

# **PGDM *iConnect***

## **Syllabus - Course Outline**

**PGDM – FINANCIAL MARKETS (2023 - 2025)**



**ITM Business School**

**Institute for Technology & Management**

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## **PGDM Financial Markets**

### **ABOUT THE PROGRAM**

PGDM-Financial Markets course has a vision to lead the finance and financial markets education globally and to enhance excellence by adopting state of the art teaching methodology. It focuses on core subjects like accounting, economics, quantitative techniques, banking, fixed income and equity. The course also focuses on technical subjects of corporate finance, portfolio management, derivatives, commodity and forex & international trade finance. The students undergo 5-month Industry Internship as a part of the course. The program focuses on practical application of learning through subjects like, investment banking, financial planning, risk management, treasury management, valuation techniques and bank management. The students also get an opportunity to appear for Global and/or Indian certifications. All the subjects under Financial Markets are taught with a blend of traditional and innovative teaching methodology and are backed by practical hands on experience at the Business Simulation Lab, Quant & Fintech Lab. The course program thus provides well trained professionals meeting the needs of sectors from finance and financial markets.

<b>PGDM Financial Markets - Course Structure – 2022-24 Batch – Proposed</b>				
<b>Sr. No.</b>		<b>Semester I</b>	<b>Credits</b>	<b>Hours</b>
1		Accounting for Managers	4	40
2		Marketing Management	4	40
3		Leading & Managing Organizations	4	40
4		Managerial Economics	2	20
5		Enterprise Systems Management	2	20
6		Decision Sciences	4	40
7		Lifestyle Management	2	20
8		Technology Based Business Transformation	2	20
9		Introduction to Operations Management	2	20
10		Introduction to MS Excel & Advanced Methods	4	40
11		Managerial Communication – 1	4	40
12		Verbal Skills & Quantitative Analysis – 1	2	20
13		Entrepreneurship	2	20
14		Career Management 1	2	20
		<b>TOTAL</b>	<b>40</b>	<b>400</b>
<b>Sr. No.</b>	<b>Course Code</b>	<b>Semester II</b>	<b>Credits</b>	<b>Hours</b>
1		Commodity Markets	2	20
2		Corporate Finance	4	40
3		Security Analysis and Portfolio Management	4	40
4		Financial Modelling and Simulation	2	20
5		Financial Derivatives	4	40
6		Financial Instrument Trading	2	20
7		Technical Analysis	2	20
8		Forex Markets	2	20
9		International Trade Finance	2	20
10		Consultative Selling for Financial Managers	2	20
11		Research Methodology	2	20
12		NGO Internship	2	20
13		Leadership Lab	2	20
14		Managerial Communication – 2	2	20
15		Advanced Excel	2	20
16		Verbal Skills & Quantitative Analysis - 2	2	20
17		Career Management – 2	2	20
18		Capstone Project Phase – I	2	20
		<b>Total</b>	<b>42</b>	<b>420</b>
		Industry Internship Project	<b>8</b>	<b>80</b>

<b>Sr. No.</b>	<b>Course Code</b>	<b>Semester III</b>	<b>Credits</b>	<b>Hours</b>
1		Bank Management	2	20

2		Investment Banking	2	20
3		Financial Planning and Wealth Management	2	20
4		Treasury Management	2	20
5		Risk Management	2	20
6		Corporate Valuation	2	20
7		Comprehensive Review Module	2	20
8		Strategic Management	2	20
9		Business Ethics And Corporate Governance	2	20
10		Placement Readiness Module	2	20
11		Career Management – 3	2	20
12		Corporate Transition Module	2	20
13		Verbal & Quantitative Analysis – 3	2	20
14		Capstone Project Phase – II	2	20
		<b>TOTAL</b>	<b>28</b>	<b>280</b>
<b>Sr. No.</b>	<b>Course Code</b>	<b>Semester IV</b>	<b>Credits</b>	<b>Hours</b>
1		Capstone Project – Final	4	40
2		Alternative Finance	2	20
3		Career Management	-	-
		<b>TOTAL</b>	<b>6</b>	<b>60</b>
		<b>GRAND TOTAL</b>	<b>140</b>	<b>1240</b>

**Course Code** : 0207300300  
**Course Title** : Accounting for Managers  
**Credit** : 4  
**Duration** : 40 hrs.  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Explain</b> accounting principles, standards, and basic cost concepts which are required for maintaining business accounting records.	<b>L2</b> <b>Understand</b>	3	<b>Internal Assessment:</b> Assignment <b>End term</b> - Theory
CO2	<b>Apply</b> accounting principles and standards for preparation of Financial Statements.	<b>L3</b> <b>Apply</b>	9	<b>Internal Assessment:</b> Class test, Assignment <b>End term:</b> Case study
CO3	<b>Calculate</b> Costs and Budgets to determine profit	<b>L4</b> <b>Analyze</b>	6	<b>Internal Assessment:</b> Class test, Assignment <b>End term:</b> Theory & Numerical
CO4	<b>Compute</b> the financial statements of the companies to enable users for decision	<b>L4</b>	12	<b>Internal Assessment:</b>

	making purpose	Analyze		Project <b>End term:</b> Case Study,
<b>CO5</b>	Assess the financial statements of companies to foster analytical and critical thinking abilities.	<b>L 5</b> <b>Evaluate</b>	10	<b>Internal Assessment:</b> Assignment, Class test, <b>End term</b> -Case study

### Mapping with CO-PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	-	2	-
CO2	3	3	-	2	-
CO3	2	3	-	-	-
CO4	3	3	-	2	1
CO5	2	3	2	2	2
CO	2.6	2.8	2	2	1.5

### Session Plan

Session No.	Hours	Topic	Course Outcome (CO)	Cognition	Evaluation Tools
<b>1</b>	<b>2</b>	<b>Introduction - Accounting Principles and Concepts</b>			
(i)	1.0	Introduction – Accounting Principles, Accounting Standards & IFRS	<b>CO1 - Explain</b> accounting principles, standards & IFRS	<b>L 2</b> <b>Understand</b>	Internal Assessment: Assignment End term - Theory
(ii)	1.0	Cost Accounting concepts	<b>CO1- Explain</b> basic cost concepts	<b>L 2</b> <b>Understand</b>	Internal Assessment: Assignment End term - Theory
<b>2</b>	<b>3</b>	<b>Accounting for Depreciation</b>			
(i)	1.0	Introduction, importance, and methods of Depreciation	<b>CO1- Explain</b> Accounting Principles and standards -Depreciation	<b>L 2</b> <b>Understand</b>	Internal Assessment: Class Test
(ii)	2.0	Application of SLM Method of Depreciation	<b>CO2 - Apply</b> Accounting Principles and Standards -Depreciation	<b>L 3</b> <b>Apply</b>	Internal Assessment: Class Test
<b>3</b>	<b>5.5</b>	<b>Preparation of Financial Statements</b>			

