, total, average, marginal, opportunity costs. Short-run and long-run cost curves, learning curve, economies and diseconomies of scale. Applications of cost analysis in managerial decision-making (break-even analysis, make-or-buy decisions).</p>			
<p>Tutorial: Recent Developments in managing diverse workforces / Latest articles or blogs of relevance</p>			
Module 2	Demand and supply Forecasting	Assessment 2 – Assignment	15 sessions

Demand analysis: law of demand, determinants of demand, exceptions to the law of demand. Elasticity of demand: price, income, and cross elasticity – managerial uses and applications. **Demand forecasting:** qualitative and quantitative techniques (survey methods, moving averages, regression analysis, econometric models). Business applications of demand forecasting: production planning, pricing, and marketing strategies. Case study discussions on forecasting errors and their managerial implications.

Supply Analysis: Law of Supply – Price elasticity of supply

Price Equilibrium

Module 3	Market Structures and Pricing Decisions	Assessment 3 – Project/Report Writing	12 sessions
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Market Structures and characteristics

Price-output decisions under different market structures: Perfect competition – equilibrium in short run and long run. Monopoly – price discrimination, profit maximization. Monopolistic competition – product differentiation, selling costs. Oligopoly – collusive and non-collusive models (Cournot, Bertrand, Kinked Demand Curve).

Pricing practices: cost-plus pricing, transfer pricing, penetration pricing, skimming strategy, pricing in the digital economy. Government intervention and regulation in pricing and competition. Decision-making under risk and uncertainty: expected value analysis, decision trees.

Module 3	Macroeconomics	Assessment 4 – Scenario Analysis Assignment	08 sessions
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Macroeconomic issues and concepts – The Circular Flow of Income – Concepts of National Income and its Measurement

Business Cycle Indicators – Leading – Lagging – Coincident Indicators

Output & Income: Income generated from this production, including wages, salaries, profits, and rent.

Employment & Unemployment: factors that influence unemployment rates, such as labor market dynamics, economic growth, and government policies

Inflation & Deflation: meaning, Types - Consumer Price Index – Wholesale Price Index – Index of Industrial Production (IIP), impact on purchasing power and economic stability.

National Income Estimation process: Gross National Savings – Gross Capital Formation – Gross domestic Product – Gross National Income – Gross National Product – Net Domestic Product- Net Domestic Income – Net National Income – National Income

Targeted Application & Tools that can be used:

Case Study Analysis – Application of demand forecasting, pricing strategies, and production decisions in real companies.

Quantitative Tools – Regression analysis, break-even analysis, cost-volume-profit analysis, decision trees, and elasticity measurement.

Forecasting Software / Tools – Excel, SPSS, R, or other statistical packages for demand forecasting and data analysis.

Simulation Exercises – Market structure simulations (monopoly, oligopoly pricing decisions) to understand competitive behavior.
Business Reports & Presentations – Students prepare decision-focused reports analyzing cost structures, pricing policies, or market entry strategies.
Project work/Assignment: Mention the Type of Project /Assignment proposed for this course
Project/ Assignment:
(Participative learning)
1. Assessment 1 – Quiz (Module 1: Introduction to Managerial Economics)
Ø Short quiz on core concepts: scarcity, opportunity cost, marginal analysis, and role of managerial economics in decision-making.
Ø Objective: Test foundational understanding.
2. Assessment 2 – Assignment (Module 2: Demand and Forecasting)
Ø Assignment: Select a product/service and prepare a demand forecast using secondary data. Apply elasticity concepts and discuss managerial implications.
Ø Objective: Apply demand analysis tools to a practical scenario.
3. Assessment 3 – Case Study (Module 3: Production and Cost Analysis)
Ø Case study: Analyze cost structures of a manufacturing/service firm. Identify fixed vs. variable costs, apply break-even analysis, and suggest ways to reduce costs.
Ø Objective: Strengthen decision-making based on production and cost analysis.
4. Assessment 4 – Project/Report Writing (Module 4: Market Structures and Pricing Decisions)
Ø Project: Study an industry (e.g., telecom, airlines, e-commerce) and analyze its market structure. Evaluate pricing strategies used by leading firms and recommend an optimal strategy.
Ø Objective: Integrate concepts of market structure, pricing, and government policies into a real-world context.
Text Books:
T1 – Paul G. Keat & Philip K. Y. Young 2022). <i>Managerial Economics: Economic Tools for Business Decisions</i> (9th ed.). Pearson Education.
T2 – Varshney R. L. & Maheshwari K. L. (2021). <i>Managerial Economics</i> . Sultan Chand & Sons.
References :
1. R1 – Luthans, F., Luthans, B. C., & Luthans, K. W. (2021). Organizational behavior: An evidence-based approach (14th ed.). Information Age Publishing. VitalSource.
2. R2- Sanket Sunand Dash (2021). Organizational Behavior, Thirteenth Edition, Wiley India Pvt. Ltd.
Research and Articles:
1. “The elasticity of demand and its role in consumer behaviour determination: A comparative analysis of Europe and the USA”. <i>Scientific Bulletin of Mukachevo State University, Series 'Economics'</i> (2024)
Examines how price elasticity varies across products like oil, milk, and chicken in Europe and the U.S., offering insights into consumer behavior and managerial pricing decisions.
Access via ResearchGate: ResearchGate

<p>2. "The Impact of Big Data on Economic Forecasting and Policy Making" <i>EAJournals.org, 2022</i></p>	
<p>Explores how big data enhances forecasting accuracy and supports strategic decision-making—essential for Module 2 on demand forecasting.</p>	
<p>Read more: EA Journals</p>	
<p>3. "Sustainable Competitive Advantage in Emerging Markets: Innovations and Strategies"</p>	
<p><i>Gurpreet Singh & Sandeep Vij (2020)</i>. Discusses tailored strategies enabling firms in emerging markets to maintain a competitive edge—helpful for understanding cost leadership and market positioning.</p>	
<p>Access via ResearchGate: ResearchGate</p>	
<p>4. "A Step-by-Step Guide to Real-Time Pricing", <i>Harvard Business Review</i>, November–December 2023</p>	
<p>Provides actionable insights into implementing AI-powered pricing models—highly relevant to Module 4's focus on pricing strategies.</p>	
<p>Read the article: Harvard Business Review</p>	
<p>5. "The Future of Economic Forecasting with AI and Big Data Integration" <i>Charles James, ResearchGate (2024)</i>. Reviews how AI and unstructured data are revolutionizing forecasting methods—directly applicable to modern demand forecasting techniques.</p>	
<p>Access via ResearchGate: ResearchGate</p>	
Catalogue prepared by	Dr. Bipasha Maity
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: QPS4111	Course Title: Production Operations and Logistics Management	L	T	P	C
		2	1	0	3
Version No.	2.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				
Course Description	This course provides an in-depth understanding of production operations and logistics management in business environments. Students will explore core operational processes, supply chain strategies, inventory management, and logistics optimization to enhance efficiency and profitability. Through real-world case studies and interactive learning methods, students will gain practical insights into managing production systems and designing effective logistics solutions, preparing them for strategic roles in operations management.				
Course Objective	This course is designed for SKILL DEVELOPMENT of the learner by using PROBLEM SOLVING techniques.				

Course Outcomes	<p>Upon completing this course, students will be able to:</p> <ol style="list-style-type: none"> Analyze production and logistics challenges using key operational theories. Evaluate supply chain performance with industry-specific metrics. Develop efficient logistics solutions that optimize cost and resources. Apply problem-solving strategies to improve production workflows. 		
Course Content:			
Module 1	Introduction to Production Operations	Assessment 1 - Quiz	11 Hours
<p>This module lays the foundation for understanding production systems and operations management. Students will explore:</p> <ul style="list-style-type: none"> Types of Production Systems – Job production, batch production, mass production, and continuous production. Operations Strategy – Aligning production processes with business goals. Productivity and Efficiency – Techniques to measure and improve performance. Technology in Operations – Role of automation, robotics, and AI in modern production. 			
Module 2	Supply Chain and Inventory Management	Assessment 2 – Case Study	11 Hours
<p>This module delves into supply chain dynamics and inventory control methods to optimize operations. Topics include:</p> <ul style="list-style-type: none"> Demand Forecasting – Methods like time series analysis and regression models. Inventory Management – Economic Order Quantity (EOQ), Just-In-Time (JIT), and Vendor-Managed Inventory (VMI). Lean & Agile Supply Chains – Strategies for minimizing waste and improving responsiveness. Supply Chain Risk Management – Handling disruptions and building resilient networks. 			
Module 3	Logistics and Distribution Strategies	Assessment 3 – Case Analysis	11 Hours
<p>In this module, students will explore efficient logistics models to ensure seamless flow of goods and services. Key areas include:</p> <ul style="list-style-type: none"> Transportation Modes – Road, rail, air, and sea; comparative advantages. Network Optimization – Designing distribution channels for cost and service efficiency. Warehouse Management – Layout design, automation, and performance metrics. Technological Advancements – Blockchain, IoT, and AI-driven logistics solutions. 			
Module 4	Optimization in Production and Logistics	<p>Assessment 4 – Mini Project</p> <p>Students will work on a mini-project, applying optimization techniques to solve a production or logistics problem in a real-world scenario.</p>	12 Hours
<p>This module focuses on improving operations using analytical tools and emerging trends. Topics covered:</p> <ul style="list-style-type: none"> Process Improvement Methodologies – Six Sigma, Kaizen, and Total Quality Management (TQM). Data-Driven Decision Making – Using analytics for production planning. Sustainability in Logistics – Green supply chain initiatives and carbon footprint reduction. Future of Operations Management – AI, predictive modelling, and smart factories. 			

Targeted Application & Tools that can be used: Project work/Assignment: Students will develop a logistics optimization model for a real-world business case, integrating production efficiency techniques	
Project work/Assignment: Mention the Type of Project /Assignment proposed for this course	
Web Resources: <ul style="list-style-type: none"> Supply Chain Digital: www.supplychaindigital.com Logistics Management Magazine: www.logisticsmgmt.com MIT Supply Chain Research: www.mit.edu/supplychain 	
Sample Data Set: Real-time industry data on supply chain optimization and logistics modelling will be provided for case study analysis.	
<ul style="list-style-type: none"> Text Book: Chopra, S., & Meindl, P. (2021). <i>Supply Chain Management: Strategy, Planning, and Operations</i>. Pearson. 	
References: <ul style="list-style-type: none"> Russell, R.S., & Taylor, B.W. (2020). <i>Operations Management: Creating Value Along the Supply Chain</i>. Wiley. Christopher, M. (2016). <i>Logistics and Supply Chain Management</i>. Pearson. 	
Catalogue prepared by	Shivaprasad S
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: MKT4111	Course Title: Marketing Management - Theories and Practices	L	T	P	C
		2	1	0	3
Version No.	1.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				
Course Description	This course intends to provide the student with necessary knowledge and skills to excel in the field of marketing. This course explores the five philosophies applied in this digital era: along with the marketing mix - product development, pricing strategies, promotion, and distribution channels. The theoretical concepts are applied to understand and solve the marketing challenges through a combination of lectures, case studies, and hands-on exercises is expected to provide students the essential skills in marketing. On completion of this course students would have acquired the capacity to critically think, identify marketing issues, draft marketing plans, draw data-driven decisions.				
Course Objective	This course is designed to improve the learners Skill Development by using Participation techniques.				

Course Outcomes	On successful completion of the course the students shall be able to: CO 1: Illustrate the importance of Marketing management and consumer behaviour for Segmentation, Targeting & Positioning decisions. (Understanding) CO 2: Develop Product launching strategies. (Applying) CO 3: Examine the significance of appropriate pricing & distribution decisions for product success. (Analyzing) CO 4: Evaluate the right use of promotion & technology for realizing a positive ROI. (Evaluating)			
Course Content:				
Module 1	Concepts of Marketing	Assignment using E Library (Participative Learning)	Assessment 1 - Quiz	12 Sessions
Topics: Concept of Marketing, Needs, Wants and Demand, Nature & Importance of Marketing, 5 Philosophies of Marketing Management , Marketing Mix, Marketing Environment – Macro and Micro Environment. Factors influencing Consumer Behaviour, Consumer Buying Decision Process, Market Segmentation and Bases of segmentation, Targeting Strategies, Concept of Positioning.				
Module 2	Product	Assignment (Participative Learning)	Assessment 2 – Assignment	09 Sessions
Topics: Product – Meaning, Product Mix – Product Line, Length and Depth, Product Line Analysis & Decisions, New Product Development - Product Life Cycle (PLC) – PLC Strategies, Product vs. Brand, Benefits of Branding, Brand Equity, Fifth 'P' - Packaging and Labelling.				
Module 3	Price & Place	Case study (Participative Learning)	Assessment 3 – Case Analysis	12 Sessions
Topics: Pricing – Importance of Pricing, Setting the Price, Pricing Objectives, and Steps in Pricing, Types of Pricing. Practice exercises in pricing. Place - Marketing Channels and their roles, Functions of a channel partner, Types of channels, Levels, Channel Design decisions, Channel Conflict: Reasons and resolution.				
Module 4	Promotion Technology	Assignment (Participative Learning)	Assessment 4 – Mini Project	12 Sessions
Topics: Promotion Mix - Advertising, Sales Promotion, Events & Experiences, Direct Marketing and Public Relations & Publicity, Personal Selling – Pros & Cons. Integrated Marketing Communications (IMC) – Traditional & Digital media, social media - Steps in Promotional Planning - Media Planning, Budgeting, Ad Campaign development.				

Managing consumer journey & experiences using technology – concepts & use cases.

Project work/Assignment:

Module 1 Sample Assignment 1: Project Work: Collect Advertisements (from Newspapers) pertaining to the various forms of Segmentation, classify them, and make a presentation, with appropriate justification.

Module 2 -Sample Assignment 2: Identify 5 products / brands which are in the different Life Cycle Stages of PLC and suggest appropriate Marketing strategies for them.

Module 3 - Sample Assignment: Analyze the difference in Distribution channels - FMCG versus / Consumer durables / Services

Module 4 - Sample Assignment : Identify the Digital and Social Media Marketing strategies adopted by any company of your choice.

Web Resources:

(Kindly note: Student should visit PU library and access the online resources for the same and incorporate in the assignments)

Research Articles in Journals

- The Impact of Market Environments on Marketing Relationships
https://www.researchgate.net/publication/257206982_The_Impact_of_Market_Environments_on_Marketing_Relationships
- PLC strategies of Amul
<https://mentormecareers.com/product-life-cycle-of-amul/?srsltid=AfmBOopV3fmKT77X3eO6bsuYHJ9jNieKliMIRYM1Rhg5hwqT1JFrxRYg>
- Ranjan Bandyopadhyay, Bipithalal Balakrishnan Nair, "Marketing Kerala in India as God's Own Country! for tourists' spiritual transformation, rejuvenation and well-being", Journal of Destination Marketing & Management, Volume 14.
<https://www.sciencedirect.com/science/article/abs/pii/S2212571X18303779>
- HUL Integrated Annual Report 2024-25
<https://www.hul.co.in/files/hul-integrated-annual-report-2024-25.pdf>

Case Studies:

- The Coca-Cola brand positioning strategy, segmentation and targeting
<https://fabrikbrands.com/branding-matters/brand-strategy/coca-cola-brand-positioning-strategy-segmentation-and-targeting/>
- Nestle' Maggi: Pricing and repositioning a recalled product
<https://www.scribd.com/document/406890984/Group-6-Nestle-s-Maggi-Pricing-repositioning-a-recalled-product-docx>
- Tourism Promotion through the Internet (Websites): (Jordan as a Case Study)
https://www.researchgate.net/publication/228414318_Tourism_Promotion_through_the_Internet_Websites_Jordan_as_a_Case_Study
- Cybermediation in Auto Distribution: Channel Dynamics and Conflicts
<https://onlinelibrary.wiley.com/doi/full/10.1111/j.1083-6101.2000.tb00347.x>
- Understanding Customer Experience Throughout the Customer Journey
<https://www.jstor.org/stable/44134974?refreqid=fastly-default%3Aafda1f1b4caed3bf330641c66c9d6444&seq=3>

Videos:

- Marketing Management – Core concepts
<https://youtu.be/65MQnEMf-uI?si=go-RM8wy59QTba0T>
- Understanding the Marketing Mix
<https://www.youtube.com/watch?v=d0NMSqeKpVs>
- Product Life Cycle
<https://www.youtube.com/watch?v=GjQRON8LF9g>

Text Book T1: Philip Kotler, Kevin Lane Keller, Alexander Chernav. (2022). Marketing Management. Pearson Education. 16 th edition.	
References	
R1: David A. Aaker and Christine Moorman. (2023). Strategic Market Management. Wiley Publisher. 12 th edition.	
R2: Tapan K. Panda. (2022). Marketing Management: Text and Cases. Taxmann Publications. 3rd Edition.	
Catalogue prepared by	Dr. Mohamad Imrozuddin
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

2nd SEMESTER

Course Code: QNT4113	Course Title: Business Research and Analytics Type of Course: Program Core Theory & Practical Course	L	T	P	C
		3	0	2	4
Version No.	1.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				
Course Description	This course enables students to make effective managerial decisions through the application of business analytics using the R programming language. Emphasis is placed on data exploration, statistical analysis, predictive modeling, and data visualization. Through practical application and real-world datasets, students will learn to draw insights from data to support strategic and operational decisions.				
Course Outcomes	CO1	Understand the importance of analytics and R programming in managerial decision-making.			
	CO2	Apply R programming for descriptive and inferential statistical analysis on business datasets.			
	CO3	Develop predictive models using regression, classification, and time series forecasting in R.			
	CO4	Visualize data and communicate insights effectively using R's			

		graphical capabilities and dashboards.	
Course Objective	This course aims to enhance learners' employability skills through experiential and participative learning , enabling them to communicate data insights effectively to varied stakeholders.		
Module 1	Introduction to R and Business Analytics	Participative Learning (Quiz)	[L12 + P7 :19 Sessions]
Topics: Role of analytics in decision making, Introduction to R and RStudio, basic data structures (vectors, lists, data frames), importing/exporting data, basic functions and packages.			
Module 2	Descriptive and Diagnostic Analytics in R	Hands-on Practical (Lab)/Assignment	[L12 + P7 :19 Sessions]
Topics: Summary statistics, data wrangling using dplyr, data cleaning, exploratory data analysis, Use case: Customer segmentation overview			
Module 3	Predictive Analytics for Decision Making	Participative Learning (Case-based)	[L12 + P8 :20 Sessions]
Topics: Simple and multiple linear regression, logistic regression, model evaluation (R-squared, confusion matrix), Use case: Predicting sales or customer churn.			
Module 4	Forecasting and Time Series Analysis	Mini Project (Group Work)	[L9 + P8 :17 Sessions]
Topics: Time series components, ARIMA modeling using forecast package, trend and seasonality analysis, Use case: Forecasting demand for inventory management. Visualization with ggplot2.			
Targeted Application & Tools that can be used: R & RStudio			
Project work/Assignment:			
Assignment 1: Module 1 – Quiz			
Assignment 2: Module 2 - Written Assignment			
Assignment 3: Module 3 - Case study			
Assignment 4: Module 4 - Project Work - Interactive dashboard presentation			
Text Book:			
T1: Wickham, H., & Grolemund, G. (2017). <i>R for Data Science</i> . O'Reilly Media			
Reference Books:			
R1: James, G., Witten, D., Hastie, T., & Tibshirani, R. (2021). <i>An Introduction to Statistical Learning with Applications in R</i>			
R2: Shmueli, G., Bruce, P., Gedeck, P., & Patel, N. (2020). <i>Data Mining for Business Analytics Using R</i>			
R3: Kabacoff, R. (2020). <i>R in Action: Data Analysis and Graphics with R</i> . Manning Publications			

Online Resources:

<https://presiuniv.knimbus.com/user#/home>

<https://learn.microsoft.com/en-us/power-bi/>

<https://www.tidyverse.org>

<https://r4ds.had.co.nz>

<https://www.datacamp.com>

<https://www.kaggle.com>

Research Articles:

Articles on analytics application in marketing, HR, and operations decision making will be shared via institutional repository

Multimedia (Videos):

DataCamp R courses

YouTube channels: StatQuest with Josh Starmer, Data School

Case Studies:

- Flipkart – Predicting return rates using logistic regression
- ICICI Bank – Risk analytics using classification models
- Swiggy – Forecasting demand using time series in R

Catalogue prepared by	Dr. Mary Jeyanti Prem
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: QNT4112	Course Title: Applied Data Analysis and Visualization	L – T – P – C	2 – 0 – 2 – 3
Version No.	1.0		
Course Pre-requisites	NIL		
Course Description	This course introduces students to applied data analysis using spreadsheets and visualization tools to support managerial decision-making. It emphasizes the use of formulae, functions, pivot tables, and dashboards to analyze and interpret business data. Students will learn to apply statistical and financial techniques for forecasting, reporting, and optimization. The course integrates practical lab exercises with real-world datasets to build problem-solving skills. By the end, students will be able to create effective visualizations and analytical models for business impact.		
Course Outcomes	<p>On successful completion of this course the students shall be able to:</p> <ul style="list-style-type: none"> • CO1: <i>Apply</i> spreadsheet operations to manage, format, and organize business datasets for effective analysis. • CO2: <i>Analyze</i> business problems using formulas and functions to derive insights from quantitative and qualitative data. • CO3: <i>Evaluate</i> data through advanced charts, pivot tables, and dashboards to support informed managerial decision-making. • CO4: <i>Create</i> business solutions by integrating advanced Excel tools (Power Query, PowerPivot, VBA) to design models for forecasting and analytics applications. 		

Course Objective:	To develop students' ability to apply data analysis and visualization techniques using spreadsheets and advanced Excel tools for effective problem-solving and data-driven business decision-making.			
Module 1	Introduction to Data Analysis and Spreadsheets	Lecture, Lab	Apply	[5 Lecture + 5 Lab Sessions]
Introduction to data analysis, introduction to spreadsheets and excel, entering and editing worksheet data, performing basic worksheet operations, working with excel ranges and tables, formatting worksheets.				
Module 2	Formulae and Functions	Lecture, Lab	Analyze	[5 Lecture + 5 Lab Sessions]
Introducing formulae and functions, formulae for mathematical and text operations, formulae for handling dates and time, formulae for matching and lookup, formulae for statistical analysis, formulae for financial analysis, array formulas, error-free formulae.				
Module 3	Data Visualization, Management and Analysis	Lecture, Lab	Evaluate	[5 Lecture + 5 Lab Sessions]
Getting started with excel charts, creating sparkline graphics, advanced charting techniques, dashboarding and implementing excel dashboarding best practices, introducing pivot tables and pivot charts, analyzing data with pivot tables, analyzing data using goal seeking and solver, analyzing data with the analysis tool pack.				
Module 4	Applying analytics to achieve Business impact	Lecture, Lab	Create	[6 Lecture + 9 Lab Sessions]
Introduction to PowerPivot and power query, business application of power pivot and query, automating excel using VBA, business application of VBA, business data management applications, customer analytics applications, demand forecasting applications, capstone project				
Targeted Application & Tools that can be used: Microsoft Excel				
Project work/Assignment:				
<ul style="list-style-type: none"> Quiz (Module 1: Introduction to Data Analysis and Spreadsheets) Students will take a quiz on Excel basics, worksheet operations, ranges, and data formatting. Individual Assignment (Module 2: Formulae and Functions) Apply formulas and functions (mathematical, text, statistical, lookup, financial) on a given dataset to perform meaningful analysis and submit a written assignment with results. Case Study (Module 3: Data Visualization, Management and Analysis) Analyze a business case dataset using PivotTables, charts, and dashboards. Identify patterns, trends, and provide managerial insights through visualization. Project / Report Writing (Module 4: Applying Analytics to Achieve Business Impact) Capstone group project: Develop an Excel dashboard integrating Power Query, PowerPivot, Solver, or VBA. Submit a report demonstrating how the solution can support decision-making in business areas such as sales, HR, marketing, or finance. 				
<ul style="list-style-type: none"> Text Books: <ul style="list-style-type: none"> T1. Mount, G. (2024). <i>Modern data analytics in Excel</i>. Wiley. T2 Fortino, A. (2024). <i>Data visualization for business decisions</i>. Packt Publishing. 				
References:				
<ol style="list-style-type: none"> R1: McKinney, W. (2022). <i>Python for data analysis: Data wrangling with pandas, NumPy, and Jupyter</i> (3rd ed.). O'Reilly Media. R2: Gibson, G. (2024). <i>Essential data science and analytics with R and Python</i>. Springer. R3: Arab, I. (2024). <i>Marketing analytics dashboards design</i>. Routledge. 				

4. **R4:** Castro, L. N. de. (2025). *Exploratory data analysis: Descriptive analysis, visualization, and dashboard design*, Taylor & Francis.
5. Baley, I., & Veldkamp, L. (2025). *The data economy: Tools and applications*. Princeton University Press.

Web pages

1. <https://sites.google.com/view/narayanasrikanthreddy/home/student-home-page/mba-1st-sem>
2. <https://support.microsoft.com/en-gb/office/keyboard-shortcuts-in-excel-1798d9d5-842a-42b8-9c99-9b7213f0040f>
3. <https://www.linkedin.com/pulse/data-analysis-project-excel-dashboard-anusha-srivastava>

PU library E –resource

<https://www-sciencedirect-com-presiuniv.knimbus.com/journal/journal-of-computational-mathematics-and-data-science>

Catalogue prepared by	Dr. Varalakshmi Dandu
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: MKT4112	Course Title: Digital Marketing Strategy, Tools and Trends Type of Course: Program CoreTheory Only Course	L- T-P- C	2	1	2	4
Version No.	1.0					
Course Pre-requisites	Nil					
Anti-requisites	NIL					
Course Description	This course provides an advanced, hands-on introduction to the field of digital marketing. Students will learn to build digital infrastructure (web and social), plan and implement paid and owned media strategies, and apply contemporary tools like mobile, email, and AI-based marketing. Designed with a progressive structure, learners begin by creating a brand website, then enhance discoverability using SEO and organic tools, followed by campaign execution via paid media and finally, integrating cutting-edge direct and AI-led marketing innovations. Excludes analytics to focus purely on execution and creative planning.					
Course Outcomes	On successful completion of this course the students shall be able to: CO1) Create a functional brand website and social presence aligned with digital best practices. CO2) Apply SEO, AEO, and content strategies to enhance online discoverability. CO3) Analyze different paid media platforms and design effective cross-channel ad campaigns. CO4) Evaluate mobile, email, affiliate, and AI-based tools into a unified marketing strategy.					

Course Objective:	The course aims at SKILL DEVELOPMENT with respect to Digital Marketing Strategies with PARTICIPATIVE learning activities.			
Module 1	Building Digital Infrastructure	Assignment (Participative Learning)	Case Study	8 H + 4T + 6 P
Topics: Introduction to Digital Presence, Web Design Basics: Structure, UX, and Branding, Domain, Hosting, CMS (WordPress or No-Code), Page Types & Wireframes, Integrating Forms and CTAs, Setting up Business Social Media Pages, Linking Web + Social Ecosystem, Website Legal Essentials: Cookies, Privacy.				
Module 2	Organic Visibility & Content Strategy	Assignment (Participative Learning)	Article	8 H + 4T + 8 P
Topics: SEO Fundamentals: On-page, Off-page, Technical, Local and International, Answer Engine Optimization (AEO), Generative Engine Optimization (GEO), Blogging Strategy and Content Calendar, Keyword Planning Tools, Image & Meta Optimization, Organic Social Media (LinkedIn, Instagram, YouTube and Facebook), Influencer & Community Engagement, ORM (Online Reputation Management).				
Module 3	Paid Media Planning & Execution	Assignment using E Library (Participative Learning)	Analyze and evaluate a brand's organic and paid digital strategies.	8 H + 4T + 8 P
Topics: Display Ads (Google Display Network, Banners, Native), Google Search Ads: Structure, Keywords, Ad Copy, Paid Social Media Ads: Meta, LinkedIn, X, Budgeting, Bidding & Scheduling, Campaign Testing (A/B Creatives), Targeting Methods: Contextual, Behavioral, Programmatic Ad Basics, Creative Briefing & Visual Design, Integrated Media Plan Submission.				
Module 4	Direct & AI-Driven Marketing	Project (Experiential Learning)	Design and execute a multi-platform campaign.	6 H + 3T + 8 P
Topics: Email Marketing: Segmentation, Automation, Mobile Marketing: SMS, In-App, Geo-targeting, Affiliate Marketing Ecosystem, AI in Marketing: Chatbots, Predictive Content, Personalization, Voice Assistants & WhatsApp Business, AR/VR Marketing Trends, Building Drip Campaigns, Building Chatbot Journeys (No Code), Final Campaign Showcase & Reflection.				
Targeted Application & Tools that can be used: Social Media Platforms - Facebook, Instagram, LinkedIn, Twitter, YouTube. Tools – Semrush, Ahrefs, Sprout Social, Buffer, Mailchimp, Brevo.				

Assignment:

Assignment 1: Build Your Digital Brand. (Individual) (A functional 5-page website and Link social media handles)

Assignment 2: Analyze and evaluate a brand's organic and paid digital strategies using academic sources and competitor benchmarking, supported by SEO audit tools and ad library insights. (Individual)

Assignment 3: Design and execute a multi-platform campaign. (Group)

Text Book:

T1: Gupta, Seema. *Digital Marketing* (3rd Edition, 2022). McGraw Hill Education. ISBN: 9789355320483

T2: Bhatia, Puneet Singh. *Fundamentals of digital marketing* (3rd ed.). Pearson. ISBN: 9789357054928

References

R1: Sachdev, Raj. (2024). *Digital marketing*. McGraw Hill Education. ISBN: 9781264608690

R2: Chaffey, Dave, & Ellis-Chadwick, Fiona. (2022). *Digital marketing: Strategy, implementation and practice* (8th ed.). Pearson Education. ISBN: 9781292400969

Online Resources:

<https://presiuniv.knimbus.com/user#/home>

Articles:

- **Wall Street Journal. (2025).** AI will soon dominate ad buying, whether marketers like it or not. *The Wall Street Journal*. Link: <https://www.wsj.com/articles/ai-will-soon-dominate-ad-buying-whether-marketers-like-it-or-not-3d62b754>
- **Economic Times. (2025).** Spearhead the shift to data-led, AI-powered digital marketing. *The Economic Times*. Link: <https://economictimes.indiatimes.com/jobs/mid-career/spearhead-the-shift-to-data-led-ai-powered-digital-marketing/articleshow/121455704.cms>
- **The Times. (2025).** Future-proof your marketing strategy with Google's AI rivals. *The Times*. Link: <https://www.thetimes.co.uk/article/future-proof-marketing-strategy-google-ai-rivals-enterprise-network-dswkqjd3f>
- **Business Insider. (2025).** Sam Altman said AI would replace 95% of ad agency work. 3 top creative directors say AI has won them lucrative business. *Business Insider*. Link: <https://www.businessinsider.com/how-advertising-agencies-use-ai-to-pitch-win-business-2025-5>
- **Economic Times. (2025, May 28).** WPP replaces GroupM with AI-powered WPP Media. *The Economic Times*. Link: <https://economictimes.indiatimes.com/industry/media/entertainment/media/wpp-replaces-groupm-with-ai-powered-wpp-media/articleshow/121469920.cms>

Multimedia (Videos):**Videos on Digital Marketing**

- **Social Media Marketing for Small Business**
[Watch here](#)
- **Digital Marketing and You – TED Talk by Ankit Srivastava**
[Watch here](#)
- **Digital Marketing In 2025: Get Website Traffic By Doing This Now**
[Watch here](#)
- **6 Marketing Trends You Need to Know in 2025**
[Watch here](#)

Case Studies:**HUGE and Digital Strategy**

By: Ramon Casadesus-Masanell; Nicholas G. Karvounis, Harvard Business School

Link: <https://hbsp.harvard.edu/product/712442-PDF-ENG?Ntt=HUGE%20and%20Digital%20Strategy>

The YES: Reimagining the Future of e-Commerce with Artificial Intelligence

By: Jill Avery, Harvard Business School

Link: <https://hbsp.harvard.edu/product/521070-PDF-ENG?Ntt=The%20YES%3A%20Reimagining%20the%20Future%20of%20e-Commerce%20with%20Artificial%20Intelligence>

Digital Transformation at GE: What Went Wrong?

By: Robert D. Austin, Ivey Business School

Link: <https://hbsp.harvard.edu/product/W19499-PDF-ENG?Ntt=Digital%20Transformation%20at%20GE%3A%20What%20Went%20Wrong%3F>

Michael McCain: Tweeting on the Maple Leaf Foods Account

By: Gerard Seijts; Steve Foerster, Ivey Business School

Link: <https://hbsp.harvard.edu/product/W20903-PDF-ENG?Ntt=Michael%20McCain%3A%20Tweeting%20on%20the%20Maple%20Leaf%20Foods%20Account>

Cheekbone Beauty: Building an Indigenous Growth Venture

By: Simon Parker, Ivey Business School

Link: <https://hbsp.harvard.edu/product/W25813-PDF-ENG?Ntt=Cheekbone%20Beauty%3A%20Building%20an%20Indigenous%20Growth%20Venture>

Catalogue prepared by	Dr Uttam Chakraborty,
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN4112	Course Title: Financial Modelling and Corporate Finance Type of Course: Program Core	L- T-P- C	2	1	2	4
Version No.	1.0					
Course Pre-requisites	NIL					
Anti-requisites	NIL					
Course Description	This course provides students with a comprehensive understanding of the principles and practical applications of financial modeling and corporate finance. Through hands-on instruction, participants will learn to build robust					

	<p>financial models using Excel or other financial tools to support corporate decision-making and valuation.</p> <p>The course covers key corporate finance topics, including capital budgeting, cost of capital, capital structure, working capital management, and valuation techniques such as discounted cash flow (DCF) and comparable company analysis. Students will apply these concepts by constructing financial models to analyze real-world business scenarios, assess investment opportunities, and support strategic financial planning.</p>
Course Objective	<p>The objective of this course is to equip students with the essential skills and knowledge to build robust financial models and apply core principles of corporate finance in real-world business scenarios. Students will learn to forecast financial performance, conduct valuation analyses, assess investment decisions, and support strategic planning through quantitative techniques. The course aims to bridge theoretical finance concepts with practical modeling tools, enhancing students' ability to make data-driven financial decisions.</p>
Course Outcomes	<p>By the end of this course, students will be able to:</p> <p>CO1: Understand Core Concepts Demonstrate a comprehensive understanding of key corporate finance concepts such as capital budgeting, valuation, cost of capital, risk analysis, and capital structure.</p> <p>CO2: Apply Financial Modeling Techniques Construct dynamic financial models using Microsoft Excel or similar tools to analyze financial statements, forecast performance, and evaluate investment opportunities.</p> <p>CO3: Perform Company Valuation Conduct company valuations using methodologies such as Discounted Cash Flow (DCF), Comparable Company Analysis, and Precedent Transactions.</p> <p>CO4: Analyze Financial Statements Interpret and analyze income statements, balance sheets, and cash flow statements to assess the financial health and performance of a company.</p> <p>CO5: Make Strategic Financial Decisions Apply financial models to support strategic decisions in mergers & acquisitions, capital budgeting, and financing choices.</p> <p>CO6: Integrate Theory and Practice Synthesize financial theory with real-world data to solve practical business problems and present findings through reports and presentations.</p> <p>CO7: Utilize Industry Tools and Best Practices Employ best practices in financial modeling, including sensitivity analysis, scenario planning, and error checking to ensure model accuracy and reliability.</p>
Course Content	<p>The course on Financial Modeling and Corporate Finance covers essential concepts such as financial statement analysis, forecasting, valuation techniques (DCF, comparable company analysis), and budgeting. Students learn to build dynamic financial models using Excel, including income statements, balance sheets, and cash flow projections. The course also explores capital structure, cost of capital, investment decision-making, and risk analysis. Through hands-on projects and case studies, learners gain practical skills to evaluate business performance, support strategic decisions, and communicate financial insights effectively in real-world scenarios.</p>

Module 1	Foundations of Financial Modelling & Financial Statement Analysis	Experiential Learning	Handshake with Modeling Basics	6 Lectures, 3 Tutorials, 6 Practical Sessions
<p>Introduction to Financial Modelling: Importance, Best Practices, and Spreadsheet Functions for Finance, Review of Financial Statements: Income Statement, Balance Sheet, Cash Flow Statement. Linkages and Interrelationships. Financial Statement Analysis: Ratio Analysis (Profitability, Liquidity, Solvency, Efficiency). Introduction to Forecasting: Top-down vs. Bottom-up Approaches, Key Drivers, Assumptions. Building a Simple Three-Statement Model: Linking Income Statement, Balance Sheet, and Cash Flow Statement. Practical Considerations in Model Building: Error Checking, Data Validation, Scenarios, and Sensitivity Analysis.</p>				
Module 2	Time Value of Money, Capital Budgeting	Experiential Learning	Understanding of key corporate finance concepts such as capital budgeting, valuation, cost of capital	(8 Lectures, 3 Tutorials, 8 Practical Sessions)
<p>Time Value of Money: Present Value, Future Value, Annuities, Perpetuities. Capital Budgeting Techniques: Net Present Value (NPV), Internal Rate of Return (IRR), Payback Period, Profitability Index. Risk and Return: Standalone Risk, Portfolio Risk, Diversification, Capital Asset Pricing Model (CAPM).</p>				
Module 3	Capital Structure, Cost of Capital	Experiential Learning	Capital Structure Decisions	(6 Sessions, 3 Tutorials, 6 Practical)
<p>Cost of Equity: Dividend Growth Model, Capital Asset Pricing Model (CAPM), Beta estimation, and adjustments. Cost of Debt & Cost of Preferred Stock: Calculating the after-tax cost of debt. Understanding preferred stock characteristics and cost. Weighted Average Cost of Capital (WACC): Calculation and practical considerations for WACC. Capital Structure Theories: Modigliani-Miller propositions (with and without taxes), trade-off theory, pecking order theory. Types of dividends, dividend theories (relevance vs. irrelevance), factors influencing dividend policy, share repurchases.</p>				
Module 4	Capital Budgeting Decisions and Valuations	Experiential Learning	Capital Budgeting Decisions	5 Lectures, 3 Tutorials, 6 Practical Sessions
<p>Capital Budgeting Decisions: Project evaluation techniques revisited (NPV, IRR, Payback Period, Profitability Index). Real options. Valuation Fundamentals: Introduction to different valuation approaches – Discounted Cash Flow (DCF), Relative Valuation (Multiples). Free Cash Flow to Firm (FCFF) & Free Cash Flow to Equity (FCFE): Derivation and importance for valuation. Discounted Cash Flow (DCF) Valuation Model: Building a DCF model step-by-step, terminal value calculation. Sensitivity Analysis & Scenario Analysis: Understanding how changes in key assumptions impact model outputs. Data tables, Goal Seek, Scenario Manager. Introduction to Mergers & Acquisitions (M&A) Modelling: Accretion/dilution analysis basics, key M&A considerations.</p>				

Module 5	Working Capital Management	Experiential Learning	Working Capital Management	(5 Lectures, 3 Tutorials, 6 Practical Sessions)
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Overview of Working Capital Management: Definition, components, importance, operating cycle, cash conversion cycle. **Inventory Management:** Costs of inventory, EOQ model, just-in-time (JIT) inventory, inventory control systems. **Receivables Management:** Credit policy, credit terms, collection policies, factoring. **Payables Management:** Managing accounts payable, trade credit, stretching payables.

Targeted Application & Tools that can be used:

- Microsoft Excel (or equivalent spreadsheet software), Python (depends on students compatibility)

Tutorial Plan:

1	Practice calculating and interpreting key financial ratios from given financial statements.
2	Solving problems related to future value, present value, and simple NPV/IRR calculations.
3	Forecasting Techniques & Driver Identification: Case studies on identifying appropriate drivers for various financial line items.
4	Resolving Circularity in Simple Models: Manual and iterative methods for dealing with circular references.
5	WACC Calculation Case Studies: Practical exercises on calculating WACC for different companies using real-world data.
6	Capital Structure and Dividend Policy Problem Solving: Discussion of qualitative and quantitative problems related to capital structure and dividend decisions.
7	DCF Valuation Case Study: Working through a complete DCF valuation exercise from assumptions to value.
8	M&A Accretion/Dilution Problem Solving: Simple exercises to understand the impact of M&A on EPS.
9	Cash Conversion Cycle & Working Capital Ratios: Practical exercises on calculating and interpreting working capital metrics.
10	Inventory & Receivables Management Problems: Solving quantitative problems related to EOQ, credit terms, and collection efficiency.

Practical Plan:

1	Excel Basics for Financial Modelling: Setting up a clean worksheet, formatting, essential functions (SUM, AVERAGE, IF, COUNT, etc.).
2	Building a Simple Income Statement: From raw data to a structured Income Statement in Excel.
3	Building a Simple Balance Sheet: Constructing a basic Balance Sheet in Excel, ensuring it balances.
4	Linking Financial Statements: Initial steps to link a basic Income Statement and Balance Sheet.
5	Building Revenue and Cost of Goods Sold Forecasts: Practical application of forecasting techniques in Excel.

6	Forecasting Operating Expenses & Working Capital Accounts: Extending the model to include these forecasts.
7	Constructing a Full Integrated Financial Model (Part 1): Building the Income Statement and linking it to the Balance Sheet.
8	Constructing a Full Integrated Financial Model (Part 2): Completing the Cash Flow Statement and ensuring the model balances. Addressing initial circularities.
9	WACC Model in Excel: Building a dynamic WACC calculator in Excel, incorporating different inputs for equity, debt, and preferred stock.
10	Beta Calculation and Unlevering/Levering Beta: Using historical data to calculate beta and adjusting for leverage.
11	Modeling Debt and Equity Financing Scenarios: Integrating different financing assumptions into an existing integrated model.
12	Impact of Capital Structure on Valuation: Analyzing how changes in debt-to-equity ratio affect WACC and potentially firm value in a model.
13	Building a Capital Budgeting Model: Creating a model to evaluate a new project using NPV and IRR.
14	Building a DCF Valuation Model: Constructing a comprehensive DCF model from a pre-built integrated financial statement model.
15	Sensitivity Analysis & Scenario Analysis in Excel: Applying data tables, Scenario Manager, and Goal Seek to the DCF model.
16	Introduction to M&A Modelling - Accretion/Dilution: Building a simple accretion/dilution model for a hypothetical merger.
17	Working Capital Forecasts Integration: Refining working capital forecasts within the integrated financial model.
18	Cash Budgeting Model: Building a detailed cash budget for a company.
19	Inventory Management Model: Developing a model to analyze optimal inventory levels (e.g., EOQ).
20	Accounts Receivable and Payable Management Model: Modeling the impact of changes in credit terms or payment policies on cash flows.
Text Book	
Financial Modeling by Simon Benninga (MIT Press)	
Corporate Finance by Stephen A. Ross, Randolph W. Westerfield, and Jeffrey Jaffe (McGraw-Hill Education)	
Reference Books	
Valuation: Measuring and Managing the Value of Companies by McKinsey & Company (Wiley)	
<i>Damodaran on Valuation</i> by Aswath Damodaran (Wiley)	
Reference Books	
Web Links and Case Study Links	
Catalogue prepared by	Dr. Megha Pandey
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025

Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025
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Course Code: GMM4112	Course Title: Communication for Leaders Type of Course: Program Core	L	T	P	C
		2	1	0	3
Version No.	2.0				
Course Pre-requisites	<p>For a course on communication for leaders, here are some suitable prerequisites that will help set the stage for deeper learning:</p> <p>Basic Communication Skills – A foundation in verbal and non-verbal communication, active listening, and clarity in expression.</p> <p>Leadership Fundamentals – Understanding leadership styles, emotional intelligence, and decision-making processes.</p>				
Anti-requisites	Nil				
Course Description	<p>This course is designed to empower future leaders with advanced communication skills essential for navigating the complexities of leadership. It focuses on strategic, interpersonal, and cultural aspects of communication to help students lead with clarity, authenticity, and impact. Students will engage in reflection, real-world simulations, case analyses, and strategic communication planning.</p>				
Course Objective	<p>This course is designed to develop the learner's skills using participative learning techniques. It also examines employability skills using participative learning. The underlying objective of the course is to equip management students with essential communication skills to inspire, influence, and effectively engage teams and stakeholders. The objective is to groom students to be successful leaders. This course focuses on mastering verbal, non-verbal, and written communication strategies, fostering trust, resolving conflicts, and driving meaningful conversations that align with organizational goals. By the end of the course, participants will confidently lead discussions, deliver impactful messages, and enhance their executive presence.</p>				
Course Outcomes	<p>CO1: Examine and employ the components of communication, major verbal, nonverbal barriers to communication and examine the importance of effective communication in business (Analyze).</p> <p>CO2: Demonstrate the skills of presentation, conflict management, and negotiation.(Understand)</p> <p>CO3: Understand and apply principles of effective leadership communication and mentoring.(Understand).</p> <p>CO4: Practice active listening and adapt communication strategies in intercultural and digital leadership contexts.(Analyse).</p>				
Course Content:					
Module 1	Foundations of Business Communication- Business Communication Process.		Asses smen t 1 - Quiz	Analyze Sessions	12
Introduction to Business Communication - The role of communication in an organization, Components and process of communication, Directions of communication, Barriers to effective communication, Diversity and impediments to cross-cultural Communication, Hofstede's theory of cultural dimensions, Strategies for smooth					

<p>cross-cultural communication, Teamwork, Ethical Communication, Communication Media Choices, and social media communication.</p>			
Module 2	Interpersonal communication	Assessment 2 – Business Letter writing and Email communication	Understand 10 Sessions
<p>a. Writing skills: Business Letters and Email writing.</p> <p>b. Listening Skills: Definition, Types of Listening, Barriers to listening, Causes and Effects of Poor Listening,</p> <p>c. Business Meetings: Examine the requirements for conducting an effective Business Meeting, Preparation of the agenda, and Recording minutes of the meeting.</p> <p>d. Oral: Conflict resolution through effective communication.</p> <p>e. Non-Verbal: Body Movement, Physical Appearance, Voice Qualities, Time, Touch, Space and Territory.</p> <p>f. Corporate Etiquette</p>			
<p>Module 3</p> <p>Communication styles and leadership presence</p> <p>Self-awareness, emotional intelligence, and communication audit</p> <p>Authenticity and trust-building</p> <p>Active listening and feedback</p> <p>Conflict resolution and negotiation</p> <p>Facilitation, mentoring, and coaching communication.</p>			
Module 4	Foundations of Leadership Communication	Assessment 3 –	Understand 13 Sessions
<p>Concept of Diversity, Equity, and Inclusion. Challenges of DEI</p> <p>Nuances of cross-cultural communication</p> <p>Case studies on Miscommunication emanating from communication diversity</p> <p>Importance of Cross-cultural and inclusive communication</p> <p>Ethical communication and power dynamics</p> <p>Digital leadership and crisis communication</p>			
<p>Targeted Application & Tools that can be used:</p>			
<p>Project work/Assignment: Mention the Type of Project /Assignment proposed for this course</p>			
<p>Web Resources:</p>			
<p>Sample Data Set:</p>			
<p>Textbook:</p> <p>Cardon, P. W. (2021). Business communication: Developing leaders for a networked world (4th ed.). McGraw-Hill Education.</p> <p>Lesikar, V.R., Flatley, M. (2017). Business Communication- Making connections in the digital world. 11th Edition. Tata McGraw Hill Publications.</p>			

<p>Interpersonal Communication and You by Steven McCornack and Kelly Morrison (2020) – great for deepening interpersonal and non-verbal communication components.</p> <p>Leadership Communication by Deborah J. Barrett (5th ed., 2021) – strong coverage of leadership presence, self-awareness, and influence.</p>
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References:

Bovee, L.C., Thill, J. (2018). Business Communication Today. 14th Edition. Pearson Education.