		<b>of a Sole Proprietor: Trading A/c, Profit and Loss Account and Balance Sheet</b>			
(i)	1.5	Introduction of Financial Statements of a Sole Proprietor	<b>CO2 - Apply</b> Accounting Principle and Standards for the preparation of Financial Statements	<b>L 3</b>  <b>Apply</b>	Internal Assessment:  Class Test
(ii)	2	Preparation of Financial Statements of a Sole Proprietor: Trading & Profit & Loss A/c	<b>CO2 - Apply</b> Accounting Principle and Standards for the preparation of Financial Statements	<b>L 3</b>  <b>Apply</b>	Internal Assessment:  Class Test
(iii)	2	Preparation of Financial Statements of a Sole Proprietor: Balance Sheet	<b>CO2 - Apply</b> Accounting Principle and Standards for the preparation of Financial Statements	<b>L 3</b>  <b>Apply</b>	Internal Assessment:  Class Test
<b>4</b>	<b>6.5</b>	<b>Preparation of Financial Statements of Companies by applying the Revised Schedule III of the Companies Act, 2013: Statement of Profit and Loss, Balance Sheet</b>			
(i)	1.5	Introduction of Financial Statements of	<b>CO2 - Apply</b> Accounting	<b>L 3</b>	Internal Evaluation



		Companies by applying the Revised Schedule III of the Companies Act, 2013	Principle and Standards for the preparation of Financial Statements of companies	<b>Apply</b>	Assessment: Assignment  End term: Case study
(ii)	2.5	Preparation of Financial Statements of Companies -Statement of Profit and Loss	<b>CO4 - Compute</b> the financial statements of the companies	<b>L 4</b> <b>Analyze</b>	Internal Evaluation: Assignment End term -Case study
(iii)	2.5	Preparation of Financial Statements of Companies -Balance Sheet	<b>CO4 - Compute</b> the financial statements of the companies	<b>L 4</b> <b>Analyze</b>	Internal Evaluation: Assignment End term -Case Study
<b>5</b>	<b>7</b>	<b>Preparation of Cash Flow Statement</b>			
(v)	1.5	Introduction of Cash Flow Statement	<b>CO4 - Compute</b> the Cash Flow Statement of the companies	<b>L 4</b> <b>Analyze</b>	Internal Assessment: Assignment End term- Case Study
(v)	5.5	Preparation of Cash Flow Statement	<b>CO4 - Compute</b> the Cash Flow Statement of the companies	<b>L 4</b> <b>Analyze</b>	Internal Assessment: Assignment End term- Case Study
<b>6</b>	<b>10</b>	<b>Tools and Techniques of Financial Statement Analysis: Comparative Statements, Common Size Statement, Trend Analysis, and Ratio</b>			

		<b>Analysis</b>			
(i)	2	Tools and Techniques of Financial Statement Analysis: Comparative Statements,	<b>CO5 - Assess</b> the financial statements of companies	<b>L 5</b> <b>Evaluate</b>	Internal Assessment: Project End term - Case Study
(ii)	2	Common Size Statement and Trend Analysis,	<b>CO5 - Assess</b> the financial statements of companies	<b>L 5</b> <b>Evaluate</b>	Internal Assessment: Project End term - Case Study
(iii)	4	Ratio Analysis	<b>CO5 - Assess</b> the financial statements of companies	<b>L 5</b> <b>Evaluate</b>	Internal Assessment: Project End term - Case Study
(iv)	2	Analysis and assessment of Annual Reports of Listed Companies (different Sectors)	<b>CO5 - Assess</b> the financial statements of companies	<b>L 5</b> <b>Evaluate</b>	Internal Assessment: Project End term - Case Study
<b>7</b>	<b>6</b>	<b>Preparation of Cost Sheet &amp; Budgets by using the relevant cost accounting concepts</b>			
(i)	3	Preparation of Cost Sheet	<b>CO3 - Calculate</b> Cost Accounting concepts for the preparation of Cost Sheet	<b>L 4</b> <b>Analyze</b>	Internal Assessment: Class Test End term Theory & Numerical

(ii)	3	Budgets and budgetary control	<b>CO3 - Calculate</b> Cost Accounting concepts for the preparation of Budgets	<b>L 4</b> <b>Analyze</b>	Internal Assessment: Assignment End term Theory & Numerical
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### **Pedagogy**

1. Lecture
2. Case Study
3. Live Projects
4. Numerical

### **Evaluation: -**

Internal Assessment-40 %

External assessment- 60 %

**Total- 100 %**

### **Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Project
5. Assignment

### **Assessment Mapping:**

Parameters	Cos	CO1	CO2	CO3	CO4	CO5
	Marks					

<b>Internal</b>	<b>40</b>	<b>10.00%</b>	<b>35.00%</b>	<b>10.00%</b>	<b>22.50%</b>	<b>22.50%</b>
<b>Class Test</b>	10	0.00%	100.00%	0.00%	0.00%	0.00%
<b>Project</b>	5	0.00%	0.00%	0.00%	0.00%	100.00%
<b>Assignment</b>	5	0.00%	0.00%	0.00%	100.00%	0.00%
<b>Attendance</b>	10	20.00%	20.00%	20.00%	20.00%	20.00%
<b>Class Participation</b>	10	20.00%	20.00%	20.00%	20.00%	20.00%
<b>End Term</b>	<b>60</b>	<b>16.67%</b>	<b>16.67%</b>	<b>16.67%</b>	<b>16.67%</b>	<b>33.33%</b>
<b>Total</b>	<b>100</b>	<b>14.00%</b>	<b>24.00%</b>	<b>14.00%</b>	<b>19.00%</b>	<b>29.00%</b>

#### **Textbook:**

1. Accounting for Managers-Dr. CA Geetanjali Pinto, Prof. Uma Ghosh, Prof. Dhaval Bhatt,  
Dr. CA Pinky Agarwal, Dr Rajshree Yalgi – Himalaya Publishing House, First Edition 2021

#### **Reference Books:**

1. Financial Accounting for Management - D.D. Harsolekar, Dr. CA Pinky  
Agarwal, Taxmann Publication Pvt Ltd. First Edition 2022
2. Accounting and Finance for Non-Finance - Jai Kumar Batra, Sage, 1/e, 2019.
3. Financial Accounting for Management – N. Ramachandran & Ram Kumar Kakani, McGraw Hill  
Education, 4/e, 2018.
4. Essentials of Financial Accounting – Ashish K. Bhattacharyya, PHI, 4/e, 2017
5. Accounting for Management - Dhanesh K. Khatri, McGraw Hill Education Pvt. Ltd.  
1/e, 2015
6. Financial Accounting – Principles & Practices - Prof. Jawahar Lal & Dr. Seema  
Srivastava, Practices S. Chand, 3/e, 2014.
7. Accounting for Management – Dr. N.P. Srinivasan & Dr. M. Sakthivel Murugan, S.Chand, Revised  
Edition 2019.
8. A Textbook of Accounting for Management - Maheshwari & Maheshwari, VikasPublication 3/e,  
2012
9. Accounting for Management - Dr. Jawahar Lal, Himalaya Publishing House, 6<sup>th</sup> edition, 2010
10. Accounting for Management - M N Arora, Himalaya Publishing House, 1<sup>st</sup> Edition, 2010

**E-Books:**

1. Accounting for Management – Dr. N.P. Srinivasan & Dr. M. Sakthivel Murugan, S.Chand, Revised Edition 2019, eBook.
2. Accounting for Management - S. Ramanathan, Oxford University Press, 1/e, 2019, eBook.
3. A Textbook of Accounting for Management - S N Maheshwari, Sharad K Maheshwari, Vikas Publishing House, 4/e, 2018, e-Book.
4. Accounting for Management - Lal, Jawahar., Himalaya Pub. House., 2019, eBook.