Dr. Sapna M.S. (2020). CORPORATE COMMUNICATION: Trends and Features. Notion press, Chennai, Tamil Nadu-600004

Other reading material

MYEnglishPages.Com. (2022). Learn English Online, [Learn English - Grammar, Vocabulary, Speaking, Exercises, Lessons. \(myenglishpages.com\)](#), Accessed on 26 April 2022.

Marcusevans Lingurama.(n/d). [marcus evans Lingurama](#), accessed on 26 April 2022

Harward Business Review.(n/d). O'Hara, C. (2014). How to Improve Your Business Writing. <http://hbr.org/2014/11/how-to-improve-your-business-writing>, Accessed on 25 March 2022

Catalogue prepared by	Dr. SHALINI ACHARYA
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: OBH4112	Course Title: People, Performance and HR Strategy Type of Course: Program Core	L	T	P	C
		2	1	0	3
Version No.	2.0				
Course Pre-requisites	NIL				
Anti-requisites	Nil				
Course Description	<p>"People, Performance and HR Strategy" explores the strategic role of human resources in driving organizational success. The course examines how effective people management enhances performance, fosters employee engagement, and how strategic human resource management (HRM) aligns with broader business objectives to drive performance, innovation, and competitive advantage.</p> <p>Using real-world case studies, students will evaluate how organizations leverage their people strategies to respond to internal and external pressures, including market competition, workforce diversity, and digital transformation.</p> <p>By the end of the course, students will be equipped with the tools and frameworks necessary to develop and lead effective HR strategies that improve organizational performance and foster long-term success. This course is ideal for aspiring HR professionals, managers, and business leaders.</p>				
Course Objective	<ol style="list-style-type: none"> 1. <i>Define</i> key concepts and terminology related to human resource strategy, performance management, and problem solving in organisational set up. (Blooms Level: Comprehension) 2. <i>Demonstrate</i> the relationship between HR practices, employee performance, and organizational outcomes within various business contexts. (Blooms Level: Application) 				

	3. <i>Evaluate</i> how HR strategies influence employee behaviour, motivation, and overall performance resulting in organizational effectiveness. (Experiential learning) (Blooms Level: Evaluation) 4. <i>Develop</i> comprehensive HR strategies that integrate people management, performance metrics, and business objectives to drive sustainable success. (Blooms Level: Create)		
Course Out Comes	This course will enhance the organizational people management skills of the students through participative learning that will be helpful for managing organizations.		
Course Content:			
Module 1	Managing People for Performance at work	Assessment	Q u iz 11 Sess ions
Topics: People Management, benefits of people Management, Individual vs. team behaviour, Role of manager in managing performance, Individual vs. team vs. organizational performance, Goal setting, feedback, Performance appraisal methods, High-performance work systems (HPWS), Addressing underperformance. [Blooms level : Comprehension]			
Module 2	Approaches to Performance Systems	Assessment	A s s i g n m e n t - T e a m S u r v e y 12 Sess ions
Performance Appraisal Vs Performance Management, significance of Performance management systems, factors affecting performance; Objective of Performance management systems, Performance management cycle, performance management process, Performance Management methods- Traditional & Modern methods. [Blooms level :Application]			
Module 3	Strategic Foundations of HRM	Assessment	C a s e A 11 Sess ions

			n al y si s	
Strategy -meaning, Introduction to Strategic Human Resource Management (SHRM), The evolving role of HR in business strategy, types of HR strategies, Role of HR strategy in succession planning, Models and frameworks of HR strategy (e.g., Harvard, Michigan models), HR's role in value creation and competitive advantage, Linking people management to organizational performance. [Blooms level :Application]				
Module 4	Performance and HR Strategy	Assessment	M i n i P r o j e c t	11 Sessi ons
Linking HR with performance, ways to motivate the performance, Universalistic vs. contingency approaches strategies, aligning performance systems with organizational strategy, KPIs, SMART goals Legal and ethical considerations, Diversity, equity, and inclusion in strategic HR, Organizational strategy and its implications for HR, Measuring ROI on HR performance. [Blooms level :Application]				
Targeted Application & Tools that can be used: <ul style="list-style-type: none"> • Fundamental exposure to the qualitative and quantitative surveys techniques in: People, Performance and HR Strategy. • Professionally Used Software: Microsoft excel, SPSS, R software, and qualitative techniques, Tableau, Microsoft Power BI, Skill Assessment Platforms. 				
Project work/Assignment: Mention the Type of Project /Assignment proposed for this course: <ol style="list-style-type: none"> 1. Quiz related to the basic concepts of People Management, Appraisal Methods etc. 2. Design a suitable appraisal method to suit the labours working in Cement factory and compare the appraisal components with the appraisal form of IT industry team leaders. 3. Case analysis on performance appraisal: Who moved my Cheese?/Case Study: Tata Motors; Talent Management Fast Track selection Scheme 4. Undertake a mini project survey to assess the ways to motivate the over performer and underperformer. 				
Text Book <p>T1: Dessler, Gary & Varkkey, Biju (2020). Human Resource Management, 16th Edition, Pearson Education, New Delhi.</p> <p>T2: Rao, P Subba (2022). Personnel and Human Resource Management, 5th Edition, Himalaya Publishing House</p>				

REFERENCE BOOK

R1: Armstrong, M. (2022). *Armstrong's handbook of performance management: An evidence-based guide to delivering high performance* (6th ed.). Kogan Page.

R2: Schmidt, L. (2021). *Redefining HR: Transforming people teams to drive business performance*. Kogan Page.

R3: Armstrong, M., & Taylor, S. (2023). *Armstrong's handbook of strategic human resource management* (7th ed.). Kogan Page.

Web Resources:**Web Links:**

1. A review of performance measurement: Towards performance management

<https://puniversity.informaticsglobal.com:2282/ehost/detail/detail?vid=7&sid=41ff6170-e9b6-4fdc-bd4a->

<bb122d67f0f7%40redis&bdata=JnNpdGU9ZWhvc3QtbGI2ZQ%3d%3d#AN=18259872&db=ih>

2. <https://ocw.mit.edu/courses/15-660-strategic-hr-management-spring-2003/g/>

Related Articles:

1. **Impact of e-leadership and team dynamics on virtual team performance in a public organization** <https://www.emerald-com-presiuniv.knimb.us.com/insight/content/doi/10.1108/IJPSM-08-2020-0218/full/html>

2. **Managing Diversity In The Workplace: Age, Language And Culture** <https://www.forbes.com/sites/forbesbusinesscouncil/2021/08/12/managing-diversity-in-the-workplace-age-language-and-culture/?sh=32d35341e954>

3. Case Study: Apigee; People Management Practices and Challenge of growth. (Ivey Publishing-LSB-H)

Sample Data Set: School Teachers- employee data set with demographics, performance scores, strategies adopted for retention etc. -collected through surveys.

Book - References:

- Becker, B. E., & Huselid, M. A. (2021). High performance work systems and firm performance: A synthesis of research and managerial implications. In *The strategic human resource management sourcebook* (pp. 123–140). Oxford University Press.
- Schmidt, L. (2021). *Redefining HR: Transforming people teams to drive business performance*. Kogan Page.
- Madhani, P. M. (2024). Strategic HR analytics: Driving business performance. *ResearchGate*. https://www.researchgate.net/publication/377208077_Strategic_HR_Analytics_Driving_Business_Performance
- People Strong. (2023). *Performance insights handbook*. https://www.peoplestrong.com/sg/white_paper/performance-insights-handbook

Catalogue prepared by	Dr.A.Abirami / Associate Professor / School of Management
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: BNK5111	Course Title: Commercial Banking Type of Course: Specialization Track Core	L – T – P –C	3 – 1 – 0 – 4
Version No.	1.0		
Course Pre-requisites	a) Basic communication skills b) MS Office proficiency c) Analytical skills d) Awareness of current global events e) Basic understanding of economics and finance		
Anti-requisites	NIL		
Course Description	<p>Banking is an important element of the financial system. It is a means through which the efficient deployment of capital takes place. The bread-and-butter business of a commercial bank is to accept deposits and lend money, thereby the differential interest after costs as profit. However, in today's modern era, the scope of banking activities has moved far beyond borrowing and lending. The reform measures implemented during the post- liberalization phases of Indian economy heralded several epoch-making changes in the financial sector. This resulted in the integration of various financial markets and institutions so that financial institutions were made more resilient, competitive and customer friendly.</p> <p>Banking being the wheel of financial system, this sector plays an important role in the growth and progress of the economy. Understanding the nuances of banking, the operational complexity and the long run sustainability is a prerequisite for the finance professionals today. This course is presented from the perspective of both bank management and regulators in order to provide an overview of the interrelated operations of a commercial banking organization.</p> <p>This course focuses on the evolution of banking, the organizational structure of banks, and how banking and other financially related legislation and regulation have impacted the operation of today's financial companies. It also analyses the assets and liabilities of banks, the credit appraisal and lending process for various types of borrowers, risk management strategies in banking, the problem of NPA, micro-financing, technology in banking, retail banking, financial inclusion, priority sector lending and other contemporary aspects would be discussed in the program. It further talks about various financial techniques to measure a bank's financial performance and condition.</p>		
Course Outcomes	On successful completion of this course the students shall be able to: <ul style="list-style-type: none"> CO1: Understand the basics of commercial banking. CO2: Apply the banking knowledge in the real-world scenario. CO3: Analyse the operational complexities of the commercial bank. CO4: Evaluate the regulatory aspects and evaluate the performance of commercial bank. 		
Course Objective:	The course aims at SKILL DEVELOPMENT with respect to Commercial Banking with PARTICIPATIVE learning activities.		
Module 1	Introduction to Commercial Banking	Assignment using E Library (Participative Learning)E-Library Assignment: Research	Case Study: Experiential 14 Sessions

		the historical evolution of banking in India, focusing on key regulatory changes and their impact on the banking sector.		
<p>Topics:</p> <ul style="list-style-type: none"> • Evolution of Banking • Structure of the Indian Banking System • Banking Regulations and Legislation in India (RBI Act, Banking Regulation Act) • Functions of Commercial Banks 				
Module 2	Banking Operations and Management	Assignment (Participative Learning)	Case Study: Experiential	16 Sessions
<p>Topics:</p> <ul style="list-style-type: none"> • Acceptance of Deposits: Types of Deposits, Deposit Mobilization Strategies • Principles of Lending • Credit Appraisal Techniques • Priority Sector Lending • Financial Inclusion 				
Module 3	Risk Management in Commercial Banks	Project (Experiential Learning)	Group Presentation (Participative Learning): Present on the impact of Basel III norms on capital adequacy and risk management in Indian commercial banks.	16 Sessions
<p>Topics:</p> <ul style="list-style-type: none"> • Types of Risks in Banking (Credit Risk, Operational Risk, Market Risk) • Asset-Liability Management (ALM) • Management of Non-Performing Assets (NPAs) • Basel Norms and Capital Adequacy 				
Module 4	Contemporary Issues in Commercial Banking	Assignment (Participative Learning) Research and report on the latest trends in FinTech and their implications for commercial banking in India.	Group Presentation (Participative Learning)	14 Sessions
<p>Topics:</p> <ul style="list-style-type: none"> • Technology in Banking: Digital Payments, Core Banking Solutions (CBS) • Retail Banking: Products and Services • Micro-finance • Neo Banking • Customer service in Banking 				
<p>Targeted Application & Tools that can be used: NA</p>				

<p>Project work/Assignment:</p> <ul style="list-style-type: none"> • Project Work: Conduct a comparative analysis of the financial performance of two commercial banks in India, using key financial ratios and indicators. • Assignment 1: Evaluate the effectiveness of priority sector lending programs in promoting financial inclusion in India. • Assignment 2: Analyze the impact of digital payment systems on the operational efficiency and profitability of commercial banks. • Assignment 3: Develop a comprehensive risk management framework for a commercial bank, addressing key risks and mitigation strategies. • Assignment 4: Research and present on the challenges and opportunities of implementing micro-finance initiatives through commercial banks. 	
<ul style="list-style-type: none"> • Text Book: • T1. Suresh, Padmalatha & Paul, Justin, (2022), Management of Banking & Financial Services, Fourth Edition, Pearson India • T2. Muraleedharan, D(2022) Modern Banking-Theory and Practice, Second Edition. PHI Learning 	
<p>References:</p> <ul style="list-style-type: none"> • R1. Gomez, Clifford (2022), Banking & Finance, Theory, Law And Practice, PHI Learning • R2. C R Basu (2018), "Commercial Banking in the planned economy on India" Twenty Sixth Edition, Mittal Publications, New Delhi 	
<p>Online Resources:</p> <p>https://presiuniv.knimbus.com/user#/home</p>	
<p>Articles:</p> <ul style="list-style-type: none"> • https://www.rbi.org.in/scripts/PublicationReportDetails.aspx?ID=251 • http://www.yourarticlery.com/banking/important-methods-adapted-by-rbi-to-control-credit-creation/23490 	
<p>Multimedia (Videos):</p> <ul style="list-style-type: none"> • Neo Banking – <ul style="list-style-type: none"> ○ https://www.youtube.com/watch?v=9tRXp7-aB3U • Customer service in Banking <ul style="list-style-type: none"> ○ https://www.youtube.com/watch?v=FnSQuStARbc 	
<p>Case Studies:</p> <ul style="list-style-type: none"> • The Impact of information technology in banking system (A case study in Bank Keshavarzi IRAN) 	
Catalogue prepared by	Prof. Debayan Kanti Bose
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN5111	Course Title: Investment and Portfolio Management Type of Course: Specialization Track Core	L-T-P-C	3	0	4
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Version No.	1.0			
Course Pre-requisites	Students should have successfully completed Financial Management and Financial Accounting courses.			
Anti-requisites	NIL			
Course Description	Investment and Portfolio Management focuses on the principles and practices of investing in financial markets, including the analysis of various asset classes such as stocks, bonds, and mutual funds. The course covers techniques for evaluating investment opportunities, managing risk, and constructing diversified portfolios to achieve specific financial goals. Students will learn about market efficiency, asset pricing models, and portfolio performance measurement. Practical applications include developing strategies for asset allocation, portfolio optimisation, and monitoring investment performance.			
Course Outcomes	<p>On successful completion of this course, the students shall be able to:</p> <p>CO 1 Understand and apply fundamental concepts of investment, including risk and return, to evaluate various financial assets. (Participative Learning)</p> <p>CO2 Analyse financial markets and use asset pricing models to make informed investment decisions. (Participative Learning)</p> <p>CO3 Design and construct diversified investment portfolios that align with specific risk tolerance and investment objectives. (Experiential Learning)</p> <p>CO4 Evaluate portfolio performance using quantitative techniques and adjust strategies to optimise returns. (Application).</p>			
Course Objective:	The course aims at SKILL DEVELOPMENT with respect to Financial Services with PARTICIPATIVE learning activities.			
Module 1	Foundations of Investment and Financial Markets	Assignment (Participative Learning)		16 Sessions
<p>This module introduces the core principles behind investment decisions and provides a foundational understanding of financial markets. It explores investor types, goals, constraints, and the structure of markets that facilitate investments.</p> <ul style="list-style-type: none"> Objectives of Investment Decisions: Introduction, investor types, constraints, and goals Financial Markets Overview: Primary vs. Secondary markets Money Markets and Instruments: Repos, reverse repos Bond and Stock Markets: Market structures and functions Trading Mechanisms: How securities are traded in secondary markets 				
Module 2	Fixed Income Securities and Market Efficiency	Assignment (Participative Learning)		14 Sessions
<p>This module dives into the valuation and characteristics of fixed-income securities. It also covers the concept of market efficiency and challenges to the Efficient Market Hypothesis (EMH).</p> <ul style="list-style-type: none"> Time Value of Money: Simple vs. compound interest, nominal vs. real rates Bond Valuation: Bond pricing, yields, interest rates Capital Market Efficiency: EMH concepts and implications Behavioural Finance: Departures from market efficiency 				
Module 3	Financial Analysis and Equity Valuation	Project (Experiential Learning)		14 Sessions
This module discusses the tools for analysing financial statements and valuing stocks.				

<ul style="list-style-type: none"> • Financial Statement Analysis: Understanding company performance • Financial Ratios: Return, operating, profitability measures • Equity Valuation: Valuation of common stocks • Technical Analysis: Market trend analysis techniques 				
Module 4	Modern Portfolio Theory and Investment Management	Assignment (Participative Learning)		16 Sessions
<p>It introduces modern portfolio theory, including diversification and equilibrium pricing models. It also covers types of derivatives, portfolio strategies, and performance evaluation of managed funds.</p> <ul style="list-style-type: none"> • Modern Portfolio Theory: Diversification and Risk Management • CAPM and APT: Capital Asset Pricing Model and Arbitrage Pricing Theory • Investment Companies: Mutual funds, classifications • Portfolio Management Strategies: Active vs. Passive Management • Management Costs: Loads, fees, NAV • Fund Performance Evaluation: Methods for assessing returns and risks 				
<p>Targeted Application & Tools that can be used:</p> <p>The course aims to equip students with the skills to make informed investment decisions, construct and manage portfolios, evaluate securities (equities, bonds, and derivatives), and assess fund performance. It is applicable in roles such as investment analysis, portfolio management, equity research, and financial advisory.</p> <p>Professionally Used Software:</p> <ul style="list-style-type: none"> • Microsoft Excel (for financial modelling, bond/stock valuation, and risk analysis) • Bloomberg Terminal (for real-time financial data and market research) • Reuters Eikon (for financial analytics and investment insights) • R / Python (for quantitative finance and portfolio optimisation) • Morningstar Direct (for mutual fund analysis and portfolio performance evaluation) 				
<p>Project work/Assignment:</p> <p>Assignment: 1] -- Security Valuation Exercise</p> <p>Objective: Calculate, compare and analyse the intrinsic value of two selected stocks (different industries) using both the Dividend Discount Model (DDM) and Price/Earnings (P/E) multiple.</p> <p>Deliverable: A short report including valuation steps, assumptions, data sources, and investment recommendation.</p> <p>(to be done in a group of minimum 2 and maximum 3 students)</p> <p>Assignment: 2] -- Portfolio Construction and Risk Analysis</p> <p>Objective: Create a diversified portfolio of 7–8 assets (stocks/bonds) and compute expected return, standard deviation, and portfolio beta.</p> <p>Deliverable: An Excel-based analysis showing asset allocation, risk-return profile, and a brief justification of investment choices.</p> <p>(to be done in a group of minimum 2 and maximum 3 students)</p> <p>Assignment: 3] -- Experiential Learning – Virtual Trading Simulation</p> <p>Objective: Participate in a virtual stock market simulation (e.g., using platforms like Investopedia Simulator or Moneybhai).</p> <p>Task: Trade over a 4-week period and maintain a trading journal documenting decisions (buy/sell), gains/losses, and learning outcomes.</p> <p>Deliverable: Reflection report summarising trading strategy, key takeaways, and lessons on market behaviour and portfolio management.</p> <p>(to be done in a group of minimum 2 and maximum 3 students)</p>				

Textbook:

- T 1 - Investment Analysis and Portfolio Management - By Frank K. Reilly and Keith C. Brown
- T 2 - Investments - By Zvi Bodie, Alex Kane, and Alan J. Marcus

Reference Books:

- R 1 - Security Analysis - By Benjamin Graham and David L. Dodd
- R 2 - Modern Portfolio Theory and Investment Analysis - By Edwin J. Elton, Martin J. Gruber, Stephen J. Brown, and William N. Goetzmann

References:**Research Articles in Journals:**

Fama, E. F., & French, K. R. (1993). Common risk factors in the returns on stocks and bonds.

Journal of financial economics, 33(1), 3-56.

https://www.jufinance.com/mag/fin534_16/Common_risk_factors_Fama_French_JFE1993.pdf

Dahlquist, M., & Ibert, M. (2024). Equity return expectations and portfolios: Evidence from large asset managers. The Review of Financial Studies, 37(6), 1887-1928.

<https://academic.oup.com/rfs/article-pdf/37/6/1887/57678633/hhae008.pdf>

Carhart, M. M. (1997). On persistence in mutual fund performance. The Journal of finance, 52(1), 57-82. <https://onlinelibrary.wiley.com/doi/pdf/10.1111/j.1540-6261.1997.tb03808.x>

Sharpe, W. F. (1994). The Sharpe Ratio. Journal of Portfolio Management, 21(1), 49-58. https://www.pipsafe.com/Forex-E-Books/The_Sharpe_Ratio.pdf

Guzman, S., Rezaee, A., & Clare, A. (2025). ETF Adoption and Equity Market Macroefficiency. Journal of Portfolio Management, 51(6).

This study examines how the proliferation of Exchange-Traded Funds (ETFs) has influenced stock market efficiency. The authors find that increased ETF adoption enhances macro-efficiency, particularly during volatile periods, by reducing mispricing in developed markets.

Case Studies:

- Warren Buffett and Berkshire Hathaway (Harvard Business School Case)
Topic: Equity Valuation & Investment Philosophy
Learning Outcome: Apply DCF and multiples to value a company; assess investor strategy alignment with efficient markets.
<https://www.hbs.edu/faculty/Pages/item.aspx?num=36937>
- Fundamental Analysis Redux
This paper presents two case studies to illustrate the pitfalls of quantitative investment strategies. The first case study looks at Whiting Petroleum Corporation, an oil and gas company, in 2015. The second case study looks at Big Five Sporting Goods, a sporting goods retailer, that rose to the top of generic 'multiple-factor' quantitative screens in 2015.
<https://www.ivey.uwo.ca/media/5tyb4hkb/fundamental-analysis-redux.pdf>
- Pravda Asset Management
This case examines the importance of forecasting expected returns in asset allocation decisions. It is written from the perspective of a new employee at a small investment

management firm that was surprised by the market crash of 2008 and the subsequent market rebound in 2009.

<https://store.hbr.org/product/pravda-asset-management/UV2563>

- Portfolio Hedging – The Case of ICICI Prudential Value Fund Series 7(D)

This case examines the challenges faced by Atul Patel, the fund manager of ICICI Prudential Value Fund Series 7(D), as he seeks to protect the fund's Net Asset Value amidst market volatility. It explores hedging strategies and risk management techniques employed to safeguard the portfolio.

<https://www.thecasecentre.org/products/view?id=165189>

- Banyan Investment – Creating an Optimal Portfolio for a Client

This case presents the scenario of Rishabh Bansal, a Senior Research Analyst at Banyan Investment, tasked with constructing an optimal portfolio for a client after a significant market downturn. It highlights the application of Modern Portfolio Theory and the balance between risk and return in portfolio construction.

<https://www.icmrindia.org/casestudies/catalogue/Finance/banyan-investment-creating-an-optimal-portfolio-for-a-client-excerpts.htm>

Catalogue prepared by	Dr. Adesh Doifode
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

3rd SEMESTER

Course Code: GMM4114	Course Title: Business Law and Regulatory Compliance Type of Course: Program Core	L	T	P	C
		3	0	0	3
Version No.	2.0				
Course Pre-requisites	Foundational Business Administration awareness, which includes the Fundamentals of Business or Management Students should have a basic understanding of business functions such as marketing, finance, and operations to grasp how legal and regulatory issues impact different areas of business. English Language Proficiency Since legal documents, statutes, and case laws are often in English, students should be comfortable reading and interpreting formal and legal language. Basic Understanding of Legal Systems (Recommended) A general awareness of how the Indian legal system functions — including the roles of the legislature, judiciary, and regulatory bodies — will enhance learning, but is not mandatory.				
Anti-requisites	Nil				
Course Description	This course offers an in-depth understanding of the Indian legal and regulatory framework governing business operations. It covers essential aspects of business law, including the Indian Contract Act, Companies Act,				

	<p>Consumer Protection Act, Intellectual Property Act, and relevant regulations. The course also focuses on regulatory compliance requirements as mandated by bodies such as SEBI and other statutory authorities.</p> <p>Students will develop the ability to identify legal risks, ensure compliance with sector-specific laws, and understand the implications of non-compliance in the Indian business environment. Through case studies, recent legal developments, and practical assignments, the course equips learners to align business practices with Indian legal standards.</p>		
Course Objective	<p>This course is designed for skill development of the learner by using participative learning techniques.</p> <ul style="list-style-type: none"> □ Understand the foundational principles of business law relevant to the Indian legal system, including the laws governing contracts, companies, consumer rights, and Intellectual property rights. □ Analyse key statutory and regulatory frameworks applicable to business entities in India, such as the Companies Act, 2013; SEBI regulations; FEMA. □ Evaluate the role of regulatory bodies like SEBI in ensuring legal compliance and maintaining corporate accountability. □ Interpret legal provisions and compliance obligations in business scenarios, and identify legal risks and implications of non-compliance. 		
Course Outcomes	<p>CO1: Interpret foundational legal concepts and apply the principles of Indian Contract Law to evaluate the validity, performance, and breach of commercial agreements in business settings and analyze the legal framework governing the sale of goods. [Analyse]</p> <p>CO2: Demonstrate a practical understanding of company formation and compliance requirements as outlined in the Companies Act, 2013, and apply the provisions of the Foreign Exchange Management Act (FEMA), 1999, to evaluate and manage foreign exchange transactions</p> <p>CO3: Examine the key types of Intellectual Property Rights (IPRs) in India and apply relevant legal principles to protect and manage intellectual assets in business, innovation, and branding strategies.</p> <p>CO4: Interpret and apply the provisions of the Consumer Protection Act, 2019, to identify consumer rights, assess business responsibilities, and resolve consumer disputes in compliance with the legal framework governing consumer protection in India.</p>		
Course Content:			
Module 1	Introduction to the Indian Legal System and the Indian Contract Act, The Sale of Goods Act, 1930	Assessment 1 – MCQ Quiz on types of contracts, essentials, breach, and remedies.	Understand 10 Sessions
Topics:	<p>Sources and classification of Indian law, Essentials of a valid contract under the Indian Contract Act, 1872, Types of contracts and enforceability, Performance and discharge of contracts, Remedies for breach of contract and implications for business, Formation of Contract of Sale, Conditions and Warranties, Performance of Contract, Rights of an Unpaid Seller, "Doctrine of Caveat Emptor.</p> <p>Activity: Real-life business agreement case studies.</p>		
Module 2	Companies Act -2013 & FEMA 1999	Assessment 2 – Crossword or	Understand 15 Sessions

		Puzzle: Key company law terms (MOA, AOA, AGM, ROC, etc.) in a gamified format.	
	Definition of Company, Characteristics of a Company, Kinds of Companies, Incorporation of Companies Memorandum of Association (MoA) & Articles of Association (AoA), Directors: Appointment, Roles & Responsibilities, and grounds for disqualification of Directors, Types of Shares, Corporate Social Responsibility (CSR) under Section 135, Winding up of a Company, Introduction to FEMA, Regulatory Structure under FEMA, Current Account vs Capital Account Transactions, Foreign Exchange Transactions, Foreign Direct Investment (FDI) and FEMA, Overseas Direct Investment (ODI) guidelines under FEMA, Penalties and Enforcement Mechanism.		
	Activity: [FEMA Cases] <ul style="list-style-type: none">• Vodafone case – Dispute over the indirect transfer of Indian assets by a foreign entity• Flipkart/Walmart investment – Under automatic vs. government route for FDI• Startups raising funds – Understanding FEMA's role in ECB or FDI regulation		
Module 3			
Intellectual Property Rights (IPR)			
Assessment 3 – Poster/Infographic: Students design an informative poster on types of IP (patents, trademarks, copyrights, etc.).			
Analyse Sessions 10			
Intellectual Property Rights (IPR)			
Trademark Act, 1999: Registration, Infringement, Remedies, Copyright Act, 1957: Protection of literary, musical, artistic works, Patent Act, 1970: Patentability Criteria, Process, Rights of Patentees			
Activity: Cases to be discussed: <ul style="list-style-type: none">❑ Case: Basmati rice GI dispute❑ Case: Novartis v. Union of India (patent denial for cancer drug)❑ Copyright: Music and movie piracy implications			
Module 4			
Consumer Protection Act -2019			
Assessment 4 Presentation -Case Laws on Celebrity			
Understand 10 Sessions			

		Endorsements	
<p>Introduction to CPA, 2019, Key Definitions, Rights of Consumers (Section 2(9)), Consumer Disputes Redressal Agencies, E-Commerce and Consumer Rights, Duties and liabilities of e-commerce entities, Product Liability & Penalties, Liability of manufacturer, seller, and service provider, Conditions under which product liability arises, Penalties for misleading ads (endorser liability, celebrity accountability).</p> <p>Activity:</p> <p>Relevant Case Studies / Examples:</p> <ul style="list-style-type: none"> • Maggi noodles case (misleading advertisement & product safety) • E-commerce refund disputes • Celebrity endorsements leading to misleading promotions • Case studies: Amazon/Flipkart refund complaints • Debate: “Are Indian consumers truly protected in the digital age?” 			
<p>Targeted Application & Tools that can be used:</p> <p>Case lets and flowcharts to trace offer, acceptance, consideration, etc.</p> <p>Poster making / Canva: Create awareness posters on types of IP.</p> <p>Case analysis of FEMA violations or approvals (e.g., Flipkart/Walmart).</p>			
<p>Project work/Assignment: Mention the Type of Project /Assignment proposed for this course</p>			
<p>Web Resources:</p> <ul style="list-style-type: none"> • Full Text (PDF): India Code • India Code Portal: Indian Kanoon • AdvocateKhoj Bare Act: AdvocateKhoj 			
<p> Sale of Goods Act, 1930</p> <ul style="list-style-type: none"> • Full Text (PDF): India Code • India Code Portal: India Code • Indian Kanoon: Indian Kanoon 			
<p> Companies Act, 2013</p> <ul style="list-style-type: none"> • Full Text (PDF): India Code • India Code Portal: India Code • ICS Institute e-Book: e-book.icsi.edu 			
<p> Intellectual Property Laws</p> <ul style="list-style-type: none"> • Patents Act, 1970 (PDF): Intellectual Property India • Copyright Act, 1957 (PDF): Ministry of Education • Trade Marks Act, 1999: Intellectual Property India 			
<p> Consumer Protection Act, 2019</p> <ul style="list-style-type: none"> • Full Text (PDF): India Code • India Code Portal: India Code • Ministry of Consumer Affairs: consumeraffairs.nic.in 			
<p> Foreign Exchange Management Act (FEMA), 1999</p>			

<ul style="list-style-type: none"> Full Text (PDF): India Code Directorate of Enforcement: Enforcement Directorate
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Text Books:

<ol style="list-style-type: none"> Kapoor, G. K., & Dhamija, S. (2023). <i>Business and corporate laws</i> (Latest ed.). Taxmann Publications. Pathak, A. (2022). <i>Legal aspects of business</i> (7th ed.). McGraw Hill Education.
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References:

<ol style="list-style-type: none"> Government of India. (2021). The Indian Contract Act, 1872: Bare act with illustrations (2021 ed.). Government of India Press. Taxmann. (2022). Foreign exchange management manual (39th ed.). Taxmann Publications. Taxmann. (n.d.). Consumer protection law & practice. Taxmann Publications. (Use "n.d." if the publication year is not clearly mentioned on the book. Replace with the actual year if known.) Bhandari, M. K. (2021). Law relating to intellectual property rights. Central Law Publications. LexisNexis. (n.d.). Companies Act, 2013 (5th ed.). LexisNexis India.
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Catalogue prepared by	Dr. SHALINI ACHARYA
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: GMM4113	Course Title: Business Strategy and Corporate Transformation Type of Course: Program Core	L - T- P- - C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	[1] Management Concepts and Practices (MBA1015) [2] Microeconomics for Managers (MBA1009)					
Anti-requisites	NIL					
Course Description	Corporate Strategy has become a significant point of the modern corporate world. The changing phases of the competition, the political and social changing faces, the invention of new techniques, and new ideas have compelled the corporate world to embrace the corporate strategy concept and come out with the success. This course (Corporate Strategy) is an integral part of the Strategic					

	<p>Management. Strategic Management is involved in many of the decisions that a leader makes.</p> <p>This course includes what is a strategy, corporate direction, environmental scanning, and sources of competitive advantage, BEVUCA, Neurostrategy, strategy formulation, competitive strategies in emerging industries, balanced scorecard, and International Business.</p>			
Course Objective	<p>This course is designed to improve the EMPLOYABILITY SKILLS by using participative learning.</p>			
Course Outcomes	<p>On successful completion of this course the students shall be able to:</p> <ol style="list-style-type: none"> 1) Define corporate strategy 2) Identify various factors of competitive advantage 3) Explain various generic competitive strategies 4) Prepare a Balanced Scorecard for an organization. 			
Course Content:				
Module 1	Introduction to Strategic Management	<p>Case: Strategic Analysis of Starbucks Corporation</p>	Data Analysis: Analysis the different tools used in Neurostrategy based on University SCOPUS data base (% analysis).	12 Session s
<p>Topics:</p> <p>Module -I Introduction to Strategic Management</p> <p>What is Strategic Management & Stages of Strategic Management, Integrating Intuition and Analysis, Adapting to Change, Key Terms in Strategic Management, External Opportunities and Threats & Internal Strengths and Weaknesses, Long-Term Objectives, Strategies and Annual Objectives & Policies, The Strategic-Management Model, Benefits of Strategic Management. Corporate Strategy, Directional Strategy, Portfolio Analysis Corporate Parenting. Nero strategy</p>				
Module 2	Environmental Scanning	<p>Case Study: Southwest Airline</p>	Data Analysis:	12 Session s

	and Industry Analysis		Identification of factors responsible for BEV UCA Environment through questionnaire or from literature.	
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Capabilities and Competencies, Sources of Competitive Advantage: Position and Capability, Value Chain analysis- primary and secondary activities, Internal and External environmental analysis, SWOT, PESTEL analysis, VUCA & BEVUCA, how strategy shapes structure- structuralist and reconstructionist approach- blue and red ocean strategy, Dubai strategy proposition. The Nature of an Internal Audit, Key Internal Forces, The Resource-Based View (RBV) Integrating Strategy and Culture Industry Analysis: The External Factor Evaluation (EFE) The Competitive Profile Matrix (CPM)

Module 3	Strategy Formulation	Case study: Class- or Mass(HBR), Idalene F. Kesner and Rockney Walters(2005).	Data Analysis: Application of design thinking in industry, based on themes and sub theme analysis.(Applic	12 Sessions
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			ation of spreadsheets with provided data base).	
Generic Competitive Strategies- Cost leadership, Differentiation and focus, risk of generic strategy, The Balanced Scorecard, Types of Strategies, Levels of Strategies, Integration Strategies, Forward Integration & Backward Integration, Horizontal Integration, Intensive Strategies, Market Penetration & Market Development, Product Development, Diversification Strategies, Defensive Strategies A framework for competitor analysis- Michael Porter's Five Generic Strategies				
Module 4	Competitive Strategy and corporate advantage	Case study: IKEA (http://aeunike.lecture.ub.ac.id/files/2012/03/Case-Kel.9.pdf)	Simulation: Development and simulation of BSC with the help of spreadsheets.	9 Session s
Topics: Competitive Strategy in emerging Industries- the structural environment, early mobility barriers, early mobility barriers, coping with the competitors, which emerging industries to enter. Evolution of global industries, strategic alternatives in global industries, How to Become a Sustainable Company, Balanced Score Card, Digital advantage – SMAC. International Business Strategy- mode of entry in international business, political and country risk in International Business. Implementing Strategies: Management and Operations Issues, Implementing Strategies: Marketing, Finance/Accounting, R&D, and MIS Issues.				
Targeted Application & Tools that can be used: <ol style="list-style-type: none"> 1. Module no 1: Neurostrategy (Analysis of University SCOPUS database with the help of spreadsheet) 2. Module no 2: BECUVA (Identification of Factors through SPSS) 3. Module no 3: Design Thinking (Themes and sub themes analysis by VOSWIWER) 4. Module no 4: Balanced Score Card (Spreadsheet application) 				
Project work/Assignment:				
1. Quiz: Online quiz in University Edhitch platform (10 marks)				
2. Article review				

3. Identification of value creation process based on VRIO model of any organization of your choice(20 marks)	
Text Book Bhandari & Verma : <i>Strategic Management - A Conceptual Framework</i> , McGraw Hill Higher Education, New Delhi, India. https://highered.mheducation.com/sites/125902640x/information_center_view0/index.html	
References R1:Strategic Management CONCEPTS AND CASES, Fred R. David Francis Marion University Florence, South Carolina, 13th ed. Pearson Education, Inc., publishing as Prentice Hall R2: Michael E. Porter: Competitive Strategy, The Free Press, New York. http://www.mim.ac.mw/books/Michael%20E.%20Porter%20-%20Competitive%20Strategy.pdf . R3:HBR'S 10 Must Reads on Strategy. Harvard University Press, Boston, Massachusetts. R3:Paul Leinwand; Cesare Mainardi. <i>Strategy that works</i> , Harvard University Press, Boston, Massachusetts. https://www.scribd.com/document/533966997/Strategy-That-Works-How-Winning-Companies-Close-the-Strategy-To-Execution-Gap-by-Paul-Leinwand-Cesare-R-Mainardi-Z-lib-org Additional reading: Preparing your business in Post- Pandemic World(HBR) https://img1.wsimg.com/blobby/go/a53b688c-293a-4784-a01f-75c9461a886a/HBRs%2010%20Must%20Reads%20on%20Managing%20in%20a%20Downturn%20.pdf Presidency University Library link: https://puniversity.informaticsglobal.com:2293/insight/content/doi/10.1108/TQM-12-2016-0109/full/html	
Catalogue prepared by Dr. S.FAKRUDDIN ALI AHMED	
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN5112	Course Title: Fintech in Modern Finance Type of Course: Specialization Track Core	L - T - P - C	3	1	0	4
Version No.	1.0					
Course Pre-requisites	The students should have basic understanding of Finance function Domain					
Anti-requisites	NIL					
Course Description	This course explores the intersection of finance and technology, examining how innovative technologies are disrupting traditional					

	financial services and creating new opportunities. Students will landscape.																																															
Course Outcomes	After completing this course, students shall be able to:																																															
	CO1	Understand the Dynamics of the FinTech Ecosystem, FinTech on Financial Services.					Knowledge																																									
	CO2	Understand the Core FinTech Technologies					Comprehension																																									
	CO3	Critically Evaluate the Regulatory Environment for FinTech					Analysis																																									
	CO4	Apply Critical Thinking to FinTech Business Models					Application																																									
Course Objectives	The aim of this course is to get an insight into the shifting nature of the financial sector and gain a holistic understanding of the technologies set to shape the future of finance and business using participative learning methods.																																															
Course Content:	The aim of this course is to get an insight into the shifting nature of the financial sector and gain a holistic understanding of the technologies set to shape the future of finance and business using participative learning methods.																																															
	<p>MAPPING OF C.O. WITH P.O.</p> <p>[H-HIGH, M- MODERATE, L-LOW]</p> <table border="1"> <thead> <tr> <th>CO.NO.</th><th>PO.01</th><th>PO.02</th><th>PO.03</th><th>PO.04</th><th>PO.05</th><th>PO.06</th><th>PO.07</th></tr> </thead> <tbody> <tr> <td>1</td><td>M</td><td>M</td><td>M</td><td>H</td><td></td><td></td><td>M</td></tr> <tr> <td>2</td><td>M</td><td>H</td><td>M</td><td>H</td><td></td><td></td><td>M</td></tr> <tr> <td>3</td><td>M</td><td>H</td><td>H</td><td>H</td><td></td><td></td><td>M</td></tr> <tr> <td>4</td><td>M</td><td>H</td><td>M</td><td>H</td><td></td><td></td><td>M</td></tr> </tbody> </table>								CO.NO.	PO.01	PO.02	PO.03	PO.04	PO.05	PO.06	PO.07	1	M	M	M	H			M	2	M	H	M	H			M	3	M	H	H	H			M	4	M	H	M	H			M
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Module 1	Introduction to FinTech, Payments and RegTech			Lecture Assignment			Class Discussions	15 Sessions (9 Sessions + 6 Tutorials)																																								
	Definition and Evolution of FinTech, The Rise of the Sharing Economy and Peer-to-Peer Finance, Impact of FinTech on Financial Inclusion, Case Studies: Leading FinTech Companies. Traditional Payments Systems vs. Modern Payment Innovations (Mobile Wallets, Digital Payments), Open Banking and APIs, Regulatory Framework for FinTech (KYC, AML, PSD2), Case Studies: Mobile Payment Apps, Regulatory Sandbox Initiatives.																																															

Module 2	Blockchain and Cryptocurrencies	Lecture and Assignment	Class Activity	15 Sessions (9 Sessions + 6 Tutorials)
Understanding Blockchain Technology (Distributed Ledger Technology), Cryptocurrencies, Stablecoins, and Central Bank Digital Currencies (CBDCs), Applications of Blockchain in Finance (Trade Finance, Supply Chain Management), Challenges and Regulations surrounding Cryptocurrencies				
Module 3	Artificial Intelligence (AI) and Big Data in FinTech	Lecture and Case Study	Experiential learning	15 Sessions (9 Sessions + 6 Tutorials)
Machine Learning Applications in Finance (Fraud Detection, Credit Scoring, Algorithmic Trading), Role of Big Data in Financial Services, RegTech Solutions Powered by AI, Ethical Considerations of AI in Finance. Functional architecture, Use cases for Fintech models.				
Module 4	BANKTECH- Regulatory Framework for Product	Lecture and Case Study	Experiential learning	15 Sessions (9 Sessions + 6 Tutorials)
Emerging FinTech Trends (Open Finance, Neo Banking, WealthTech, InsurTech), FinTech and Sustainable Finance - India Stack- Impact of FinTech on Traditional Financial Institutions. Aggregators- AI/ML in InsurTech- IoT and InsurTech - Risk Modeling- Fraud Detection-Processing claims and Underwriting- REGTECH- Evolution of RegTech- RegTechEcosystem- Smart Regulation				
<p>DELIVERY PROCEDURE (PEDAGOGY):</p> <p>The mode of delivery of the course shall be a mixture of Lectures, Case Studies and Assignments</p> <p>Self-Learning Topics: Strategy, Central Bank</p> <p>Experiential Learning - Create Groups and identify few cases in ICO, Business analysis using VRIN framework</p> <p>Participative Learning – Case Discussions</p> <p>Technology Enabled Learning: Assignments (Students have to access online resources in PU library and complete it), Podcast and Videos</p> <p>Project work/Assignment: Experiential Learning</p>				

Tutorial Questions and Assignments: Assignment: 1] Students should choose any two research articles from the references and write a review report and submit. (PU Online Resources) Assignment 2] Individual: Students to select any FinTech Companies and do detailed analysis on the FinTech companies and submit. Assignment 3] Group: Students to submit the case study analysis by selecting any one case out of 5 cases and answer the questions specific to that case and do presentation. (Experiential learning)	
Text Book T1: Fintech in a Flash: Financial Technology Made Easy by Mr Agustin Rubini, Zaccheus Entertainment; 3rd edition (1 January 2018) T2: FinTech and Blockchain by Sangeeta Bhagat (Published by SAGE Publications India) T3: Introduction to Fintech, 1st Edition Technology In Specific Financial Process Cutting-Edge Technology - Pearson Kindle Edition- 18 June 2024	
References R1: FinTech Revolution: Challenging the Status Quo of Financial Services in India by Rajeev Dani (Published by SAGE Publications India) R2: Connecting Fintech : Building Techno – Financial Bridge using 5D Model by Krishna Potnis R3: “FinTech as a Disruptive Technology for Financial Institutions”, Abdul Rafay, IGI Global, January, 2019 R4: Fintech Future : The Digital DNA of Finance By Sanjay Phadke Published by Atlantic Publication R5: Fintech : the Technology Deriving Disruption in the Financial Services Industry by Parag Y Arjunwadkar – Publisher CRC Press , Taylor & Francis Group	
Catalogue prepared by	Dr. Kushini Prasad, Associate Professor, Area: Finance and Accounting
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: BNK5112	Course Name: Forex and Treasury Operations Type of Course: Specialization Track Core	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course focuses on the principles, practices, and operations of foreign exchange (forex) and treasury management in financial institutions and corporates. It equips students with knowledge of forex market mechanisms, currency risk management, exchange rate theories, and the strategic role of treasury in managing funds, investments, and financial risk.					
Course Outcomes	CO1: Explain the structure and functioning of the foreign exchange market, including instruments like spot, forward, and derivatives.					