**Semester** : **I**  
**Course Title** : **Marketing Management**  
**No of Credits** : **4**  
**Contact Hours** : **40 hrs**

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain the basics of Marketing, concepts, theories, principles for organizational, customer and societal value	L2: Understand	10	<u>End Term</u> - case study, short answers
CO2	Apply the Value creation and delivery concepts in the context of competitive environment to benefit the stakeholders	L3: Apply	10	<u>Internal</u> - assignment, class test <u>End Term</u> - Case study, short answers
CO3	Examine the competitive environment and integrate the marketing strategies for better marketing decisions	L4: Analyse	9	<u>Internal</u> - Case study, assignment <u>End Term</u> - short answers
CO4	Assess the potential market segments to target and position effectively for profitable business opportunities	L5: Evaluate	7	<u>Internal</u> - Class test, case study discussion <u>End Term</u> - case study, short answers
CO5	Apply marketing mix strategies for value creation to all the stakeholders	L3: Apply	4	<u>Internal</u> -detailed presentation of all a brand launch with all the concepts embedded <u>End Term</u> - Case study, short answers

## Mapping CO with PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

CO Code	PO1	PO2	PO3	PO4	PO5
CO 1	3	2	0	0	0
CO 2	3	2	2	3	2
CO 3	3	3	2	0	0
CO 4	3	3	0	3	0
CO 5	3	3	2	3	2
CO	3.0	2.6	2.0	3.0	2.0

## Session plan

Sr. No	Hrs	Units	Cos	Cognition	Evaluation Tools
<b>1</b>	<b>10</b>	<b>Introduction to Marketing</b>			
(i)	10	Introduction – demand states, Sales Vs Marketing, types of marketing, customer satisfaction, loyalty and Value	<b>CO1</b> - Explain the basics of Marketing, concepts, theories, principles for organizational, customer and societal value	<b>L2: Understand</b>	<u>End term:</u> Case study/short answers
<b>2</b>	<b>10</b>	<b>Strategic Marketing</b>			
(i)	10	Strategic Marketing planning, competition analysis, environment scanning, core competence and competitive advantage	<b>CO2</b> – Apply the Value creation and delivery concepts in the context of competitive environment to benefit the stakeholders	<b>L3: Apply</b>	<u>Internal Evaluation:</u>  Assignment, class test <u>End term:</u> Case study/short answers
<b>3</b>	<b>9</b>	<b>Marketing mix and competition</b>			
(i)	9	STP, consumer behavior analysis, introducing marketing mix, product strategies	<b>CO3</b> - Examine the competitive environment and integrate the marketing strategies for better marketing	<b>L4: Analyse</b>	<u>Internal Evaluation:</u> Case study Analysis, Assignment

			decisions		<u>End term:</u> Short answers
<b>4</b>	<b>7</b>	<b>Marketing mix (contd)</b>			
<b>(i)</b>	<b>7</b>	Pricing, marketing communication, distribution channels, retailing	<b>CO4-</b> Assess the potential market segments to target and position effectively for profitable business opportunities	<b>L5: Evaluate</b>	<u>Internal Evaluation:</u>  Class test, Case study (critical assessment) <u>End term:</u> Case study Short answers
<b>5</b>	<b>4</b>	<b>Applied Marketing strategies for value creation</b>			
<b>(i)</b>	<b>4</b>	Project – embedding the major marketing concepts	<b>CO5</b> – Apply marketing mix strategies for value creation to all the stakeholders	<b>L3 Apply</b>	<u>Internal Evaluation:</u>  A detailed presentation on a new brand creation, covering all the major marketing concepts supported by a report  <u>End term:</u> Case study/short answers

### Pedagogy

1. Lecture
2. Case Studies
3. Presentation and assignments
4. Articles reading



## Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

## Parameters of Internal Assessment:

6. Attendance
7. Class Participation
8. Class Test
9. Case study discussion
10. Assignments
11. Projects

## Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40		20%	26%	24%	30%
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Class Test	5	-	40%	-	60%	-
Case study discussion	5	-	-	60%	40%	-
Assignments	5	-	50%	50%	-	-
Projects	5	-	30%	30%	20%	20%
<b>End Term</b>	<b>60</b>	<b>20%</b>	<b>15%</b>	<b>30%</b>	<b>20%</b>	<b>15%</b>

**Textbook:**

Book Title	Name of Author	Publisher	Edition No.	Year
Marketing Management	Philip Kotler & Levin Lane Keller	Pearson	15 <sup>th</sup>	2015

**Reference Book:**

Book Title	Name of Author	Publisher	Edition No.	Year
Marketing Management	Rajan Saxena	McGraw Hill	6 <sup>th</sup>	2019
Marketing Management – Indian context with global perspective	V S Ramaswamy & NamaKumari	McGraw Hill	5 <sup>th</sup>	2017

**E-Books:**

Book Title	Name of Author	Publisher	LinL	Year
Marketing Management with Indian cases	Philip Kotler & Levin Lane Keller	Pearson	<a href="https://1lib.in/booL/5285475/1e8c03">https://1lib.in/booL/5285475/1e8c03</a>	2017
Strategic Marketing Management: planning, implementation and control	Richard MS Wilson, Colin Gilligan	Butterworth-Heinemann	<a href="https://1lib.in/booL/701127/32ede3">https://1lib.in/booL/701127/32ede3</a>	2005



**Course Title** : **Leading and Managing Organization**  
**Semester** : **I**  
**Credit** : **4**  
**Duration** : **40 Hrs**

Course Outcome	Description	Cognition	Hours	Evaluation Tools
CO1	Explain management concepts at workplace for better performance in the organisation.	L2 Understand	5.0	<u>Internal</u> Evaluation: Assignment & Class Test & Theory Question in End term exam
CO2	Interpret contemporary HR practices for better workplace productivity.	L3 Apply	7.5	<u>Internal</u> Evaluation: Class Test, Question in end term exam
CO3	Correlate HR systems and individual behaviour for building up the strong culture	L4 Analyse	5.5	<u>Internal</u> Evaluation: Assignment, End term exam
CO4	Examine individual and team behavior for effective people management	L4 Analyse	10.0	<u>Internal</u> Evaluation: Question in End term exam, Assignments
CO5	Asset management functions including human resource practices for improving holistic organization performance	L5 Evaluate	12.0	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.

### Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO5
CO1	3	2	2	1	-
CO2	2	3	2	2	-
CO3	2	3	2	1	2
CO4	3	3	2	2	3
CO5	2	3	3	2	3
CO EQ	2.4	2.8	2.2	1.6	2.5

### Session Plan

Sr. No	Hours	Topic	COs	Cognition	Evaluation tools
<b>1</b>	<b>5</b>	<b>Introduction to Management Concepts</b>			
1.1	2	Importance of Management, Functions of Managers, Introduction to Human Resource Management, Introduction to Organizational Behaviour.	<b>CO 1</b> Explain management concepts at workplace for better performance in the organisation.	L2: Understand	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
1.2	1	Skills & Roles of Managers,	<b>CO1</b> Explain management concepts at workplace for better performance in the organisation.	L2: Understand	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
1.3	2	Evolution of Management Thoughts, New & Old Economy	<b>CO1</b> Explain management concepts at workplace for better performance in the organisation.	L2 : Understand	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
<b>2</b>	<b>2</b>	<b>Planning</b>			
2	2	Definition, Need, importance Planning, levels of Planning & Strategic Planning Process.	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
<b>3</b>	<b>2</b>	<b>Structuring</b>			
3	2	Definition, Need, Importance of Structuring. Types of Organisational structure. structuring in Organizations	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
<b>4</b>	<b>2</b>	<b>Organizing and controlling</b>			
4.1	1	Definition of Organizing, Scope, need and importance Organizing Function, Elements	<b>CO2</b> Interpret	L3: Apply	<u>Internal</u> Evaluation:

		of Organizing,	contemporary HR practices for better workplace productivity.		Project, Class test Question in End term exam.
4.2	1	Managerial Control Process, Types of Control, Control Techniques. Application of Controlling Techniques	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
5	1	<b>Leadership</b>			
5.1	1	Definition, Importance, Leadership Traits,	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
5.2	1	Styles of leadership Leading for High performance Team	CO3 Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
6		<b>Human Resource Management</b>			
6.1	1	Introduction, Functions, need of HRM.	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
6.2	1	Skills and competencies of an hr Manager. Role of Line manager as HR Manager	CO3 Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
7	2	<b>Recruitment and Selection.</b>			
7.1	1	Definition, Need and Importance. Recruitment process, Selection Process.	CO2 Interpret contemporary HR practices for better workplace	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term

			productivity.		exam.
7.2	1	Definition of Interview and Interview Techniques	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
8	2	<b>Performance Management</b>			
8.1	1	Definition of Performance Management, Need and importance.	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
8.2	1	Definition of KRA and KPI. Methods of PMS. Modern methods of Appraisal.	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
9	2	<b>Compensation and Benefits</b>			
9.1	1	Definition, need for and importance of compensation. Types of compensation.	<b>CO2</b> Interpret contemporary HR practices for better workplace productivity	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
9.2	1	Components of employee compensation and CTC	<b>CO5</b> Asset management functions including human resource practices for improving holistic organization performance	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
10	4	<b>Introduction to OB and Personality</b>			
10.1	2	Definition of OB, Definition of personality, types of personality,	<b>CO4</b> Examine individual and team behavior for effective people	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term

			management		exam.
10.2	2	Attributes that shape up the personality & Personal Effectiveness, Personality Attributes, Personality Testing	<b>CO3</b> Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
11	5	<b>Perception and Individual Decision Making</b>			
11.1	2	Overview of Perception, Attribution Theory, Perception and Individual Decision Making	<b>CO3</b> Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
11.2	2	Attitude, Values and Job Satisfaction, Managerial implication & application in industry	<b>CO4</b> Examine individual and team behavior for effective people management	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
11.3	1	Defining Attitude, Components of Attitude, Attitude & Behaviour Relationship, Major Job Attitudes	<b>CO4</b> Examine individual and team behavior for effective people management	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
12	4	<b>Motivation and Motivation theories</b>			
12.1	2	Motivation Concepts and Application: Defining Motivation, Theories of Motivation, Maslow, Mc Gregor, McClelland, Herzberg	<b>CO3</b> Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
12.2	2	Theories of Motivation, Maslow, Mc Gregor, McClelland, Herzberg	<b>CO3</b> Correlate HR systems and individual behaviour for building up the strong culture	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
13	4	<b>Group and Group Dynamics</b>			
13.1	3	Foundations of Group Behaviour, Group Development Process, Understanding	<b>CO4</b> Examine	L4: Analyse	<u>Internal</u> Evaluation:



		Work Team Effectiveness, Building Interpersonal Relationship, Transactional analysis	individual and team behavior for effective people management		Project, Class test Question in End term exam.
13.2	1	Power & Politics, Bases of Power, Implications for Managers	<b>CO4</b> Examine individual and team behavior for effective people management	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
14	4	<b>Conflict and Stress Management</b>			
14.1	1	Definition of conflict, reasons of conflict , Conflict management techniques	<b>CO4</b> Examine individual and team behavior for effective people management	L4: Analyse	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
14.2	3	Definition of Stress, Reasons of Stress, stress management techniques, Role of Organisation in managing employee stress, wellness at workplace and its importance.	<b>CO5</b> Asset management functions including human resource practices for improving holistic organization performance	L5 Evaluate	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.

<b>Pedagogy</b>
1. Lecture
2. Case Study
3. News/Article Analysis
4. Live Activity/Exercise
5. Videos

#### **Parameters of Internal Assessment:**

1. Project
2. Assignment

3. Test
4. Class Participation
5. Attendance

<b>Evaluation:</b>	
Internal Assessment	40%
External Assessment	60 %
Total	100%

#### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	21%	21%	21%	21%	15%
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Class Test	5	50%	50%	0	0	0%
Assignments	5	0	0	50%	50%	0
Projects	10	20%	20%	20%	20%	20%
<b>End Term</b>	<b>60</b>	10%	20%	20%	25%	25%
<b>Total</b>	<b>100</b>	15%	21%	21%	24%	21%

#### Textbook:

1. Management Theory and Practice  
(Text & Cases) - Dr. P Subba Rao & Venkatram Tej Kumar,  
Himalaya Publis hing House, 2<sup>nd</sup> Edition,  
2014

#### Reference Books:

1. New Era of Management - Richard L. Daft, CENGAGE Publisher, 2<sup>nd</sup> edition, Reprint- 2012
2. Principles of Management - P C Tripathi & P N Reddy, Tata McGraw Hill, 5<sup>th</sup> Edition, 2012
3. Essential of Management - An International, Innovation, & Leadership Perspective - Harold Koontz & Heinz Weihrich, Tata McGraw Hill, 10<sup>th</sup> Edition, 2015.
4. Management & Organizational Behaviour - Ramesh B Rudani, Tata Mac Graw Hill, 1<sup>st</sup> Edition, 2011
5. Human Resource Management - Gary Dessler & Biju Varkkey, Pearson, 14<sup>th</sup> Edition, 2016
6. Human Resource Management – Sharon Pande & Swapnalekha Basak, Vikas Text & Cases Publishing House Pvt. Ltd., 2<sup>nd</sup> Edition, 2015
7. Human Resource Management - Seema Sanghi, Vikas Publishing House Pvt. Ltd., 1<sup>st</sup> Edition, 2014.
8. Human Resource Management – A. Din Pangotra, Asian Books Pvt. Ltd., with Practical Up-Gradation 1<sup>st</sup> Edition, 2013

- |  |   |
|--|---|
| 9. Organizational Behaviour – Text & Cases | - Kavita Singh, Vikas Publishing House Pvt. Ltd., 3 <sup>rd</sup> Edition, 2015.  |
| 10. Organizational Behaviour – A Modern    | - Arun Kumar & N Meenakshi, Vikas Approach Publishing House Pvt. Ltd., 1 <sup>st</sup> Edition, 1 <sup>st</sup> Reprint 2014. |

**E Books:**

<http://open.lib.umn.edu/principlesmanagement/>

<http://www.freebookcentre.net/business-books-download/Introduction-to-Principles-of-Management.html>

<https://bookboon.com/en/management-organisation-ebooks>

<https://learnmgt.weebly.com/ebooks.html>

<https://open.umn.edu/opentextbooks/BookDetail.aspx?bookId=30>

<http://bookboon.com/en/organisational-behaviour-ebook>

<https://www.free-ebooks.net/ebook/Management-and-Organization-Behavior>

[http://bba12.weebly.com/uploads/9/4/2/8/9428277/organizational\\_behavior\\_15e\\_-\\_stephen\\_p\\_robbins\\_\\_timothy\\_a\\_judge\\_pdf\\_qwerty.pdf](http://bba12.weebly.com/uploads/9/4/2/8/9428277/organizational_behavior_15e_-_stephen_p_robbins__timothy_a_judge_pdf_qwerty.pdf)

<http://www.saylor.org/books>

<https://bookboon.com/en/hrm-ebooks>

<https://www.ciphr.com/features/seven-best-hr-ebooks/>

<http://www.e-booksdirectory.com/listing.php?category=439>

**Course Title** : **Managerial Economics**  
**Semester** : **I**  
**Credit** : **2**  
**Duration** : **20 hrs**

Course Outcome	Description	Cognition	Hours	Evaluation Tools
After the completion, of the course, students should be able to				
<b>CO1</b>	Understand the fundamental theories and concepts of managerial economics.	L2: Understand	3.75	Internal Evaluation: Class Test & Assignment End term: Theory Question
<b>CO2</b>	Apply the key concepts and techniques of microeconomics to recognize and solve business problems faced by an organization.	L3: Apply	3.75	Internal Evaluation: Class Test & Assignment End term: Theory Question
<b>CO3</b>	Examine the relationship between production function and cost for managerial decision-making.	L4: Analyze	2.5	Internal Evaluation: Class Test & Assignment End term: Numerical/Theory Question
<b>CO4</b>	Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	6.25	Internal Evaluation: Class Test & Assignment End term: Theory Question
<b>CO5</b>	Evaluate the intent and outcomes of monetary and fiscal policies to address the economic issues.	L5: Evaluate	3.75	Internal Evaluation: Class Test & Assignment End term: Theory Question

### Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

COs	PO1	PO2	PO3	PO4	PO5
<b>CO-1</b>	3	2	1	3	1
<b>CO-2</b>	3	3	2	3	2
<b>CO-3</b>	3	3	2	3	2
<b>CO-4</b>	3	3	2	3	2
<b>CO-5</b>	3	3	2	3	2
<b>CO</b>	3	2.8	1.8	3	1.8
<b>CO EQ</b>	3	3	2	3	2

**Session Plan:**

Session	Hours	Topic	COs	Cognition	Evaluation Tools
1	1.25	<b>The Nature and Scope of Managerial Economics and Theory of the Firm</b>			
	1.25	<p>12.What is Economics and Managerial Economics? - Scope of Managerial Economics.</p> <p>13.Economic Principles: Concept of Scarcity, Opportunity Cost, PPC, Margin, Increment &amp; Discounting Principle.</p> <p>14.Objective of the Firm: Maximization Theory of Profit, Sales Revenue, Growth, Managerial Utility Function &amp; the Wealth of Stockholders under risk and uncertainty.</p>	<p>CO-1</p> <p>Understand the fundamental theories and concepts of managerial economics.</p>	L2: Understand	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>
2 & 3	2.50	<b>Demand, Supply, and Market Equilibrium</b>			
	0.50	<p>15.Definition of Demand - Demand Function - Law of Demand</p> <p>16.Law of Supply - Supply Function, Schedule</p>	<p>CO-1</p> <p>Understand the fundamental theories and concepts of managerial economics.</p>	L2: Understand	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>
	2.00	<p>17.Demand and Various Types of Goods - Demand Schedule and Demand Curve - Determinants of Demand - Changes in Quantity Demanded Vs. Changes in Demand - Individual Demand and Market Demand.</p> <p>18.Supply Schedule and Supply Curve - Determinants of Supply - Change in Quantity Supplied Vs. Change in Supply - Individual Supply and Market Supply.</p> <p>19.Market Equilibrium - Effects of Changes and Simultaneous Changes</p>	<p>CO-2</p> <p>Apply the key concepts and techniques of microeconomics to recognize and solve business problems faced by an organization.</p>	L3: Apply	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>

		in Demand and Supply.			
4	1.25	<b>Elasticity of Demand</b>			
	1.25	20.Price Elasticity of Demand -Degrees of Elasticity - Point and Arc Elasticity - Price Elasticity and Total Revenue. 21.Cross-Price Elasticity 22.Income Elasticity	CO-2 Apply the key concepts and techniques of microeconomics to recognize and solve business problems faced by an organization.	L3: Apply	Class Test Assignment <u>End term</u> Theory Question
5 & 6	2.50	<b>Supply-Side Economics: Theory of Production and Cost</b>			
	2.50	23.Definition of Production - Short Run and Long Run Function of Production - Classification of Factors of Production - Law of Diminishing Marginal Returns. 24.Concepts of Revenue: Total Revenue (TR) and Marginal Revenue (MR). 25.Cost Concepts - Costs Curve in the Short Run and Long Run - Returns to Scale - Break-Even Analysis - Margin of Safety - Total Economic Cost - Economic Profit.	CO-3 Examine the relationship between production function and cost for managerial decision-making.	L4: Analyze	Class Test Assignment <u>End term</u> Numerical/Theory Question
7	1.25	<b>Market Structure: Introduction and Basic Features</b>			
	1.25	Market Morphology - Perfect Competition, Monopoly, Monopolistic Competition, and Oligopoly: Market Features – Existence in Real World(examples).	CO-1 Understand the fundamental theories and concepts of managerial economics.	L2: Understand	Class Test Assignment <u>End term</u> Theory Question
8 & 9	2.50	<b>Nature and Scope of Macroeconomics and National Income: Concept and Measurement</b>			
	1.25	26.Definition and Nature of Macroeconomics - Circular Flow: Two, Three and Four	CO-1	L2: Understand	Class Test Assignment

		Sector Economy - Aggregate Demand & Supply - Consumption & Investment.	Understand the fundamental theories and concepts of managerial economics.		<u>End term</u> Theory Question
	1.25	27. National Income: GDP/GNP, Nominal, Real and Deflator - GDP at Factor Cost & Market Price - Methods of Measuring National Income - NDP, National Income (NI) and Per-Capita Income (PCI) - Personal Income (PI) and Disposable Income (DI) - National Income Estimates Based on New Series (Base Year 2011-12) - GVA.	CO-4 Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	Class Test Assignment <u>End term</u> Theory Question
10 & 11	2.50	<b>Inflation: Theories and Control Measures</b>			
	2.50	1. Inflation, Deflation, Disinflation, and Stagflation - Methods of Measuring Inflation: WPI/PPI, CPI and GDP Deflator - Kinds of Inflation - Degrees or Types of Inflation. 2. Modern Theories of Inflation - Demand-Pull and Cost-Push Inflation - Inflation and Money Supply - Inflation and Interest Rates - Effects of Inflation - Philips Curve - Policy Measures to Control Inflation.	CO-4 Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	Class Test Assignment <u>End term</u> Theory Question
12 & 13	2.50	<b>Monetary Policy</b>			
	2.50	1. Evolution of Money – Functions of Money - The Value of Money - The Quantity Theory of Money - The Neutrality of Money. 2. Demand for Money and Supply of Money - Money Creation by the Commercial Bank - Banks and the Money Supply - The Money Multiplier - Deposit Creation	CO-5 Evaluate the intent and outcomes of monetary and fiscal policies to address the economic issues.	L5: Evaluate	Class Test Assignment <u>End term</u> Theory Question