	<p>CO2: Analyze the factors influencing exchange rate movements and apply key exchange rate determination theories such as PPP, IRP, and the Balance of Payments approach.</p> <p>CO3: Evaluate different types of foreign exchange exposures—transaction, translation, and economic—and recommend appropriate hedging strategies.</p> <p>CO4: Interpret and apply the regulatory framework governing forex operations, including FEMA, RBI, and FEDAI guidelines.</p>		
Course Objective:	<ol style="list-style-type: none"> 1. To understand the structure and functioning of the foreign exchange market 2. To analyze exchange rate mechanisms and forex risk management techniques 3. To study regulatory guidelines related to forex operations in India 4. To examine the functions and strategies of treasury management in financial institutions 5. To apply risk management tools used in treasury and forex operations 		
Module 1	Introduction to Forex Markets and Exchange Rate Theories	Lecture Method	Un de r s t a n d
<p>Overview of global forex markets - Participants and instruments: spot, forward, swap, futures, options - Exchange rate quotations: direct, indirect, cross rates - Factors influencing exchange rates - Currency convertibility and capital flows. Purchasing Power Parity (PPP) - Interest Rate Parity (IRP) - Fisher Effect - Balance of Payments theory - Fixed vs floating exchange rate systems</p>			
Module 2	Forex Risk and Exposure Management and Regulatory Framework for Forex Operations	Participative Learning	Ap p i y
<p>Types of exposure: transaction, translation, and economic - Tools and techniques for forex risk management - Hedging instruments: forwards, options, swaps - Internal hedging strategies - Case studies in forex exposure management.</p> <p>FEMA and its key provisions - Role of RBI and FEDAI in forex transactions - Export-import regulations and documentation - ECB norms and capital account transactions - KYC/AML norms in international banking</p>			
Module 3	Introduction to Treasury Management	Group Discussion	An a l y z e
<p>Objectives and structure of treasury departments in banks and corporates - Functions of treasury: fund management, investments, arbitrage, and hedging - Treasury products and services - Relationship with money, bond, and forex markets.</p>			

Module 4	Risk Management in Treasury Operations	Skill based Learning	A p p i y	13 Sessio ns
Interest rate risk and liquidity risk - ALM (Asset-Liability Management) - Value at Risk (VaR) and duration analysis - Investment policy, surplus fund management - Treasury performance measurement and control.				
Project work/ assignment:				
5. CA 1 – Quiz 6. CA 2 – Assignment 7. CA 3 – Presentation 8. CA 4 – Case Study				
Textbook: T1 Apte, P.G. – International Financial Management, Tata McGraw-Hill T2 IIBF – Treasury Management and International Banking Modules				
Reference books: R1 Sharan, V. – International Financial Management, PHI R2 Madura, J. – International Financial Management, Cengage Learning				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

4th SEMESTER

Course Code: GMM4116	Course Title: Entrepreneurship and Innovation Management Type of Course: Program Core	L	T	P	C
		1	0	4	3
Version No.	2.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				
Course Description	This course offers a comprehensive exploration of the theories, frameworks, and real-world applications of entrepreneurship and innovation management. It equips learners with the knowledge and tools needed to identify opportunities, generate innovative ideas, and transform them into sustainable business ventures. Emphasis is placed on entrepreneurial mind-set development, business model innovation, lean start-ups methodologies, and the role of technology and digital disruption in creating competitive advantage. Students will engage in hands-on experiential learning through simulations, group projects, case analyses, and start-ups pitching exercises. The course also highlights critical aspects of start-up financing, resource planning, and legal frameworks. Furthermore, it examines innovation ecosystems, policy interventions, and sustainability practices, enabling students to build ventures that are not only viable but socially responsible. By the end of the course,				

	learners will be well-prepared to launch, manage, or support innovative business initiatives.			
Course Objective	This course aims to enhance student's entrepreneurship skills through experiential learning methods such as business simulations, real-time venture creation, and interactive case studies. It focuses on developing an entrepreneurial mindset, innovation capabilities, and the ability to navigate real-world challenges in launching and managing start-ups.			
Course Outcomes	<ol style="list-style-type: none"> Understand the entrepreneurial process and innovation life cycles. (<i>Understand</i>) Apply design thinking and lean startup methodologies to real-world problems. (<i>Apply</i>) Analyze & Evaluate the feasibility of innovative business models in competitive environments. (<i>Analyze, Evaluate</i>) Create a launch-ready entrepreneurial venture plan integrating innovation and sustainability. (<i>Create</i>) 			
Course Content:				
Module 1	Foundations of Entrepreneurship and Innovation	Assessment 1	Concept Quiz + Ecosystem Mapping	11 Sessions
Introduction to Entrepreneurship, Historical Evolution and Theories of Entrepreneurship, Traits and Competencies of Entrepreneurs, Types of Entrepreneurship (Corporate, Social, Tech, etc.), Role of Entrepreneurs in Economic Development, Innovation Defined: Concepts and Characteristics, Types of Innovation: Incremental vs. Radical, Entrepreneurial Ecosystems and Innovation Clusters, Policy Support and Government Initiatives, Guest Lecture/Startup Founder Talk.				
Module 2	Ideation, Design Thinking, and Innovation Frameworks	Assessment 2	Creative Ideation Report + Peer Review	12 Sessions
Introduction to Creative Thinking and Ideation, Sources of Innovative Ideas (Trend Analysis, Problem Framing), Brainstorming and SCAMPER Techniques, TRIZ and Lateral Thinking Tools, Introduction to Design Thinking, Empathy Mapping and User Research, Ideation and Prototyping in Design Thinking, Business Model Innovation, Intellectual Property Rights and Idea Protection, Pitching Initial Concepts (Peer Review)				
Module 3	Business Models, Validation & Resource Planning	Assessment 3	Case Study + Investor Deck Analysis	11 Session
Introduction to Business Models, Business Model Canvas (BMC): Overview, Deep Dive into BMC Components, Value Proposition Design, Market Research and Customer Validation, Lean Startup Principles: Build-Measure-Learn, MVP Development and Testing, Resource Planning and Team Building, Risk Identification and Mitigation Strategies, Real Startup Case Study Analysis				
Module 4	Financing, Scaling and Sustainable Ventures	Assessment 4	Venture Pitch Simulation + Mini Project	11 Session
Introduction to Startup Financing, Bootstrapping, Angel Investment, Venture Capital, Crowd funding and Alternate Finance Models, Financial Planning and Unit Economics, Crafting and Delivering a Business Pitch, Negotiation and Term Sheets, Scaling Strategies for Startups, Managing Innovation in Growth Phase, Sustainable and Social Entrepreneurship, Final Pitch Simulation + Feedback Round				
Targeted Application & Tools that can be used:				

- Business Model Canvas (Strategyzer)
- Leanstack, Miro, Trello for project tracking
- Customer Validation Board
- Pitch Deck Templates
- Canva for visual storytelling

Project work/Assignment: Students will ideate, validate, and pitch an original venture using real-world tools. Peer feedback, mentor reviews, and simulation-based learning are integrated.

Web Resources:

- www.strategyzer.com
- www.startupindia.gov.in
- www.techstars.com
- www.seedrs.com
- www.ycombinator.com

Sample Data Set:

Market data from Statista or Startup Genome

Customer feedback templates

Industry-specific problem statements

Text Book

T1: Hisrich, R.D., Peters, M.P., & Shepherd, D.A. Entrepreneurship (10th ed.) – McGraw-Hill Education

T2: Drucker, P.F. Innovation and Entrepreneurship – Harper Business

T3: Barringer, B.R., & Ireland, R.D. Entrepreneurship: Successfully Launching New Ventures – Pearson

T4: Byers, T., Dorf, R., & Nelson, A. Technology Ventures: From Idea to Enterprise – McGraw-Hill

References

R1: Hisrich, R.D., Peters, M.P., & Shepherd, D.A. Entrepreneurship, McGraw-Hill

R2: Osterwalder, A. & Pigneur, Y. Value Proposition Design, Wiley

R3: Tidd, J. & Bessant, J. Managing Innovation, Wiley

Catalogue prepared by	Dr. Mohammed Mansoor & Prof. Shivaprasad
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: GMM4115	Course Title: Corporate Governance, Ethics and Social Responsibility Type of Course: Program Core	L	T	P	C
		2	1	0	3
Version No.	2.0				
Course Pre-requisites	Nil				
Anti-requisites	Nil				

Course Description	<p>Business Ethics is the art and discipline of applying ethical principles to examine and solve complex moral dilemmas. Ethical principles are the rules of conduct that are derived from ethical values, known as six pillars, namely trustworthiness, respect, responsibility, fairness, caring and citizenship. It is now established that high sense of professional morality must comprise one of the core values of corporate governance for the long term and also short term success of a company. Good corporate governance is an integral part of business ethics. The ethical values are regarded as imperatives for sustainable corporate growth and competitive edge. Hence a framework of effective accountability to the stakeholders is the essence of corporate governance. Corporate social responsibility is essentially a concept whereby companies integrate social and environmental concerns in their business operations and in the interaction with their stakeholders on voluntary basis. In doing so, they make an investment towards future and increase their profitability. In fact corporate governance and corporate social responsibility are interlinked with each other.</p> <p>The students are given the right exposure to Business ethics, corporate governance & social responsibility, which help them understand new concerns and expectations from various stakeholders in the context of large scale industrial change due to globalization. Opportunities for career progression can happen when there is application of ethical values in everything that one does, which means maintaining transparency and being socially responsible.</p>		
Course Objective	<ol style="list-style-type: none"> 1. Appraise various theories of ethical decision making, 2. Comply accepting the need of ethics in the global environment in which the organizations are functioning. 3. Point out the integration of ethics – in work-place management, marketing, accounting and finance, strategy etc. - towards the purpose of ethical growth of a business. 4. Recognize and understand the global perspectives of CSR, the corporate social responsiveness, corporate citizenship and sustainability, 5. Appraise in appreciating the importance of good corporate governance at domestic and international level, understand the various corporate governance systems in practice. 		
Course Outcomes	<ol style="list-style-type: none"> 1. To demonstrate conceptual skills of ethical theories and ethical decision making in the contest of organizational functioning. 2. To apply a comprehensive idea of corporate social responsibility in the interest of sustainability of planet for future generations. 3. To analyze development and understanding of corporate frauds, scams and the degrading environment and resources – (evidenced in class room discussions and the case study). 4. To appraise the concepts of corporate governance and learn the theories and practices of corporate governance. 5. To categorize various models of corporate governance around the world. 		
Course Content:			
Module 1	Understanding Business Ethics	Assessment 1 - Quiz	12 Sessions

<p>Introduction to Business Ethics, Ethics vs Morals ,The relationship between morality, ethics and ethical theory Nature of ethics- Definition of Business Ethics. Ethics & Law Why is business ethics important? Globalization and ethics . Effects of Globalization- Relevance of Globalization for Business Ethics Ethical impacts of globalization Sustainability- a key goal of BE The need of sustainability.Sustainability- Triple Bottom Line theory.</p>			
Module 2	Evolution of Corporate Governance	Assessment 2 – Assignment	12 Sessions
<p>Introduction, Meaning, Evolution,Nature & objectives of Corporate Governance. Global concerns, Historical Perspective of corporate governance,A brief from East India Company to Enron and World com. Managing agency system, promoter system, Anglo-American system.</p>			
Module 3	Theory and Practice of Corporate Governance	Assessment 3 – Case Analysis	12 Sessions
<p>The concept of corporation, what is a corporate?The concept of corporate governance Theoretical basis of corporate governance .Why corporate governance, Contemporary corporate governance situation,Corporate governance systems The Anglo- American Model,The German Model, The Japanese Model The common features in German and Japanese Models. The Indian Model of corporate governance.</p>			
Module 4	Corporate Responsibility, Stakeholders and Citizenship	Assessment 4 – Mini Project	9 Sessions
<p>Can a corporation have social responsibilities? Why do corporations have social responsibilities? - Business reasons, Moral reasons and Legal reasons. Corporate social responsibility and forms of CSR.Carroll's four-part model of corporate social responsibility .Arguments For and against Corporate Social Responsibility CSR and strategy: corporate social responsiveness- 4 'philosophies or strategies of social responsiveness (Carroll 1979) .Outcomes of CSR: corporate social performance- Donna Wood theory of CSP.Measuring Corporate Social Performance.Corporate Social Responsibility-Business Responsibilities in the 21st Century,Stakeholder theory of the firm- Traditional management model and A network model Why stakeholders matter? A new role for management as a result of stakeholder theory Stakeholder thinking in an international context Corporate accountability- Rise of Corporate Power- The problem of democratic accountability,Corporate Citizenship Concepts Corporate Citizenship – three perspectives,Assessing corporate Citizenship as a framework for business ethics.</p>			
<p>Targeted Application & Tools that can be used: Case Study,Article review,QUIZ and CSR Project</p>			
<p>Project work/Assignment: Mention the Type of Project /Assignment proposed for this course Visit any MNC or Govt.Or NGO and Analyze CSR Policy and Prepare a PPT.</p>			
<p>Text Book:</p> <ol style="list-style-type: none"> 1. Crane, Andrew & Matten Dirk (2018) Business Ethics, Oxford Publications 			
<p>References:</p> <ol style="list-style-type: none"> 1. Fernando,A.C(2006), Corporate Governance-Principles, Policies and Practices, Pearson Publications 2. Subhash Chandra Das, Corporate Governance in India an evaluation, Third edition- PHI Publications. 			
Catalogue prepared by	Dr.Ramesh Muthuswamy		

Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025					
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SPECIALIZATION TRACK 1
TRACK ELECTIVE - BANKING

Course Code: BNK5113	Course Name: Machine Learning Applications for Modern Banking Type of Course: specialization Track Elective	L-T-P-C 2 1 0 3		
Version No.	1.0			
Course Pre-requisites	Financial Accounting and Reporting – FIN4111			
Anti-requisites	NIL			
Course Description	This course explores the intersection of machine learning (ML) and banking, equipping students with the knowledge to apply ML algorithms to address real-world problems in the financial sector. Topics include credit scoring, fraud detection, customer segmentation, risk modeling, and algorithmic trading. The course balances theoretical understanding with practical application through projects and case studies drawn from banking and fintech environments.			
Course Outcomes	CO1: Explain the core concepts of machine learning and their relevance to financial services. CO2: Apply supervised and unsupervised ML algorithms to problems such as credit scoring, fraud detection, and customer segmentation. CO3: Use Python and financial datasets to build and evaluate predictive models. CO4: Design ML-based decision support systems for banking operations and financial risk management.			
Course Objective:	1. To introduce the fundamental concepts and algorithms of machine learning. 2. To examine real-world banking applications where ML techniques can be effectively applied. 3. To build hands-on experience in applying supervised and unsupervised learning models to financial data. 4. To critically assess the ethical and regulatory implications of ML in banking. 5. To design and evaluate machine learning solutions for customer-centric banking and risk management.			
Module 1	Introduction to ML in Banking and Data Preprocessing and Feature Engineering	Lecture Method Understand	U n d e r s t a n d	10 Sess ions

<p>Overview of ML and AI in financial service - Supervised vs. unsupervised learning - Machine learning pipeline: data preparation, model building, evaluation - Challenges in applying ML to financial data.</p> <p>Financial data sources: transactional, credit bureau, CRM - Data cleaning, normalization, encoding - Feature selection, dimensionality reduction (PCA) - Time-series vs. cross-sectional data</p>				
Module 2	Supervised Learning Applications	Participative Learning	A p p i y	11 Sessi ons
<p>Regression and classification techniques: Logistic Regression, Decision Trees, Random Forests, Gradient Boosting, XGBoost - Credit scoring models - Loan default prediction - Customer churn analysis - Model validation: cross-validation, ROC, AUC, confusion matrix</p>				
Module 3	Unsupervised Learning and Segmentation	Group Discussion	A n a l y z e	11 Sessi ons
<p>Clustering techniques: K-Means, Hierarchical Clustering, DBSCAN - Customer segmentation for personalized marketing - Anomaly detection in banking transactions - Principal Component Analysis (PCA) for financial data</p>				
Module 4	Advanced ML Techniques and Deployment, Ethics, and Regulations	Skill based Learning	A p p i y	13 Sessi ons
<p>Neural Networks and Deep Learning basics - Natural Language Processing (NLP) for sentiment analysis in banking - Reinforcement learning in trading - ML in fraud detection and anti-money laundering - Robo-advisory and algorithmic financial planning</p> <p>Model deployment in banking ecosystems (API, cloud) - Explainability (XAI), model interpretability (SHAP, LIME) - Ethical considerations and bias in ML models - Regulatory concerns: GDPR, RBI guidelines, data privacy - Case studies from global banks and fintechs.</p>				
<p>Project work/ assignment:</p> <ol style="list-style-type: none"> 9. CA 1 – Quiz 10. CA 2 – Assignment 11. CA 3 – Presentation 12. CA 4 – Case Study 				
<p>Textbook:</p> <p>T1 Aurélien Géron – <i>Hands-On Machine Learning with Scikit-Learn, Keras, and TensorFlow</i></p> <p>T2 Marcos López de Prado – <i>Advances in Financial Machine Learning</i></p> <p>Reference books:</p> <p>R1 Jason Brownlee – <i>Machine Learning Mastery Series</i></p>				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

Course Code: BNK5114	Course Name: Credit Analysis and Loan Management Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course offers a thorough understanding of the principles, processes, and tools involved in credit analysis and loan management. It covers credit appraisal techniques, financial statement analysis, credit scoring models, risk assessment, loan structuring, documentation, disbursement, and monitoring. The course also focuses on regulatory guidelines and strategies for managing credit risk and Non-Performing Assets (NPAs) in banking.					
Course Outcomes	CO1: Explain the fundamentals of credit risk and the lending process in commercial banking. CO2: Conduct credit appraisal using financial statements, ratios, and scoring models. CO3: Evaluate various types of loans and credit facilities for individuals and businesses. CO4: Apply risk mitigation tools like collateral, guarantees, covenants, and credit insurance.					
Course Objective:	<ol style="list-style-type: none"> 1. To understand the credit environment and its significance in banking and finance. 2. To analyze the financial and non-financial aspects of credit proposals. 3. To assess borrower creditworthiness using qualitative and quantitative tools. 4. To learn procedures for loan appraisal, sanction, disbursement, documentation, and follow-up. 5. To identify causes of loan default and strategies for NPA management. 6. To understand RBI norms, Basel guidelines, and risk-based pricing in credit management. 					
Module 1	Introduction to Credit and Lending and Credit Appraisal and Assessment	Lecture Method	Understand	Un d e r s t a n d	10 Sessi ons	
<p>Meaning and importance of credit in banking - Types of borrowers and credit facilities: fund-based and non-fund based - Principles of sound lending - Overview of credit risk and its implications - Credit culture and ethics in lending.</p> <p>Creditworthiness analysis: 5 Cs (Character, Capacity, Capital, Collateral, Conditions) - Quantitative techniques: financial statement analysis, ratio analysis, cash flow analysis - Break-even and sensitivity analysis - Qualitative analysis: industry and management risk assessment - Credit scoring models and credit rating</p>						

Module 2	Loan Products and Structuring	Participative Learning	A p p l y	11 Sessi ons
Working capital finance: assessment (MPBF, turnover method) - Term loans and project finance - Retail loans: housing, education, vehicle, personal loans - Syndication and consortium lending - Loan structuring, repayment schedules, pricing, and margins.				
Module 3	Credit Risk Mitigation and Disbursement, Monitoring and Supervision	Group Discussion	A n a l y z e	11 Sessi ons
Collateral security and guarantees - Legal documentation: loan agreements, mortgage, hypothecation - Credit insurance and credit default swaps - Use of covenants and credit limits - Basel norms and risk-based pricing.				
Loan disbursement procedures and controls - Post-sanction monitoring: stock statements, inspections, audit - Early warning signals and credit risk indicators - Asset classification and provisioning norms (RBI) - Internal credit risk rating systems (ICRR).				
Module 4	Recovery, NPAs, and Legal Framework	Skill based Learning	A p p l y	13 Sessi ons
Causes of loan default and distress - Recovery process: reminders, restructuring, settlement - SARFAESI Act, DRT, Lok Adalats, Insolvency and Bankruptcy Code (IBC) - Asset Reconstruction Companies (ARCs) - Write-offs and loan compromise settlements				
Project work/ assignment:				
13. CA 1 – Quiz 14. CA 2 – Assignment 15. CA 3 – Presentation 16. CA 4 – Case Study				
Textbook: T1 Joel Bessis – <i>Risk Management in Banking</i> , Wiley T2 K. Vaidyanathan – <i>Credit Risk Management for Indian Banks</i>				
Reference books: R1 R.S. Raghavan – <i>Bank Credit Management</i>				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
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Course Code: BNK5115	Course Name: Central Banking and Monetary Policy Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					