		and Deposit Multiplier - Credit Multiplier. 3. Monetary Policy: Meaning, Scope, and Quantitative and Qualitative Instruments.			
14	1.25	<b>Fiscal Policy and Union Budget</b>			
	1.25	5. Meaning and Objectives of Fiscal Policy - Fiscal Instruments & Target Variables - Fiscal Deficit - Union Budget 2022-2023.	CO-5  Evaluate the intent and outcomes of monetary and fiscal policies to address the economic issues.	L5: Evaluate	Class Test Assignment <u>End term</u>  Theory Question
15 & 16	2.50	<b>Balance of Payment</b>			
	2.50	1. Meaning, Purpose, and Structure of Balance of Payments: Basic Principles - Balance of Trade (BOT) - Assessment of BOP Disequilibrium - Capital Account Convertibility - Special Drawing Rights.  2. Calculating Exchange Rate Changes - Appreciation, Depreciation, Devaluation, and Revaluation - Exchange Rate in Free Market and Fixed Exchange Rate System - The Real Exchange Rate: NEER and REER - Purchasing Power Parity.	CO-4  Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	Class Test Assignment <u>End term</u>  Theory Question

<b>Pedagogy</b>
1. Lecture
2. Case Study
3. News/Article Analysis
4. Live Activity/Exercise
5. Videos



<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

<b>Evaluation:</b>
Internal Assessment
External Assessment
Total

<b>External Assessment:</b>
End Term Examination

#### **Parameters of Internal Assessment:**

1. Class Test
2. Assignment
3. Class Participation
4. Attendance

#### **Assessment Mapping:**

Parameter	Marks	CO-1	CO-2	CO-3	CO-4	CO-5
Internal	20	17.5%	20%	20%	22.5%	20%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Class Test	5	10%	20%	20%	30%	20%
Assignment	5	20%	20%	20%	20%	20%
End Term	30	10%	20%	20%	30%	20%

<b>Textbook:</b>	
Managerial Economics (ME)	D. N. Dwivedi, 9th Edition, Vikas Publishing House Pvt Ltd, 2022.

<b>Reference Books:</b>	
Managerial Economics (MEG)	Geetika, Piyali Ghosh and Purba Roy Choudhury, 3rd Edition, McGraw Hill Education Pvt Ltd, 2017.

Managerial Economics Principles and Worldwide Applications (MEPWA)	Dominick Salvatore and Siddhartha K. Rastogi, 8th edition, Oxford University Press, 2016.
Managerial Economics (MEK)	Paul G. Keat. Philip K.Y. Young and Sreejata Banerjee, 7th Edition, Pearson Education, New Delhi, 2017.
Managerial Economics (MET)	Christopher R. Thomas, S. Charles Maurice, and Sumit Sarkar, 9 <sup>th</sup> Edition, Tata McGraw Hill Education Pvt Ltd, New Delhi, 2011.
Macroeconomics Policy Environment (MPE)	Shyamal Roy. 2 <sup>nd</sup> Edition, McGraw Hill Education Pvt Ltd, New Delhi, 2016.
Principles of Economics	N. Gregory Mankiw, 7th Edition, Cengage Learning India Pvt Ltd, 2015.
Economics	Lipsey and Chrystal, 13 <sup>th</sup> International Edition, Oxford University Press, 2015.
Macroeconomics	Dornbusch Rudiger, Fischer, Stanley, Startz, 12th Edition, McGraw Hill Education, 2018.

<b>eBooks:</b>	
Managerial Economics (ME)	D. N. Dwivedi, 8th Edition, Vikas Publishing House Pvt Ltd, 2015.
Managerial Economics	Suma Damodaran, 2nd edition, Oxford University Press, 2010.
Principles of Economics	N. Gregory Mankiw, 7th Edition, Cengage Learning India Pvt Ltd, New Delhi 2015.
Managerial Economics	R. Panneerselvam, P. Sivasankaran & P. Senthilkumar, 1st Edition Cengage Learning India Pvt Ltd, 2018.
Managerial Economics Principles and Worldwide Applications (MEPWA)	Dominick Salvatore and Siddhartha K. Rastogi, 9th edition, Oxford University Press, 2020.
Microeconomics: Markets, Methods, and Models	Douglas Curtis and Ian Irvine, LYRYX Service Course Solution, 2014. <a href="https://laecon1.lyryx.com/textbooks/OPEN_CURTIS_MIC_1/marketing/CurtisIrvine-Microeconomics-2017A.pdf">https://laecon1.lyryx.com/textbooks/OPEN_CURTIS_MIC_1/marketing/CurtisIrvine-Microeconomics-2017A.pdf</a>
Simplified Principles of Microeconomics	Hazbo Skoko, 1 <sup>st</sup> Edition, Bookboon.com, 2015. <a href="https://bookboon.com/en/simplified-principles-of-microeconomics-ebook#download">https://bookboon.com/en/simplified-principles-of-microeconomics-ebook#download</a>
Principles of Microeconomics for AP courses	Timothy Taylor, Openstax College, Rice University, 2015. <a href="https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofMicroeconomicsforAPCourses-OP.pdf">https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofMicroeconomicsforAPCourses-OP.pdf</a>
Principles of Economics	Timothy Taylor, Openstax College, Rice University, 2014. <a href="https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofEconomics-OP.pdf">https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofEconomics-OP.pdf</a>
Essentials of Macroeconomics	Peter Jochumzen, 1 <sup>st</sup> Edition, Bookboon.com, 2010. <a href="https://bookboon.com/en/macroeconomics-uk-ebook">https://bookboon.com/en/macroeconomics-uk-ebook</a>
Practical Guide to Contemporary Economics	Yuri Yevdokimov, Bookboon.com, 2012. <a href="https://bookboon.com/en/practical-guide-to-contemporary-economics-ebook">https://bookboon.com/en/practical-guide-to-contemporary-economics-ebook</a>

**Course Title:** Enterprise Systems Management  
**Semester:** I

**Credit:** 2  
**Duration:** 20 hours

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Understand various information systems concepts and e-commerce strategies to improve managerial decision-making.	<b>L2: Understand</b>	2	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
CO2	Apply various information systems strategies and database concepts to upgrade decision-making practices.	<b>L3: Apply</b>	6	<u>Internal-</u> Practical <u>End Term-</u> Theory
CO3	Apply various e-commerce strategies to achieve innovative digital markets.	<b>L3: Apply</b>	2	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory
CO4	Analyse enterprise systems strategies to gauge their impact on business decisions.	<b>L4: Analyse</b>	3	<u>Internal-</u> Test, Assignment <u>End Term-</u> Theory
CO5	Assess the impact of futuristic and challenging trends in enterprise systems.	<b>L5: Evaluate</b>	3	<u>Internal-</u> Assignment <u>End Term-</u> Theory

### Mapping with CO-PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No Alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	2	2	-
CO2	3	3	3	-	1
CO3	3	3	3	-	1
CO4	3	2	3	3	1
CO5	3	2	3	3	2
<b>CO</b>	<b>3</b>	<b>2.6</b>	<b>3</b>	<b>1.6</b>	<b>1.25</b>