Anti-requisites	NIL			
Course Description	<p>This course examines the role, functions, and tools of central banking with a focus on monetary policy formulation and implementation. It explores the objectives of monetary policy, the transmission mechanism, inflation targeting, and the interaction between monetary and fiscal policy. Special attention is given to the role of the Reserve Bank of India (RBI), its policy tools, and its response to domestic and global economic challenges.</p>			
Course Outcomes	<p>CO1: Describe the evolution, structure, and key functions of central banks, particularly the RBI.</p> <p>CO2: Explain the goals and tools of monetary policy, including quantitative and qualitative instruments.</p> <p>CO3: Analyze the effectiveness of monetary policy in achieving macroeconomic stability.</p> <p>CO4: Examine the transmission mechanism of monetary policy through interest rates, credit, and expectations.</p>			
Course Objective:	<ol style="list-style-type: none"> 1. To understand the role and significance of central banks in modern economies. 2. To analyze the tools and objectives of monetary policy. 3. To study the monetary transmission mechanism and its effectiveness. 4. To evaluate the institutional framework and independence of central banks. 5. To explore recent trends and challenges in central banking and monetary policy in India and globally 			
Module 1	Introduction to Central Banking and Monetary Policy	Lecture Method	U n d e r s t a n d	10 Sessi ons
<p>Origin and evolution of central banks - Functions of central banks: currency issuance, banker's bank, government banker, financial regulation - Structure and role of the Reserve Bank of India - Central bank independence: meaning, benefits, and limitations - Comparison of RBI with Federal Reserve (USA), ECB (Europe), and Bank of England.</p> <p>Objectives: price stability, growth, financial stability, employment - Conflicts among objectives - Monetary policy framework: flexible inflation targeting - Monetary Policy Committee (MPC): structure and role - Role of expectations in monetary policy.</p>				
Module 2	Instruments of Monetary Policy and Inflation and Interest Rate Management	Participative Learning	A p p l y	11 Sessi ons
<p>Quantitative tools: repo, reverse repo, bank rate, CRR, SLR, OMO - Liquidity Adjustment Facility (LAF), Marginal Standing Facility (MSF) - Qualitative tools: moral suasion, credit rationing, directives - Transmission mechanism of monetary policy - Effectiveness and time lags.</p>				

<p>Inflation: measurement (WPI, CPI), causes, and control - Inflation targeting: concept and implementation in India - Interest rate policy and its effect on investment and consumption - Yield curve and term structure of interest rates - Real vs nominal interest rates.</p>					
Module 3	Monetary Policy in Practice – India Focus	Group Discussion	A n a l y z e	11 Sessi ons	
<p>RBI's monetary policy stance in recent years - Policy response to economic shocks: COVID-19, global financial crisis - RBI's financial market operations and liquidity management - Role of monetary policy in financial inclusion and stability - RBI's publications: Monetary Policy Report, Financial Stability Report.</p>					
Module 4	Global Trends and Challenges in Central Banking	Skill based Learning	A p p l y	13 Sessi ons	
<p>Unconventional monetary policies: QE, forward guidance, negative interest rates - Central bank digital currencies (CBDCs) and fintech - Climate change and sustainable finance: evolving central bank role - Global coordination among central banks (BIS, IMF) - Challenges: credibility, communication, and managing expectations</p>					
<p>Project work/ assignment:</p> <ol style="list-style-type: none"> 17. CA 1 – Quiz 18. CA 2 – Assignment 19. CA 3 – Presentation 20. CA 4 – Case Study 					
<p>Textbook:</p> <p>T1: Mishkin, Frederic S. – <i>The Economics of Money, Banking and Financial Markets</i> T2: Rangarajan, C. – <i>Perspectives on Indian Economy: A Collection of Essays</i></p>					
<p>Reference Books:</p> <p>R1: Khan, M.Y. – <i>Indian Financial System</i></p>					
Catalogue prepared by	Dr. Sunil M Rashinkar				
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025				
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025				

Course Code: BNK5116	Course Name: Cyber Security and IT Laws Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course provides an overview of cybersecurity principles and the legal landscape governing the digital environment. It emphasizes understanding cyber					

	threats, data protection mechanisms, digital forensics, and the application of IT laws, especially the Information Technology Act, 2000. It also introduces students to global standards and emerging challenges in cybercrime, privacy, and digital governance.			
Course Outcomes	<p>CO1: Identify and assess major cyber threats, attacks, and vulnerabilities</p> <p>CO2: Apply fundamental cybersecurity practices to protect data and IT systems</p> <p>CO3: Interpret key provisions of the Information Technology Act and other related regulations</p> <p>CO4: Analyze legal cases and issues involving cybercrimes, data breaches, and privacy violations</p>			
Course Objective:	<ol style="list-style-type: none"> 1. To develop a foundational understanding of cybersecurity threats and countermeasures 2. To understand legal provisions and frameworks related to digital and cybercrime. 3. To analyze the Information Technology Act, 2000 and its amendments. 4. To evaluate the legal and ethical responsibilities of users, organizations, and governments. 			
Module 1	Introduction to Cyber Security	Lecture Method	Understand	10 Sessions
Definition, scope, and need for cybersecurity - Types of cyber threats: malware, phishing, ransomware, DDoS, social engineering - Network and application security fundamentals - Cybersecurity principles: confidentiality, integrity, availability (CIA triad) - Basics of cryptography, firewalls, antivirus, intrusion detection.				
Module 2	Cyber Crime and Legal Categories and Information Technology Act, 2000 (with Amendments)	Participative Learning	App	11 Sessions
Types of cybercrime: hacking, identity theft, online fraud, cyberstalking, cyber terrorism - Real-world case studies (Indian and international) - Computer forensics and digital evidence - Cybercrime investigation procedures - Role of CERT-In and law enforcement agencies.				
Objectives and scope of the IT Act - Definitions: electronic record, digital signature, secure electronic record - Offences and penalties: Sections 65–78 - Adjudication and the role of the Cyber Appellate Tribunal - Amendments under IT Act 2008 – Data protection, intermediary liability.				
Module 3	Data Protection and Privacy Laws Corporate and Regulatory Frameworks	Group Discussion	Anal	11 Sessions

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Concept of data privacy and data protection - Personal Data Protection Bill (India) and developments toward DPDP Act - Right to be forgotten, consent management - EU GDPR and its global influence - Cyber ethics and responsible behavior online.				
Obligations of corporate bodies under IT Law - Governance and compliance practices: ISO 27001, IT governance models - Role of CIO/CISO in cybersecurity - Legal issues in e-commerce, online banking, and digital contracts - Intermediary guidelines, liability of social media and tech platforms.				
Module 4	Emerging Issues and Global Perspectives	Skill based Learning	A p p l y	13 Sessio ns
Cyber warfare and cyber espionage - Artificial Intelligence, IoT, blockchain: legal and ethical implications - Global treaties and frameworks: Budapest Convention, UN norms - Role of international organizations (Interpol, ITU, ICANN) - India's national cybersecurity policy and recent government initiatives.				
Project work/ assignment:				
21. CA 1 – Quiz 22. CA 2 – Assignment 23. CA 3 – Presentation 24. CA 4 – Case Study				
Textbook: T1 : S. Ramaswamy – <i>Cyber Laws & IT Protection</i>				
Reference books: R1: Pavan Duggal – <i>Handbook on Cyber Laws</i>				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

Course Code: BNK5117	Course Name: Rural and Cooperative Banking Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course explores the structure, functions, and challenges of rural and cooperative banking systems in India. It examines the role of rural financial institutions, cooperative credit structures, self-help groups (SHGs), and microfinance in promoting inclusive development. The course also covers policies, reforms, and the regulatory framework governing rural and cooperative banks, with an emphasis on financial inclusion, priority sector lending, and rural credit delivery mechanisms.					

Course Outcomes	<p>CO1: Describe the structure, functions, and evolution of rural and cooperative banking in India.</p> <p>CO2: Analyze the credit needs of the rural economy and the mechanisms for credit delivery.</p> <p>CO3: Evaluate the performance and challenges faced by cooperative credit institutions.</p> <p>CO4: Explain the role of institutions like NABARD in supporting rural banking</p>			
Course Objective:	<ol style="list-style-type: none"> 1. To understand the structure and functioning of rural and cooperative banking in India 2. To examine the role of rural credit institutions in agricultural and rural development 3. To evaluate the performance and reforms of cooperative banks 4. To assess government policies and RBI/NABARD initiatives for rural finance 5. To explore models of microfinance and SHG-bank linkage for financial inclusion. 			
Module 1	Introduction to Rural Banking and Institutional Framework for Rural Credit	Lecture Method	Understanding	10 Sessions
<p>Definition and scope of rural banking - Characteristics of rural economy and rural credit needs - Evolution of rural banking in India - Role of rural banks in financial inclusion and rural development - Priority Sector Lending norms.</p> <p>Short-term and long-term credit institutions - Regional Rural Banks (RRBs): objectives, structure, and performance - Cooperative credit institutions: PACS, DCCBs, SCBs - NABARD: role, functions, refinance support, development initiatives - Kisan Credit Card (KCC) and other rural credit schemes.</p>				
Module 2	Cooperative Banking System in India	Participative Learning	Applicability	11 Sessions
<p>Historical background and structure of cooperative banks - Urban vs rural cooperatives: credit vs non-credit - Primary Agricultural Credit Societies (PACS) and their operations - Role of State Cooperative Banks and District Central Cooperative Banks - Issues, weaknesses, and recommendations for reforms</p>				
Module 3	Microfinance and SHG-Bank Linkage	Group Discussion	Analysis	11 Sessions

Concept and models of microfinance - Role of SHGs in rural empowerment - SHG-bank linkage program (SBLP) – evolution, mechanism, and performance - Role of MFIs and NGOs in rural finance - Financial literacy and inclusion initiatives.						
Module 4	Regulation and Policy Framework and Issues, Challenges and Reforms	Skill based Learning	A p p i y	13 Sessio ns		
RBI and NABARD regulations on rural and cooperative banks - Banking Regulation Act amendments related to cooperatives - Recommendations of key committees: Vaidyanathan Committee, Malegam Committee - Recent government policies on rural credit and cooperative sector - Credit Guarantee Funds, RIDF, and DFIs.						
Loan defaults, overdues, and Non-Performing Assets (NPAs) - Political interference and governance issues in cooperatives - Digitization and technology adoption in rural banking - Case studies: RRB mergers, PACS digitization, DBT implementation - Way forward: inclusive rural financial architecture						
Project work/ assignment:						
25. CA 1 – Quiz 26. CA 2 – Assignment 27. CA 3 – Presentation 28. CA 4 – Case Study						
Textbook: T1: Karmakar, K.G. – <i>Rural Credit and Self-Help Groups</i> T2: Ghosh, B.N. – <i>Rural Banking and Economic Development</i>						
Reference Books: R1: Indian Institute of Banking and Finance (IIBF) – <i>Cooperative Banking Texts</i>						
Catalogue prepared by	Dr. Sunil M Rashinkar					
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025					
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025					

Course Code: BNK5118	Course Name: Retail Banking and Wealth Management Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course aims to provide students with a comprehensive understanding of retail banking services and wealth management strategies. It explores the various financial products offered to individual customers, customer relationship management techniques, investment and financial planning, and regulatory practices that impact both banking and wealth advisory sectors. The course integrates theoretical knowledge with practical applications in banking and personal finance advisory.					
Course Outcomes	<ul style="list-style-type: none"> CO1: Describe the evolution, structure, and role of retail banking in the financial system. CO2: Analyze and evaluate retail banking products such as loans, deposits, and cards. 					

	<ul style="list-style-type: none"> • CO3: Apply the fundamentals of wealth management including client profiling and financial planning. • CO4: Develop and recommend appropriate investment portfolios based on client goals and risk tolerance 			
Course Objective:	<ol style="list-style-type: none"> 1. To understand the structure and significance of the retail banking sector. 2. To explore various financial products and services offered by retail banks. 3. To develop knowledge of wealth management principles and tools. 4. To understand how to identify client needs and create investment plans. 5. To familiarize students with regulatory frameworks and ethical practices in retail banking and wealth management 			
Module 1	Introduction to Retail Banking and Retail Banking Products and Services	Lecture Method	U n d e r s t a n d	10 Sessi ons
<p>Overview of retail banking: concept, importance, and growth - Retail vs. corporate banking - Segmentation of retail customers - Trends and challenges in retail banking - Role in financial inclusion and economic development.</p> <p>Deposit products: Savings, Current, Fixed, Recurring - Loan products: Housing, Personal, Vehicle, Education - Payment products: Debit cards, Credit cards, Prepaid instruments - Bancassurance and third-party products - Delivery channels: branch, ATM, internet, mobile, and digital banking.</p>				
Module 2	Introduction to Wealth Management and Investment Planning and Asset Allocation	Participati ve Learning	A p p l y	11 Sessi ons
<p>Definition and scope of wealth management - Client onboarding and profiling: risk appetite, life stage, and goals - Financial planning process - Types of clients: Mass Retail, Affluent,HNIs.</p> <p>Investment options: equity, debt, mutual funds, insurance, gold, real estate - Asset allocation models and portfolio construction - Tax planning and wealth preservation - Use of SIPs, SWPs, and other systematic tools - Portfolio monitoring and rebalancing.</p>				
Module 3	Compliance, Regulations and Ethics	Group Discusso n a l y z e	A n a l y z e	11 Sessi ons
<p>Key regulators: RBI, SEBI, IRDAI, AMFI - KYC, AML, and client due diligence norms - Investor protection and grievance redressal - Fiduciary duties and ethical practices in advisory - Regulatory norms for wealth managers and investment advisors.</p>				
Module 4	Digital Innovations in Retail and Wealth Management	Skill based Learning	A p p	13 Sessi ons

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Core banking and CRM systems - Digital onboarding and robo-advisory platforms - Role of FinTech and InsurTech - Case studies: ICICI Wealth, HDFC Bank, Paytm Money, Zerodha - Cybersecurity in retail and digital wealth management				
Project work/ assignment:				
29. CA 1 – Quiz 30. CA 2 – Assignment 31. CA 3 – Presentation 32. CA 4 – Case Study				
Textbook: T1: Khan, M.Y. – <i>Indian Financial System</i> Reference books: R1: McKinsey & BCG reports on Indian banking and wealth trends				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

Course Code: BNK5119	Course Name: Global Banking and Trade Finance Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course offers an in-depth understanding of global banking systems and trade finance mechanisms that facilitate international commerce. It covers the role of international banks, foreign exchange markets, cross-border payment systems, risk mitigation tools, and trade finance instruments. Emphasis is placed on regulatory frameworks, current practices, and real-world applications in global trade and banking operations.					
Course Outcomes	CO1: Describe the structure and functions of global banking systems and international financial institutions. CO2: Explain the mechanisms and instruments of trade finance used in global trade. CO3: Evaluate foreign exchange and country risk in cross-border transactions. CO4: Apply trade finance solutions such as letters of credit, bills for collection, and export credit					
Course Objective:	1. To understand the structure and operations of global banking institutions. 2. To examine the instruments and processes used in international trade finance. 3. To analyze the risks in international banking and methods of mitigation. 4. To explore the regulatory environment governing global banking and trade finance. 5. To enable application of knowledge through case studies and real-world scenarios					
Module 1	Overview of Global Banking and Introduction to Trade Finance			Lecture Method	U n d e	10 Sessi ons

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Evolution and structure of international banking - Major global banks and correspondent banking system - Roles of institutions: BIS, IMF, World Bank, ADB - International banking services: foreign exchange, trade finance, investment banking.				
Meaning, importance, and parties involved in trade finance - Pre-shipment and post-shipment finance - Modes of payment in international trade: advance, open account, documentary collections, letters of credit - Role of EXIM Bank and ECGC in India.				
Module 2	Instruments and Mechanisms of Trade Finance	Participative Learning	A p p i y	11 Sessi ons
Letters of Credit (L/C): Types, process, risks, UCP 600 rules - Bills for Collection: D/P, D/A mechanisms and URC 522 - Bank Guarantees and Standby L/Cs - Factoring, forfaiting, and supply chain financing - Role of SWIFT in global banking communication.				
Module 3	Foreign Exchange and Risk Management	Group Discussion	A n a l y z e	11 Sessi ons
Foreign exchange markets and exchange rate mechanisms - Spot, forward, swap, and options contracts - Currency risk, interest rate risk, and hedging strategies - Exchange control regulations (FEMA) and capital account convertibility.				
Module 4	Regulatory Framework and Compliance and Technology and Trends in Global Trade Finance	Skill based Learning	A p p i y	13 Sessi ons
Basel norms and global banking supervision - Anti-Money Laundering (AML), Know Your Customer (KYC), FATCA, and FATF guidelines - ICC Guidelines (UCP 600, ISP98, URDG 758) - Role of WTO, customs procedures, and global trade agreements.				
Digitization and automation of trade finance - Blockchain in trade finance (e.g., TradeLens, Marco Polo, Contour) - FinTech innovations in cross-border payments - Trade-Based Money Laundering (TBML) and compliance technology - Sustainable trade finance and ESG considerations.				
Project work/ assignment:				
33. CA 1 – Quiz 34. CA 2 – Assignment 35. CA 3 – Presentation 36. CA 4 – Case Study				
Textbook: T1: Paul Einzig – <i>Foreign Exchange and Foreign Trade</i>				
Reference books:				

R1	
Catalogue prepared by	Dr. Sunil M Rashinkar
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Course Code: BNK5120	Course Name: Sustainable Banking and Climate Finance Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course explores the intersection of banking, sustainability, and climate finance. It examines how financial institutions can support the transition to a low-carbon economy through green lending, ESG integration, responsible investing, and risk management related to climate change. The course introduces climate finance mechanisms, regulatory frameworks, and the evolving role of banks and development institutions in promoting sustainable development.					
Course Outcomes	<ol style="list-style-type: none"> CO1: Explain the concepts of sustainable banking, ESG integration, and climate finance CO2: Identify financial products and instruments that support sustainable development CO3: Evaluate the role of banks and investors in managing environmental and climate-related risks CO4: Analyze global initiatives, policy frameworks, and compliance mechanisms such as TCFD, EU Taxonomy, and SDGs 					
Course Objective:	<ul style="list-style-type: none"> To understand the principles and practices of sustainable and responsible banking To explore the role of financial institutions in addressing environmental and climate risks To examine climate finance instruments, green bonds, and blended finance models To assess regulatory frameworks, ESG norms, and international climate agreements To enable practical applications through case studies and institutional strategies 					
Module 1	Introduction to Sustainable Banking and ESG in Financial Services	Lecture Method	U n d e r s t a n d	10 Sessi ons		

<p>Definition, evolution, and drivers of sustainable banking - Principles for Responsible Banking (UNEP FI) - Role of banks in sustainable development and climate action - Triple bottom line approach: People, Planet, Profit - Sustainable Development Goals (SDGs) and financial sector alignment.</p> <p>Environmental, Social, and Governance (ESG) criteria - ESG ratings and disclosure frameworks (SASB, GRI, CDP) - Sustainable investing approaches: negative screening, impact investing, thematic investing - Role of asset managers and institutional investors.</p>		Participative Learning	A pp ly ing	11 Sessi ons
Module 2		Climate Finance Instruments and Mechanisms		
<p>Definition and need for climate finance - Sources: public, private, and blended finance - Instruments: green bonds, climate funds, carbon markets, catastrophe bonds - Green taxonomy and EU Climate Benchmarks - Case study: India's sovereign green bond issuance.</p>		Group Discussion	A n a l y z e	11 Sessi ons
Module 3		Risk Management and Climate Risk Assessment		
<p>Climate-related financial risks: physical and transition risks - Scenario analysis and stress testing - TCFD (Task Force on Climate-related Financial Disclosures) framework - Central banks and climate stress tests (e.g., NGFS).</p>				
Module 4		Regulation, Policy, and Global Frameworks and Innovations and Case Studies in Sustainable Finance	Skill based Learning	A p p ly ing 13 Sessi ons
<p>Global climate agreements: Paris Agreement, COP summits - Role of international financial institutions: World Bank, ADB, GCF - Regulatory initiatives: RBI's climate-related disclosures, SEBI's ESG norms - Sustainable finance policies across countries - IFC Performance Standards and Equator Principles.</p> <p>FinTech and climate finance: blockchain for carbon tracking, digital green loans - Climate-related disclosures and sustainability reporting - Case studies: SBI, Yes Bank, HDFC, HSBC, and development banks - Challenges and opportunities in mainstreaming sustainable finance - Just transition and inclusive finance.</p>				
Project work/ assignment:				
37. CA 1 – Quiz 38. CA 2 – Assignment 39. CA 3 – Presentation 40. CA 4 – Case Study				
Textbook:				
T1				
Reference books:				
R1				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			

Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025
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SPECIALIZATION TRACK 2

TRACK ELECTIVE – FINANCE

Course Code: FIN5113	Course Title: Strategic Mergers, Acquisitions and Corporate Restructuring Type of Course: specialization Track Elective	L-T- P- C	2	10	3
Version No.	1.0				
Course Pre-requisites	Students should have successfully completed Financial Management and Financial Accounting courses.				
Anti-requisites	NIL				
Course Description	This course provides a strategic and analytical framework for understanding mergers, acquisitions, and corporate restructuring. It covers the full spectrum from deal conception and valuation to integration and performance evaluation, with special focus on legal frameworks and strategic restructuring options. Real-world case studies and assignments provide experiential insights into successful and failed M&A efforts.				
Course Outcomes	On successful completion of this course, the students shall be able to: CO 1 Understand and explain the strategic rationale and types of M&A and restructuring. (Participative Learning) CO2 Apply valuation methods to analyse the financial viability of deals. (Experiential Learning) CO3 Evaluate integration strategies and post-merger performance. (Application) CO4 Interpret the legal and regulatory landscape impacting corporate restructuring. (Participative Learning)				
Course Objective:	To build core skills in evaluating, planning, and executing mergers, acquisitions, and restructuring through a blend of strategic, financial, legal, and operational perspectives.				
Module 1	Fundamentals of M&A and Strategic Rationale	Assignment (Participative Learning)			8 Sessions
This module introduces the basic concepts, types, and motivations behind mergers and acquisitions. It emphasises how strategic fit and synergy drive value creation in M&A deals. <ul style="list-style-type: none">Introduction to mergers and acquisitionsTypes of mergers: Horizontal, vertical, conglomerateMotives behind M&A: Synergy, growth, diversificationStrategic fit and value creation					
Module 2	Deal Structuring and Valuation Techniques	Assignment (Participative Learning)			7 Sessions
Focuses on valuation methodologies and the financial structuring of M&A deals, including exchange ratios and EPS impact. Students learn how to assess the feasibility and value of potential transactions. <ul style="list-style-type: none">Valuation methods: DCF, comparables, precedent transactionsCalculating exchange ratios, EPS analysis, impact on shareholdersFinancing strategies: Cash, stock swaps, LBOs					