### Session Plan

Sr. No	Hours	Units	COs	Cognition	Evaluation Tools
		<b>Introduction to ESM</b>			

1	2	28.Introduction to Enterprise Systems Management 29.Introduction to database concepts 30.Introduction to e-commerce concepts and strategies	CO1: Understand various information systems concepts and e-commerce strategies to improve managerial decision-making.	L2: Understand	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
		<b>ERP Module - 1</b>			
2	3	1. ERP Modules - An insight into TPS, MIS, DSS, ESS, and their applications 2. ERP, SCM, KMS, and CRM applications 3. ERP System Configuration and Integration 4. ERP implementation challenges 5. SCM implementation challenges 6. SCM Types 7. CRM implementation challenges	CO2: Apply various information systems strategies and database concepts to upgrade decision-making practices.	L3: Apply	<u>Internal-</u> Practical <u>End Term-</u> Theory
		<b>ERP Module - 2</b>			
3	3	4. Database Management Systems 5. Structured Query Language Practical 6. Business Intelligence 7. Business Analytics 8. Big Data Analytics 9. Difference between Business Intelligence, Business Analytics, and Big Data Analytics	CO2: Apply various information systems strategies and database concepts to upgrade decision-making practices.	L3: Apply	<u>Internal-</u> Practical <u>End Term-</u> Theory
		<b>ERP Module - 2</b>			
4	3	1. ERP, SCM, and CRM -the best fit for the chosen industry. Employee Table, Product Table, and Supplier Table in MS Access. E-Commerce Strategies as per Changing Business Trends.	CO3: Apply various e-commerce strategies to achieve innovative digital markets.	L3: Apply	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory

		<b>ERP Module - 1</b>			
5	1	3. ERP, SCM, and CRM Project Design & Planning Process, Success factors of a good ERP, SCM, and CRM. How to leverage ERP, SCM, and CRM systems to enhance and improve better decision-making in organizations.	CO4: Analyse enterprise systems strategies to gauge their impact on business decisions.	L4: Analyse	<u>Internal-Test, Assignment</u> <u>End Term-Theory</u>
6	1	1. How do DBMS, Business Intelligence, Business Analytics & Big Data Analytics support Decision Making? 2. Structured Query Language Analysis	CO4: Analyse enterprise systems strategies to gauge their impact on business decisions.	L4: Analyse	<u>Internal-Test, Assignment</u> <u>End Term-Theory</u>
		<b>E-commerce</b>			
7	1	1. E-Commerce 2. Unique features of e-commerce, Assess digital markets, and digital goods strategies. 3. How has e-commerce transformed marketing?	CO4: Analyse enterprise systems strategies to gauge their impact on business decisions.	L4: Analyse	<u>Internal-Test, Assignment</u> <u>End Term-Theory</u>
		<b>E-commerce</b>			
8	2	1. How has e-commerce transformed marketing? 2. How has e-commerce affected B2B transactions? 3. What is the role of m-commerce in business and what are the most important m-commerce applications? 4. What issues must be addressed when building an e-commerce presence? 5. Types of E-Commerce 6. E-Commerce Payment Systems	CO 5: Assess the impact of futuristic and challenging trends in enterprise systems.	L5: Evaluate.	<u>Internal-Assignment</u> <u>End Term-Theory</u>

### Pedagogy

1. Lecture
2. Case Studies
3. Presentation and assignments
4. Projects

#### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

#### Parameters of Internal Assessment:

1. Attendance
2. Class Participation
3. Class Test
4. Class Activity
5. Assignments
6. Projects

#### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	15%	18%	22%	24%	21%
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Class Test	10	30%	30%	15%	15%	10%
Class Activity	5	10%	20%	30%	20%	20%
Assignments	5	-	20%	20%	30%	30%
Projects	10	-	-	30%	40%	30%
<b>End Term</b>	<b>60</b>			<b>30%</b>	<b>40%</b>	<b>30%</b>

#### Textbook:

Book Title	Name of Author	Publisher	Edition No.	Year
Management Information Systems -Managing the digital firm-	Kenneth C. Laudon & Jane P. Laudon	Pearson	16th	2022

#### Reference Books:

Book Title	Name of Author	Publisher	Edition No.	Year
Management Information Systems	James A O'Brien, George M Marakas & Ramesh Behl	Tata McGraw Hill	12th	2018

Enterprise Resource Planning - Demystified	Alexis Leon	Tata McGraw Hill	2nd	2016
Management Information system	James A O'brien	Tata McGraw Hill	5 <sup>th</sup>	2016
Enterprise Resource Planning	Mary Sumner	Pearson		2015
Management Information Systems	Davis and Olson	Tata McGraw Hill	2nd	2017
Management Information Systems	Effy oz	Cengage Learning	6th	2019

#### E-Books:

Book Title	Name of Author	Publisher	Link	Year
MIS			<a href="http://www.uotechnology.edu.iq/depts/mypdf/subjects/4is/4mis.pdf">http://www.uotechnology.edu.iq/depts/mypdf/subjects/4is/4mis.pdf</a>	
MIS			<a href="http://www.academia.edu/5275161/Management_Information_Systems_12th_Edition_">http://www.academia.edu/5275161/Management_Information_Systems_12th_Edition_</a>	
MIS			<a href="https://drive.google.com/file/d/1Arp1vggiOgxjksUrIScOBIt7b5Q8vvNF/view">https://drive.google.com/file/d/1Arp1vggiOgxjksUrIScOBIt7b5Q8vvNF/view</a>	
Introduction to MIS			<a href="https://drive.google.com/file/d/1DQ48mt_EbzBRRCX_Zyzmtz6SOhdsoagL/view">https://drive.google.com/file/d/1DQ48mt_EbzBRRCX_Zyzmtz6SOhdsoagL/view</a>	
MIS – Basic Concepts			<a href="https://drive.google.com/file/d/1xhxT8ReGYpmlfApE8lBXij0cCGH7Ji9F/view">https://drive.google.com/file/d/1xhxT8ReGYpmlfApE8lBXij0cCGH7Ji9F/view</a>	
MIS			<a href="https://www.sigc.edu/departments/mba/studymet/ManagmentInformationSystem.pdf">https://www.sigc.edu/departments/mba/studymet/ManagmentInformationSystem.pdf</a>	
MIS			<a href="http://dinus.ac.id/repository/docs/ajar/Kenneth_C.Laudon,Jane_P._Laudon_-_Management_Information_Sysrem_13th_Edition_.pdf">http://dinus.ac.id/repository/docs/ajar/Kenneth_C.Laudon,Jane_P._Laudon_-_Management_Information_Sysrem_13th_Edition_.pdf</a>	
MIS			<a href="http://www.pearsonmiddleeastawe.com/pdfs/SAMPLE-MIS.pdf">http://www.pearsonmiddleeastawe.com/pdfs/SAMPLE-MIS.pdf</a>	
MIS			Managing the digital firm - <a href="http://iefb.weebly.com/uploads/1/4/2/4/14240576/libri_per_msi.pdf">http://iefb.weebly.com/uploads/1/4/2/4/14240576/libri_per_msi.pdf</a>	
ERP - Making it happen			<a href="http://www.labee.ufsc.br/~luis/egcec/livros/ERP/ERP%20-%20Making%20It%20Happen.pdf">http://www.labee.ufsc.br/~luis/egcec/livros/ERP/ERP%20-%20Making%20It%20Happen.pdf</a>	
ERP - Global opportunities and			<a href="http://www.csbd.edu.in/csbd-old/pdf/Enterprise_Resource_Planning.pdf">http://www.csbd.edu.in/csbd-old/pdf/Enterprise_Resource_Planning.pdf</a>	

challenge s				
Thinking about ERP -			<a href="https://www.syspro.com/dl/EB/SYSPRO-Thinking-About-ERP-ALL-EB.pdf">https://www.syspro.com/dl/EB/SYSPRO-Thinking-About-ERP-ALL-EB.pdf</a>	
Open ERP			<a href="http://brochures.sisalp.fr/openerp-book-v6.pdf">http://brochures.sisalp.fr/openerp-book-v6.pdf</a>	
Business Analysis	Steve n P.Bla is		Best Practices for Success	