<ul style="list-style-type: none"> • Tax implications and deal negotiation basics 				
Module 3	Regulatory and Legal Framework in M&A	Project (Experiential Learning)		15 Sessions
<p>Covers the legal and regulatory environment surrounding mergers and acquisitions in India, including the SEBI Takeover Code and the Companies Act. Students understand due diligence, disclosure requirements, and the role of regulatory bodies.</p> <ul style="list-style-type: none"> • Indian legal environment: Companies Act, SEBI Takeover Code, CCI • Due diligence, disclosures, and compliance • Cross-border M&As: Approvals and FDI norms • Role of regulatory bodies in M&A clearance 				
<p>This module explores the execution challenges after a merger, including the integration of culture, HR, and systems. It also covers strategic restructuring options like divestitures and spin-offs, along with an analysis of failed deals.</p> <ul style="list-style-type: none"> • Integration planning: HR, culture, systems alignment • Performance tracking: KPIs, synergy realisation • Restructuring options: Spin-offs, divestitures, carve-outs • Failure analysis: Why mergers fail and how to recover 				
<p>Targeted Application & Tools that can be used:</p> <p>The course equips students with practical skills to evaluate M&A deals using financial models, legal frameworks, and strategic analysis tools. Students will work with Excel for deal structuring, use financial databases for benchmarking, and explore regulatory filings to assess compliance and approvals. These tools are relevant for roles in investment banking, corporate finance, and strategic consulting.</p>				
<p>Professionally Used Software:</p> <ul style="list-style-type: none"> • Excel – Financial modelling, M&A modelling, synergy estimates • Databases – Bloomberg, Capital IQ, CMIE for industry/M&A data • Platforms – SEBI portal, MCA filings for legal compliance examples 				
<p>Project work/Assignment:</p>				
<p>Assignment: 1] -- Merger Valuation and Deal Feasibility Analysis</p> <p>Objective: Select two real-life companies (preferably in the same industry) and evaluate the financial feasibility of a hypothetical merger between the selected companies using valuation techniques such as DCF and P/E multiples.</p> <p>Deliverable: A concise report covering valuation methodology, assumptions, calculated exchange ratio, and a recommendation on whether the deal would create value for shareholders. (To be done in a group of minimum 2 and maximum 3 students)</p>				
<p>Assignment: 2] -- Legal and Regulatory Compliance Simulation</p> <p>Objective: Simulate an M&A approval process by assigning group roles (acquirer, target, SEBI, CCI) and mapping out the legal steps, documentation, and regulatory hurdles involved in the transaction.</p> <p>Deliverable: A compliance flowchart with a brief explanatory note outlining mandatory disclosures, regulatory interactions, and timeline considerations. (to be done in a group of minimum 3 and maximum 4 students)</p>				
<p>Assignment: 3] -- Post-Merger Integration Strategy Blueprint</p>				

Objective: Choose a past merger case and evaluate the post-merger integration efforts in terms of HR alignment, cultural integration, and operational synergies.

Deliverable: A strategy document identifying integration challenges and proposing an action plan to improve synergy realisation and stakeholder communication.
(to be done in a group of minimum 3 and maximum 4 students)

Textbook:

- T 1 - Krishnamurti, C. & Vishwanath, S. R., *Mergers, Acquisitions and Corporate Restructuring*, Sage
- T 2 - Kapil, S. & Kapil, K. N., *Mergers and Acquisitions*, Wiley

Reference Books:

- R 1 - Rabi Narayan Kar & Minakshi, *Mergers Acquisitions & Corporate Restructuring*, Taxmann
- R 2 - R. L. Gupta & V. K. Gupta, *Principles and Practice of Accountancy*, Sultan Chand

References:

Research Articles in Journals:

- **Mergers, Acquisitions, and Corporate Restructurings - by Patrick A. Gaughan**
This comprehensive book offers an in-depth analysis of M&A strategies, valuation techniques, and restructuring methods. It's widely used in both academic and professional settings.
<https://www.wiley.com/en-be/Mergers%2C+Acquisitions%2C+and+Corporate+Restructurings%2C+7th+Edition-p-9781119380764>
- **Three Decades of Strategic Management Research on M&As by Ferreira et al. (2016)**
This bibliometric study examines the evolution of M&A research in strategic management, highlighting key themes and influential works over a 30-year period.
<https://www.elsevier.es/en-revista-global-economics-management-review-386-articulo-three-decades-strategic-management-research-S2340154016300020>
- **Mergers and Acquisitions Research in Finance and Accounting: Past, Present, and Future by Martynova and Renneboog (2008)**
This article provides a comprehensive review of M&A research in finance and accounting, discussing methodologies, findings, and future research directions.
<https://onlinelibrary.wiley.com/doi/10.1111/eufm.12417>
- **Post-Merger Restructuring and the Boundaries of the Firm by Maksimovic, Phillips, and Prabhala (2011)**
This study investigates how firms restructure after mergers, focusing on changes in firm boundaries and the implications for performance.
<https://www.sciencedirect.com/science/article/abs/pii/S0304405X1100136X>
- **Prediction and Visualization of Mergers and Acquisitions Using Economic Complexity by Arsini et al. (2022)**
This research introduces a novel method for predicting M&A activities based on economic complexity and patent data, offering insights into technological proximities between firms.
<https://arxiv.org/abs/2210.07292>

Case Studies:

- Vodafone–Idea Merger: Strategic fit
- Tata–Corus: Cross-border acquisition
- Jet–Etihad: Regulatory hurdles
- Flipkart–Myntra: Integration success

Catalogue
prepared by

Dr. Adesh Doifode

Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025				
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025				

Course Code: FIN5115	Course Title: Financial Derivatives and Risk Management Type of Course: specialization Track Elective and Theory only	L- T- P- C	2	10	3
Version No.	1.0				
Course Pre-requisites	Financial Accounting and Reporting – FIN4111 and FIN4112				
Anti-requisites	NIL				
Course Description	The purpose of this course is to train scholars to get a bird's eye view of Fintech landscape along with the history of financial innovation. The course examines the technology fundamentals driving the fintech revolution to develop an appreciation in of their applications in banking and financial services industry.				
Course Outcomes	On successful completion of this course the students shall be able to: <ol style="list-style-type: none"> Understand the structure and functions of financial systems and markets. Analyze the roles of financial institutions and regulatory bodies such as SEBI and RBI. Evaluate various financial instruments and their applications in business and investment decisions. Understand the mechanisms and benefits of key financial services such as mutual funds, leasing, and venture capital. Interpret trends and developments in Indian and global financial markets. 				
Course Content:					
Module 1	Introduction to Financial System	Participative Learning	Case Analysis	12 Session s	
Structure and components of the Indian financial system, Functions and significance of financial markets, Financial instruments – Equity, Debt, Derivatives, Role of financial intermediaries, Regulatory bodies – RBI, SEBI, IRDA, PFRDA.					
Module 2	Money and Capital Markets	Group Discussion	Assignment	12 Session s	
Overview and features of the money market, Participants in the money market, Instruments of the money market: Treasury Bills, Commercial Papers (CPs), Certificates of Deposit (CDs), Call/Notice Money, Repo and Reverse Repo. Role of the RBI in the money market.					
Structure and functions of the capital market, Primary market: IPOs, FPOs, Book Building, Private Placement, Secondary market: Stock exchanges (BSE, NSE), trading and settlement mechanisms, Stock market indices – Nifty, Sensex, Role of SEBI in regulating the capital market					
Module 3	Other Financial Institutions	Role Play	Project Work	12 Session s	

<ul style="list-style-type: none"> Merchant Banking – Functions, SEBI guidelines, recent trends Credit Rating – Concept, agencies (CRISIL, CARE, ICRA), methodology, advantages and limitations Mutual Funds – Types, structure, NAV, benefits, recent developments Factoring and Forfaiting – Concepts, mechanism, advantages and risks Leasing and Hire Purchase – Types, differences, accounting and tax aspects Venture Capital – Stages of financing, exit strategies, trends in India Securitization of Debt – Concept, process, benefits, risks Derivative Instruments – Introduction to futures, options, and swaps 				
Module 4	Recent Development in Finance	Group Discussion	Presentation	09 Sessions
<ul style="list-style-type: none"> Electronic trading platforms and dematerialization Role of Depositories – NSDL and CDSL FinTech and digital financial services Green finance, ESG investing, and impact of technology on financial services Regulatory changes and global integration of Indian financial markets 				
Project work/Assignment:				
<ol style="list-style-type: none"> Case Analysis. Assignment Project Presentation. 				
Text Book				
<ol style="list-style-type: none"> Bhole, L.M. – <i>Financial Institutions and Markets</i> Gurusamy, S. – <i>Financial Services and Markets</i> Khan, M.Y. – <i>Financial Services</i> 				
References				
<ol style="list-style-type: none"> Pathak, Bharati V. – <i>Indian Financial System</i> Machiraju, H.R. – <i>Indian Financial System</i> 				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

Course Code: FIN5117	Course Title: Project Finance Type of Course: Specialization Track Elective	L- T- P- C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	<ul style="list-style-type: none"> Basic Communication Basic understanding of finance and accounting principles, as well as proficiency in spreadsheet software (e.g., Microsoft Excel). Knowledge of Managerial Activities 					
Anti-requisites	NIL					

Course Description	To Apprise the students about identification of a Project, Feasibility analysis, Project appraisal Techniques, Project Financing, Project Control and Management Techniques			
Course Objective	Topics relevant to “SKILL DEVELOPMENT” and “EMPLOYABILITY”: Students will be able to develop themselves as Finance professionals, analysts, accountants, business managers, and anyone interested in developing their financial modelling skills through practical applications and participative learning techniques.			
Course Out Comes	<p>On successful completion of the course the students shall be able to:</p> <p>CO1: Examine the process of screening of ideas and carrying out appraisal for Projects.</p> <p>CO2: Understand the concept and application of Social Cost benefit Analysis</p> <p>CO3: Use Investment Evaluation Techniques for selection of Projects.</p> <p>CO4: Carry out Risk Analysis for business projects and identify alternative sources of financing.</p> <p>CO5: Apply project control and management techniques for project success.</p>			
Course Content:				
Module 1	Introduction to Projects and their Appraisal	Case study	The Rise and Challenges of Buy-Now-Pay-Later (BNPL) & Neobank Market Evolution and Consolidation	9 Sessions
Topics:	Project Definition, Project Identification, Project Life Cycle, Project Stakeholder Analysis, Feasibility study. Types of Project Appraisal (Brief Overview): Market and Demand Analysis, Technical Appraisal, Financial Appraisal, Economic Appraisal, Managerial Appraisal, and Social Appraisal.			
Module 2	Financial Appraisal	Case study	The Rise and Regulation of Cryptocurrency Markets	9 Sessions
Topics: Components of Project Cost, Investment Evaluation Techniques: Non-Discounting Methods (Payback Period, Accounting Rate of Return), Discounting Methods (Net Present Value, Profitability Index, Internal Rate of Return (IRR),				

<p>Modified Internal Rate of Return (MIRR)). Comparative analysis of Investment Evaluation Techniques, Investment Evaluation in Practice.</p>				
Module 3	Project Risk Analysis	Case Study	Ant Financia ls' Super App Ecosyste m Tesla's Financia l Services Innovati on	9 Sessions
<p>Topics: Risk Analysis and Management: Sources and Measures of Risk. Methods of Assessing Risk – Sensitivity Analysis, Scenario Analysis, Break-Even Analysis, Simulation Analysis, Decision Tree Analysis. Strategies for Risk Management.</p>				
Module 4	Project Financing	Case Study	Mint's Personal Finance Management Revolution & JPMorgan Chase's Digital Transformation Journey	9 Sessions
<p>Topics: Sources of Financing – Internal Accruals, Equity Capital, Preference Capital, Debentures (or Bonds), Term Loans, Venture Capital, Private Equity, Venture Capital Vs Private Equity, Loan syndication.</p>				
Module 5	Social Appraisal and Aspects of Project Management	Case Study	Stripe's API-First Product Strategy Square's Hardware-Software Integration	9 Sessions
<p>Topics: Social Appraisal: Rationale for Social Cost Benefit Analysis, Approaches of SCBA (UNIDO and Little-Mirrlees Approach Approach), Environment Impact Assessment (EIA) and Social Impact Assessment (SIA) of Projects. Relevant Case Studies. Network</p>				

Techniques for Project Cost and Time Management (PERT & CPM) (theory only). Pre-Requisites for Successful Project Implementation. Essentials of a Project Report.

Targeted Application & Tools that can be used: PPT, Videos and board & Chalk Method

Project work/Assignment: Mention the Type of Project /Assignment proposed for this course:

1. Assignment 1: Written assignment should be submitted where the students will have to identify the various concepts of Project Finance & Financial Management Analysis. (Case Study Learning)
2. Assignment 2: The students will be divided into groups and group discussions will be done on the Project Finance and Appraisal. (Participative Learning)

Reference

Text book

1. Chandra, Prasanna: Projects – Planning, Analysis, Selection Financing, Implementation, and Review. 2019 Edition. McGraw Hill Education.
2. Agrawal, R., & Mehra, Y. S. (2017). Project Appraisal and Management. Taxman Publications.
3. Goodpasture, C. John: Quantitative Methods in Project Management. J. Ross Publishing.
4. A Guide to the Project Management Body of Knowledge, Project Management Institute

Essential Reading/ Recommended Reading:

<http://biitm.dspaces.org/bitstream/123456789/274/1/PROJECT%20APPRAISAL%20AND%20FINANCING.pdf%20RKM%20Sir%202019>

<https://www.tutorialsduniya.com/notes/project-appraisal-and-analysis-notes/>

<https://documents1.worldbank.org/curated/en/099450005162250110/pdf/P17300600228b70070914b0b5edf26e2f9f.pdf>

<https://kb.ica.org/pdfs/PDFFile5b277f0b789451.53349096.pdf>

PU Resources Mention at least two links from KNIMBUS portal

E – Resources

<https://campus.imarticus.org/lms/course/18165?subId=3312069>

<https://presiuniv.knimbus.com/user#/searchresult?searchId=financial%20Management&t=1725871399557>

<https://presiuniv.knimbus.com/user#/searchresult?searchId=financial%20Modelling&t=1725871551070>

https://alison.com/course/fintech-applications-and-future-prospects?utm_source=bing&utm_medium=cpc&utm_campaign=531498933&utm_content=1348003793029632&utm_term=kwd-84251402798678:loc-90&msclkid=fb5b8e40d87e156f6307e60fe954a3d5#google_vignette

https://www.udemy.com/course/practice-exams-lean-six-sigma-black-belt/?utm_source=bing&utm_medium=udemyads&utm_campaign=BG-

https://www.udemy.com/course/practice-exams-lean-six-sigma-black-belt/?utm_source=bing&utm_medium=udemyads&utm_campaign=BG-Search DSA Beta Prof Ia.EN cc.India&campaigntype=Search&portfolio=Bing-India&language=EN&product=Course&test=&audience=DSA&topic=&priority=Beta&utm_content=deal4584&utm_term=.ag_1316117806683075.ad_.kw_Career+Development.de_c.d_m_.pl_.ti_dat-2334057027983523%3Aloc-90.li_149083.pd.&matchtype=b&msclkid=d687f36c9e4716b253e59b23af6d4406&couponCode=PMNVD2025

Case Studies

NPTEL link

https://onlinecourses.nptel.ac.in/noc25_mg153/preview

https://archive.nptel.ac.in/content/syllabus_pdf/105103133.pdf

<p>Content in this section should be mentioned as per the program grid.</p> <p>Topics relevant to development of “MANAGERIAL and CRITICAL THINKING SKILLS”: Students shall be able to understand the Complex Concepts of Financial Management and Technology.</p>	
Catalogue prepared by	Dr. Kshama Sharma Learning Head Imarticus Learning
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN5118	Course Title: AI and ML Applications in Finance Type of Course: specialization Track Elective	L- T- P- C	2	1	0	3
Version No.						
Course Pre-requisites	Laptop with ready to use python and other notebooks should be with students, they must have basic understanding of Python					
Anti-requisites	NIL					
Course Description	This course provides MBA students with a foundational understanding of Artificial Intelligence (AI) and Machine Learning (ML) concepts and their practical applications within the financial services industry. It bridges the gap between business strategy and cutting-edge technology, equipping future finance leaders with the knowledge to identify, evaluate, and implement AI-driven solutions for various financial challenges, from risk management and trading to customer service and compliance. The course will emphasize hands-on application using relevant tools and programming languages.					
Course Objective	<p>Upon successful completion of this course, students will be able to:</p> <ol style="list-style-type: none"> 1. Understand the core concepts of Artificial Intelligence, Machine Learning, and Deep Learning. 2. Identify and articulate the key opportunities and challenges of AI adoption in finance. 3. Apply basic AI/ML techniques for financial forecasting, classification, and clustering. 4. Analyze and interpret the results of AI/ML models in a financial context. 5. Evaluate the ethical, regulatory, and societal implications of AI in finance. 6. Communicate effectively with data scientists and technology teams on AI projects. 7. Develop a strategic perspective on how AI can transform financial services. 					
Course Outcomes	The course "Artificial Intelligence and Machine Learning in Finance" covers key concepts including supervised and unsupervised learning, neural networks, natural language processing, and algorithmic trading. Students learn to apply AI/ML techniques to financial forecasting, risk management, portfolio optimization, fraud detection, and sentiment analysis. The curriculum emphasizes practical skills using tools like Python, TensorFlow, and financial datasets. Case studies and projects provide real-world experience, preparing					

	students to leverage AI/ML for data-driven decision-making in modern financial markets.				
Course Content	<p>By the end of this course, students will be able to:</p> <ol style="list-style-type: none"> Understand AI/ML Fundamentals Explain key concepts in artificial intelligence and machine learning, including supervised and unsupervised learning, deep learning, and natural language processing, within the context of financial applications. Apply ML Techniques to Financial Data Apply machine learning algorithms to real-world financial datasets for tasks such as stock price prediction, credit risk modeling, fraud detection, and algorithmic trading. Use Financial Data Sources and Tools Collect, preprocess, and analyze financial data from sources like stock exchanges, economic indicators, and company financial statements using Python and relevant AI/ML libraries (e.g., scikit-learn, TensorFlow, PyTorch). Develop Predictive Financial Models Build and evaluate predictive models for asset pricing, portfolio optimization, and financial forecasting using advanced AI/ML techniques. Interpret Model Outputs and Manage Risk Interpret and validate the output of AI/ML models, and assess their implications in terms of financial risk, regulatory compliance, and ethical considerations. Design AI-Driven Financial Applications Design and prototype AI-powered financial systems or decision-support tools, demonstrating an understanding of both technological and domain-specific requirements. Critically Evaluate AI in Finance Evaluate the strengths, limitations, and potential biases of AI/ML models in financial decision-making, and understand their impact on market dynamics and organizational strategy. 				
Module 1	<table border="1"> <tr> <td>Introduction to AI/ML & Finance Fundamentals (6 Lectures)</td> <td>Experiential Learning</td> <td>Handshake with AI</td> <td>6 Sessions</td> </tr> </table> <p>Defining AI, ML, Deep Learning: Core concepts, differences, and relationships. Brief history of AI. AI in Finance: Opportunities & Challenges: Overview of AI's disruptive potential, benefits (efficiency, insights), and risks (bias, explainability, job displacement). Data Foundations for AI: Types of financial data (time series, tabular, text), data sources, data quality, and preparation needs. Machine Learning Workflow & Supervised Learning Intro: Problem definition, data collection, preprocessing, model selection, training, evaluation. Regression vs. Classification. Unsupervised Learning Intro & Reinforcement Learning: Clustering, dimensionality reduction. Basic concepts of Reinforcement Learning (RL). AI Ethics & Governance in Finance: Bias in algorithms, fairness, transparency, explainability (XAI), regulatory considerations (e.g., GDPR, explainable AI regulations).</p>	Introduction to AI/ML & Finance Fundamentals (6 Lectures)	Experiential Learning	Handshake with AI	6 Sessions
Introduction to AI/ML & Finance Fundamentals (6 Lectures)	Experiential Learning	Handshake with AI	6 Sessions		

Module 2	Machine Learning for Risk Management & Credit Scoring	Experiential Learning	Basic concepts and applications	Machine Learning for Risk Management & Credit Scoring (7 Lectures, 2 Tutorials, 4 Practical Sessions)
Introduction to Classification for Risk: Binary classification problems (e.g., default/non-default, fraud/non-fraud). Logistic Regression: Theory, application, and interpretation for financial classification. Decision Trees & Random Forests: Concepts, advantages, and limitations. Ensemble methods for improved performance. Support Vector Machines (SVM): Principles and use cases in financial classification. Model Evaluation Metrics (Classification): Accuracy, Precision, Recall, F1-Score, ROC Curve, AUC. Handling imbalanced datasets. Credit Scoring with ML: Traditional vs. ML-driven credit scoring models. Features used in credit assessment. Fraud Detection with ML: Types of financial fraud, challenges in fraud detection, supervised and unsupervised approaches.				
Module 3	ML for Investment & Portfolio Management	Experiential Learning	Concepts and applications	6 Lectures, 2 Tutorials, 4 Practical Sessions
Introduction to Regression for Financial Forecasting: Predicting continuous values (e.g., stock prices, interest rates). Linear Regression & Ridge/Lasso Regression: Theory, assumptions, and regularization for financial data. Time Series Forecasting with ML: Introduction to ARIMA, Prophet, and ML models for time series data. Clustering Algorithms (K-Means, Hierarchical Clustering): Grouping similar assets or customers for strategic insights. Algorithmic Trading & High-Frequency Trading (HFT): Role of AI, types of algorithms, ethical considerations. Robo-Advisory & Personalized Finance: How AI personalizes investment advice, challenges, and future trends.				
Module 4	AI in Financial Operations, Customer Experience & Advanced Topics	Experiential Learning	Concepts and applications	(6 Lectures, 2 Tutorials, 4 Practical Sessions)
AI in Back-Office Operations: Automation, Robotic Process Automation (RPA), reconciliation, compliance, and regulatory technology (RegTech). AI for Enhanced Customer Experience: Chatbots, virtual assistants, personalized financial advice, sentiment analysis from customer feedback. Natural Language Processing (NLP) in Finance: Text mining, sentiment analysis from news/social media, automated report generation, chatbot development. Introduction to Neural Networks & Deep Learning: Perceptrons, activation functions, feed-forward networks, backpropagation (conceptual).				
Module 5	Strategic AI Implementation & Future Trends	Experiential Learning	Concepts and applications	5 Lectures, 2 Tutorials, 4 Practical Sessions

			ications																					
<p>AI Strategy & Roadmap for Financial Institutions: Assessing organizational readiness, defining objectives, building an AI roadmap. Building an AI Team & Data Governance: Roles and responsibilities (data scientists, ML engineers, business analysts), data security, privacy, and ethics in deployment. AI Project Lifecycle & Scaling AI: From pilot to production, challenges in scaling, MLOps (Machine Learning Operations) concepts. Emerging AI Trends in Finance: Quantum Computing for finance, Generative AI, Federated Learning, Explainable AI (XAI) advancements. The Future of Finance & AI: How AI will reshape jobs, industry structure, and competitive landscapes. The role of humans in an AI-driven financial world.</p>																								
<p>Targeted Application & Tools that can be used:</p> <ul style="list-style-type: none"> • Python (Anaconda distribution recommended) • Jupyter Notebooks / Google Colab • Libraries: Pandas, NumPy, Scikit-learn, Matplotlib, Seaborn, Keras/TensorFlow (basic introduction) 																								
<p>Tutorial Plan:</p>																								
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T10	Ethical AI Debate: A structured debate or discussion on a controversial ethical issue related to AI in finance (e.g., algorithmic bias in lending, surveillance).																							

Practical Plan:	
P1	Introduction to Python for Finance: Setting up Python environment (Anaconda Jupyter Notebooks. Basic data types, variables, loops, functions.
P2	Data Loading & Basic Manipulation with Pandas: Loading financial datasets (CSV, Excel), inspecting data, basic filtering, sorting.
P3	Data Cleaning & Preprocessing: Handling missing values, outlier detection, data type conversions, feature scaling (standardization, normalization).
P4	Exploratory Data Analysis (EDA) with Matplotlib & Seaborn: Visualizing financial data trends, distributions, and relationships.
P5	Implementing Logistic Regression for Credit Default Prediction: Building a basic model in Python, training, and predicting.
P6 and P7	Decision Trees & Random Forests for Credit Scoring: Applying ensemble methods and comparing performance.
P8	Fraud Detection Case Study (Basic): Applying classification models to a synthetic or public fraud dataset.
P9	Implementing Linear Regression for Stock Price Prediction: Building a regression model, interpreting coefficients.
P10	Basic Time Series Forecasting (ARIMA/Prophet): Applying a time series model to predict financial indicators.
P11	Customer Segmentation with K-Means Clustering: Applying clustering to a customer dataset for targeted marketing or product development.
P12	Portfolio Optimization using Clustering/Factor Models (Conceptual): Exploring how clustering can aid in diversifying portfolios (practical will involve data grouping, not full optimization).
P13	Basic NLP for Financial Text: Tokenization, sentiment analysis on financial news headlines using NLTK or TextBlob.
P14	Simple Chatbot Development (Rule-based or basic NLU): Building a rudimentary chatbot for common financial queries.
P15	Introduction to Keras/TensorFlow for a Simple Neural Network: Building and training a basic feed-forward neural network for classification

P16:	Conceptualizing RegTech/Compliance AI: Discussing how AI models can automate compliance checks and identify suspicious transactions (no coding, focus on logic)
P17	AI Project Planning & Scoping: Working in groups to define a hypothetical AI project for a financial institution, including objectives, data needs, and success metrics.
P18	Model Interpretability Techniques (LIME/SHAP - Conceptual/Libraries): Briefly introducing and conceptually applying tools for understanding black-box models.
P19	Designing an AI Governance Framework: Developing a high-level framework for ethical and responsible AI deployment in a financial context.
P20	Capstone Project Work/Presentation: Students present their group projects (defined in P17 or earlier), showcasing their understanding and application of AI concepts in a financial scenario.

Text Book

- Chauhan, M., & Lalwani, R. (2021). *AI and Machine Learning for Financial Services: A Comprehensive Guide*. Wiley.
- Muller, A. C., & Guido, S. (2016). *Introduction to Machine Learning with Python: A Guide for Data Scientists*. O'Reilly Media.

Reference Books

- "Artificial Intelligence in Asset Management" by Söhnke M. Bartram & Jürgen Branke, CFA INSTITUTE RESEARCH FOUNDATION

Web Links and Case Study Links

Catalogue prepared by	Dr. Megha Pandey
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN5120	Course Title: Financial Services and Markets Type of Course: specialization Track Elective and Theory only	L- T-P-C	2	10	3
Version No.	1.0				
Course Pre-requisites	Knowledge about Financial Institutions and Technology				
Anti-requisites	NIL				

Course Description	The purpose of this course is to train scholars to get a bird's eye view of Fintech landscape along with the history of financial innovation. The course examines the technology fundamentals driving the fintech revolution to develop an appreciation in of their applications in banking and financial services industry.			
Course Outcomes	<p>On successful completion of this course the students shall be able to:</p> <ol style="list-style-type: none"> 5. Understand the structure and functions of financial systems and markets. 6. Analyze the roles of financial institutions and regulatory bodies such as SEBI and RBI. 7. Evaluate various financial instruments and their applications in business and investment decisions. 8. Understand the mechanisms and benefits of key financial services such as mutual funds, leasing, and venture capital. Interpret trends and developments in Indian and global financial markets. 			
Course Content:				
Module 1	Introduction to Financial System	Participative Learning	Case Analysis	12 Session s
Structure and components of the Indian financial system, Functions and significance of financial markets, Financial instruments – Equity, Debt, Derivatives, Role of financial intermediaries, Regulatory bodies – RBI, SEBI, IRDA, PFRDA.				
Module 2	Money and Capital Markets	Group Discussion	Assignment	12 Session s
Overview and features of the money market, Participants in the money market, Instruments of the money market: Treasury Bills, Commercial Papers (CPs), Certificates of Deposit (CDs), Call/Notice Money, Repo and Reverse Repo. Role of the RBI in the money market.				
Structure and functions of the capital market, Primary market: IPOs, FPOs, Book Building, Private Placement, Secondary market: Stock exchanges (BSE, NSE), trading and settlement mechanisms, Stock market indices – Nifty, Sensex, Role of SEBI in regulating the capital market				
Module 3	Other Financial Institutions	Role Play	Project Work	12 Session s
<ul style="list-style-type: none"> • Merchant Banking – Functions, SEBI guidelines, recent trends • Credit Rating – Concept, agencies (CRISIL, CARE, ICRA), methodology, advantages and limitations • Mutual Funds – Types, structure, NAV, benefits, recent developments • Factoring and Forfaiting – Concepts, mechanism, advantages and risks • Leasing and Hire Purchase – Types, differences, accounting and tax aspects • Venture Capital – Stages of financing, exit strategies, trends in India • Securitization of Debt – Concept, process, benefits, risks • Derivative Instruments – Introduction to futures, options, and swaps 				
Module 4	Recent Development in Finance	Group Discussion	Presentation	09 Session s
<ul style="list-style-type: none"> • Electronic trading platforms and dematerialization • Role of Depositories – NSDL and CDSL • FinTech and digital financial services • Green finance, ESG investing, and impact of technology on financial services 				

<ul style="list-style-type: none"> Regulatory changes and global integration of Indian financial markets 	
Project work/Assignment:	
5. Case Analysis. 6. Assignment 7. Project 8. Presentation.	
Text Book	
4. Bhole, L.M. – <i>Financial Institutions and Markets</i> 5. Gurusamy, S. – <i>Financial Services and Markets</i> 6. Khan, M.Y. – <i>Financial Services</i>	
References	
3. Pathak, Bharati V. – <i>Indian Financial System</i> 4. Machiraju, H.R. – <i>Indian Financial System</i>	
Catalogue prepared by	Dr. Sunil M Rashinkar
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025

Course Code: FIN5121	Course Name: Risk Management and Insurance Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	The course on Insurance and Risk Management introduces students to the fundamental concepts of risk, its measurement, and the techniques used to manage it. It explores the principles, practices, and importance of insurance as a risk transfer mechanism. The course covers various types of insurance including life, health, property, liability, and marine insurance, along with an in-depth understanding of underwriting, claims processing, and premium setting. Students will gain insights into the role of insurance companies and regulatory bodies like the IRDAI in managing systemic risk and ensuring industry stability. The course also emphasizes the strategic role of risk management in business, highlighting tools and techniques for identifying, assessing, and mitigating risks. Special focus is given to contemporary developments in the insurance industry such as reinsurance, enterprise risk management (ERM), and the use of technology in risk management and insurance operations. By the end of the course, students will be equipped to critically assess risks and apply insurance and risk management principles in both personal and organizational contexts.					
Course Outcomes	CO1: Explain the concepts of risk, types of risks, and the need for risk management in personal and business contexts. CO2: Demonstrate an understanding of the principles, functions, and types of insurance and its role in risk mitigation.					

	<p>CO3: Analyze the risk management process and apply techniques for risk identification, assessment, control, and financing.</p> <p>CO4: Evaluate various insurance products and understand the procedures involved in underwriting, premium calculation, and claims settlement.</p>				
Course Objective:	<ol style="list-style-type: none"> 1. To understand the fundamental concepts of risk and uncertainty and their significance in business and personal decision-making. 2. To provide insights into the principles and practices of insurance as a key risk management tool, including life, general, and health insurance. 3. To analyze the process of risk management, including risk identification, risk assessment, risk control, and risk financing. 4. To acquaint students with the structure and functioning of the insurance industry, including regulatory bodies, insurance products, underwriting, and claims management. 				
Module 1	Introduction to Insurance Business	Lecture Method	Understand	10 Sessions	
<p>Definition of insurance - Characteristics of insurance – Principles of contract of insurance – General Concepts of Insurance – Insurance and hedging – Types of insurance – Insurance intermediaries. Life Insurance Business - Fundamental principles of life insurance – Basic features of life insurance contracts - Life insurance products – Traditional and unitlinked policies – Individual and group policies - With and without profit policies – Types of life insurance policies – Term insurance – Whole life insurance and its variants – Endowment insurance and its variants – Annuities – Policies for children and females – Policies for handicapped lives – Pension plans – Health insurance – Claims settlement. General Insurance Business - Fundamental principles of general insurance – Fire insurance – Marine insurance – Motor insurance – Personal accident insurance – Liability insurance –Miscellaneous insurance – Claims settlement</p>					
Module 2	Pricing of Insurance Products	Participative Learning	Applicability	11 Sessions	
<p>Meaning of rate/premium, Objectives of rate making, Rate making in life insurance business – Basic methods of rate making – Net single premium – Net annual level premium – Premium concepts – Level premium – Basic premium – Office yearly premium – Premium tables – Tabular premium – Rebate – Extra premium – Rider premium – Bonus – Calculation of premium and bonus. Rate making in general insurance business – Principles – Basic methods of rate making – Judgment rating – Class rating – Merit rating</p>					
Module 3	Insurance Regulations in India	Group Discussion	Analysis	11 Sessions	

<p>Insurance Act, 1938 – Summary provisions of Insurance Act, 1938 Insurance Regulatory and Development Authority (IRDA) – Introduction – Purpose, Duties, Powers and functions of IRDA – Operations of IRDA – Insurance policyholders' protection under IRDA – Exposure/Prudential norms. Summary provisions of related Acts – Consumer Protection Act and Transfer of Property Act.</p>				
Module 4	Introduction to Risk Management	Skill based Learning	A p p i y	13 Sessio ns
<p>Risk management – Objectives of risk management – Risk management process – Identifying and evaluating potential losses – Selecting appropriate technique for treating loss exposure – Risk financing – Implementing and administering risk management program – Personal risk management – Loss forecasting. Risk Assessment, Analysis, Evaluation, Risk Control and Treatment – Risk Reduction - Transfer and Sharing of Risk - Elimination and Retention of Risk</p>				
<p>Project work/ assignment:</p> <ol style="list-style-type: none"> 41. CA 1 – Quiz 42. CA 2 – Assignment 43. CA 3 – Presentation 44. CA 4 – Case Study 				
<p>Textbook:</p> <p>T1: George Rejda, Principles of Risk Management and Insurance, Pearson Education.</p> <p>T2: S. Balachandran, General Insurance, Insurance Institute of India.</p> <p>T3: S. Balachandran, Karve, Palav, Life Insurance, Insurance Institute of India.</p>				
<p>Reference books:</p> <p>R1: M. Y. Khan, Indian Financial System, Tata McGraw-Hill.</p> <p>R2: Bharti Pathak, Indian Financial System, Pearson Education.</p> <p>R3: C. Arthur, William Jr., Michael Smith, Peter Young, Risk Management and Insurance, McGraw-Hill</p>				
Catalogue prepared by	Dr. Sunil M Rashinkar			
Recommended by the Board of Studies on	BOS NO: 18th held on 6,June,2025			
Date of Approval by the Academic Council	Academic Council Meeting No. 26th held on 25,July,2025			

Course Code: FIN5123	Course Name: Behavioural Finance and Decision Making Type of Course: specialization Track Elective	L-T-P-C	2	1	0	3
Version No.	1.0					
Course Pre-requisites	Financial Accounting and Reporting – FIN4111					
Anti-requisites	NIL					
Course Description	This course explores the psychological and behavioral aspects influencing individual and institutional financial decision-making. Behavioral Finance and Decision Making blends insights from psychology and economics to understand how cognitive biases, emotions, and social influences affect investor behavior and market outcomes. It challenges the traditional assumption of rationality in classical finance by examining heuristics, overconfidence, loss aversion, mental accounting, framing effects, and other anomalies.					

	<p>Students will analyze real-world cases of irrational behavior in financial markets, understand the implications for portfolio management, and explore how behavioral factors lead to market inefficiencies. The course also delves into behavioral corporate finance, where managerial decisions are shaped by psychological factors, and examines methods for improving financial decision-making through nudges and debiasing strategies.</p> <p>By the end of the course, students will be able to critically assess investment decisions, design strategies to mitigate behavioral errors, and apply behavioral finance principles in personal finance, advisory roles, and institutional investment contexts.</p>			
Course Outcomes	<p>CO1: Explain the key concepts of behavioral finance and how it differs from traditional finance theories.</p> <p>CO2: Identify and analyze common cognitive biases and heuristics that affect individual and group financial decisions.</p> <p>CO3: Evaluate the psychological factors that influence investor behavior and market anomalies, including overreaction, underreaction, and herding.</p> <p>CO4: Apply behavioral finance principles to assess real-world investment strategies and market behaviors.</p>			
Course Objective:	<ol style="list-style-type: none"> 1. To introduce the foundational concepts of behavioral finance, highlighting the limitations of traditional finance models based on rational decision-making. 2. To explore the psychological principles and cognitive biases that influence financial behavior at the individual and institutional levels. 3. To examine how emotions, heuristics, and framing effects affect investment decisions, risk perception, and financial planning. 4. To analyze behavioral anomalies in financial markets, such as bubbles, crashes, and investor overreaction or underreaction. 			
Module 1	Behavioral finance	Lecture Method	U n d e r s t a n d	10 Sessi ons
Introduction to Behavioral finance – Nature, scope, objectives and application; Investment Decision Cycle: Judgment under Uncertainty :Cognitive information perception – Peculiarities (biases) of quantitative and numerical information perception - Representativeness – Anchoring Exponential discounting - Hyperbolic discounting				
Module 2	Utility/ Preference Functions	Participat ive Learning	A p p l y	10 Sessi ons
Expected Utility Theory [EUT] and Rational Thought: Decision making under risk and uncertainty - Expected utility as a basis for decision-making – Theories based on Expected Utility Concept - Investor rationality and market efficiency.				

Module 3	Behavioral Factors and Financial Markets	Group Discussion	A n a l y z e	12 Sessi ons
The Efficient Markets Hypothesis – Fundamental Information and Financial Markets – Information available for Market Participants and Market Efficiency -Market Predictability –The Concept of limits of Arbitrage Model - Asset management and behavioral factors - Active Portfolio Management: return statistics and sources of systematic underperformance. – Fundamental information and technical analysis – the case for psychological influence.				
Module 4	Heuristics and behavioral biases of investors	Skill based Learning	A p p l y	13 Sessi ons
Types of investors- Individual and Institutional - How the human mind works-the two systems; Familiarity and related heuristics; Representativeness and related biases; Anchoring; Irrationality and adaptation; Hyperbolic discounting. Sovereign credit rating - drivers				
Project work/ assignment:				
45. CA 1 – Quiz 46. CA 2 – Assignment 47. CA 3 – Presentation 48. CA 4 – Case Study				
Textbook: T1: Chandra, P. (2017), Behavioural Finance, Tata Mc Graw Hill Education, Chennai (India). T2: Ackert, Lucy, Richard Deaves (2010), Behavioural Finance; Psychology, Decision Making and Markets, Cengage Learning.				
Reference books: R1: Kahneman, D. and Tversky, A. (2000). Choices, values and frames. New York : Cambridge Univ. Press. 5. R2: Shefrin, H. (2002), Beyond Greed and Fear; Understanding Behavioural Finance and Psychology of investing. New York; Oxford University Press.				
Catalogue prepared by	Dr. Sunil M Rashinkar			
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Course Code: FIN5114	Course Title: Tax Laws and Practice Type of Course: specialization Track Elective	L- T- P- C	2	10	3
Version No.	1.0				
Course Pre-requisites	1. Basic computational skills 2. Basic understanding of accounting and finance				
Anti-requisites	NIL				
Course	This course provides a foundational understanding of India's direct and				

Description	indirect taxation system as per Finance Act 2024. It covers personal and corporate income tax, Goods and Services Tax (GST), and Customs duty. Students will gain knowledge on tax compliance, planning, filing, and assessments. The course emphasizes practical learning through simulations and case studies, preparing students to manage taxation responsibilities in real-world business scenarios.			
Course Outcomes	CO1: Identify personal taxable income and tax payable thereon (Applying) CO2: Explain different types of returns and assessments (Understanding) CO3: Identify corporate taxable income and tax payable thereon (Applying) CO4: Explain basic provisions of GST and Customs duty (Understanding)			
Course Objective:	The course aims at APPLIED LEARNING in taxation, Introduce participants to the basis, incidence, and application of the main taxes in India, namely, Income Tax and Goods and Services Tax (GST), through EXPERIENTIAL PEDAGOGY.			
Module 1	Fundamentals of Direct Taxation and Income Computation	Assignment (Participative Learning)		12 Sessions
Concepts of direct and indirect tax; Definitions: Assessee, Assessment Year, Previous Year, Income, etc.; Residential status & incidence of tax; Heads of income – Computation of income from salary, income from house property, income from other sources , Concept of Income from Business & profession; Capital gain.				
Module 2	Computation of Total income and Assessment Procedures	Assignment (Experiential Learning)		12 Sessions
<ul style="list-style-type: none"> Deductions under; Chapter VI-A; Computation of total income for individuals; Types of ITR ;forms and applicability; E-filing of Income Tax Returns; Documents for ITR filing; Interest and penalties; Types of assessments: Self, Regular, Best Judgment, Reassessment, Protective Practical: Filing ITR-1 and ITR-3; mock assessment cases 				
Module 3	Corporate Taxation and Tax Planning	Project (Experiential Learning)		12 Sessions
<ul style="list-style-type: none"> Taxation of domestic and foreign companies; Minimum Alternate Tax (MAT);Corporate tax rates and amendments; Corporate tax computation Practical: Case studies on corporate tax planning 				
Module 4	Goods and Services Tax (GST)	Assignment (Participative Learning)		12 Sessions
<ul style="list-style-type: none"> Structure of GST: CGST, SGST, IGST, UTGST; Registration procedure; Taxable event, time, and value of supply; Input Tax Credit (ITC) conditions; GST returns: GSTR-1, GSTR-3B; GST audit and assessment Practical: GST invoice preparation and return filing 				
Targeted Application & Tools that can be used:				
Project work/Assignment:				
Assignment 1: Analyse computation of personal tax liability (Case-based)				
Assignment 2: Filing return online (Hands-on Simulation)				
Assignment 3: Study of GST implementation in a business (Group Research Project)				
Textbook:				
<ul style="list-style-type: none"> Singhania, V.K. & Singhania, M., <i>Direct Taxes – Law and Practice</i>, Taxmann Publications Ahuja, G. & Gupta, R., <i>Systematic Approach to Income Tax</i>, Bharat Law House GST Manual, Taxmann Publications Income Tax Act, 1961 (Bare Act) 				

<ul style="list-style-type: none"> CGST Act, 2017 (Bare Act) Official websites: incometax.gov.in, gst.gov.in
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References

Research Articles in Journals:

- <https://www.dsrvindia.com/impact-of-gst-on-corporate-taxes>
- <https://www.researchgate.net/publication/379773026 CORPORATE TAXATION THROUGH THE INDIAN PRISM CONSEQUENCES OF GST AND DTC>
- <https://www.iifans.org/uploads/paper/af10bdf78289a6dfe6273cd86ec25fd0.pdf>

Podcast:

- https://www.ey.com/en_in/media/podcasts/indirect-tax-insights
- <https://podcasts.apple.com/us/podcast/avalara-india-gst/id1533946631>
- <https://open.spotify.com/show/3Ck2jOeVPm9qPtBPJ9Lv2U>

Case studies:

- <https://www.researchgate.net/publication/388553998 GST GOODS AND SERVICES TAX IMPACT ON THE INDIAN TAX SYSTEM>
- <https://www.researchgate.net/publication/390296293 THE IMPACT OF CORPORATE TAX PLANNING ON CAPITAL STRUCTURE DECISIONS IN THE INDIAN AUTOMOBILE INDUSTRY>
- <https://www.researchgate.net/publication/308603399 CHAPTER 4 Tax System Reform in India Six Case Studies and Policy Implications>

Catalogue prepared by	Dr. Prachi Beriwala
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