**Semester** : **I**  
**Course Title** : **Decision Sciences**  
**No of Credits** : **4**  
**Contact Hours** : **40 hrs**

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Understand the various statistical concepts used in Decision Science	L2: Understand	7.0	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
CO2	Illustrate the use of statistical concepts to solve business problems	L3: Apply	7.5	<u>Internal-</u> Assignments, project work, Viva <u>End Term-</u> Sums
CO3	Analyze the statistical information for business decision making	L4: Analyze	9.0	<u>Internal-</u> Assignment Viva project work <u>End Term-</u> Sums
CO4	Assess the tools & techniques used in decision making for its appropriateness	L5: Evaluate	5.5	<u>Internal</u> <u>Project work</u> <u>End term-</u> <u>Sums</u>
CO5	Develop suitable statistical models for business decision making	L6: Create	3.0	<u>Internal</u> <u>Project work</u>  <u>End term</u> <u>sums</u>

#### Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	-	-	-
CO2	2	3	-	1	-
CO3	3	3	2	1	2
CO4	3	3	2	2	2
CO5	3	3	2	2	2
CO	2.8	2.8	2	1.5	2

### Session Plan

Sr. No	Hrs	Topic	COs	Cognition	Evaluation Tools
<b>1</b>	<b>1</b>	<b>Introduction to Decision Sciences</b>			
(i)	1	Meaning and Importance of Decision Science	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal - Test</u>
<b>2</b>	<b>2.0</b>	<b>Representation of Data</b>			
(i)	2	Frequency Distribution Charts, tables and diagrams.	CO2: Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal- Practical, project work</u>
<b>3</b>	<b>3.5</b>	<b>Measures of Central Tendency</b>			
(i)	.5	Various concepts related to measures of central tendency	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal- Class Test, Viva, Project work</u>
(ii)	3.0	Practical application on various datasets	CO2: Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal -Practical, Class test</u>
<b>4</b>	<b>2.5</b>	<b>Measures of Dispersion</b>			
(i)	.5	Various concepts related with measures of dispersion	CO1: Understand the various statistical concepts used in	L2 : Understand	<u>Internal- Test, Viva, Practical</u>

			Decision Science		
(ii)	2	Sums related to dispersion	CO3: Analyze the statistical information for business decision making	L4: Analyse	<u>Internal - Project work, Test</u>
<b>5</b>	<b>1.5</b>	<b>Measures of Symmetry</b>			
(i)	.5	Various concepts related to skewness, moments and Kurtosis	CO1 : Understand the various statistical concepts used in Decision Science	L2 : Understand	<u>Internal-Test, Viva</u>
(ii)	1	Sums related to Skewness and Kurtosis	CO3 : Analyze the statistical information for business decision making	L4: Analyse	<u>Internal - Project work</u>
<b>6</b>	<b>3.5</b>	<b>Probability &amp; its Distributions</b>			
(i)	1	The various concepts related with probability	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal-Viva Test, End Term-Theory</u>
(ii)	1	Discrete and Continuous Frequency Distribution: Calculation of Binomial, Poisson and Normal Distribution	CO2 : Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal-Test, Practical End Term-Sums</u>
(iii)	1.5	Discrete and Continuous Frequency Distribution: Application of Binomial, Poisson and Normal Distribution.	CO3 : Analyze the statistical information for business decision making	L4: Analyse	<u>Internal-Viva, Test, End Term-Theory</u>
<b>7</b>	<b>1.0</b>	<b>Theory of estimation</b>			
(i)	.5	Various concepts related with theory of estimation	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal-Test, Viva Practical End Term-Sums, Theory</u>
(ii)	.5	Calculation of point and interval estimate	CO2 : Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal-Test, Practical End Term-Sums</u>
<b>8</b>	<b>3.5</b>	<b>Hypothesis Testing</b>			
(i)	1	T test & F Test : Concepts	CO3 : Analyze the statistical information for business decision making	L4 : Analyse	<u>Internal-Project work End term-Practical</u>
(ii)	2.5	T test & F test : Application	CO4 : Assess the tools & techniques used in decision making for its appropriateness	L5 : Evaluate	<u>Internal-Project work End term</u>

					_Practical
<b>9</b>	<b>1</b>	<b>Chi-Square test</b>			
(i)	1	Introduction to Chi-square	CO1 : Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal-Viva Test, End Term-Theory</u>
<b>10</b>	<b>2</b>	<b>Analysis of Variance</b>			
(i)	1	Concept of ANOVA	CO2 : Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal-Project work End term</u> _Practical
(ii)	1	Practical application using software	CO4 : Assess the tools & techniques used in decision making for its appropriateness	L5 : Evaluate	<u>Internal-Project work End term</u> _Practical
<b>11</b>	<b>4.0</b>	<b>Measures of Association</b>			
(i)	.5	Understand the various concepts related measures of association	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal</u> _Viva, Test
(ii)	2.5	Concept: Karl Pearson, Spearman coefficient of correlation	CO3 : Analyze the statistical information for business decision making	L3:Apply	<u>Internal-Project work End term</u> _Practical
(iii)	1	Practical application using software : Karl Pearson, Spearman coefficient of correlation	CO4 : Assess the tools & techniques used in decision making for its appropriateness	L4 : Analyze	<u>Internal-Project work End term</u> _Practical
<b>12</b>	<b>5</b>	<b>Regression Analysis</b>			
(i)	1	Understand the various concepts related with regression analysis	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal</u> _Viva  <u>End term</u> _Practical question
(ii)	1	Least Square Principle, Drawing the regression line	CO4: Assess the tools & techniques used in decision making for its appropriateness.	L5 : Evaluate	<u>Internal-Project work End term</u> _Practical
(iii)	2	Relationships among the correlation coefficient, Coefficient of Determination, Standard Error of Estimate.	CO5: Develop suitable statistical models for business decision making	L6: Create	<u>Internal-Project work End term</u> _Practical

(iv)	1	Multiple Regression Analysis	CO5: Develop suitable statistical models for business decision making	L6: Create	<u>Internal</u> Project work <u>End term-</u> Sums
<b>13</b>	<b>1.5</b>	<b>Time Series and forecasting</b>			
(i)	.5	Introduction and components of time series	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal</u> -Viva  <u>End term</u> -Theory question
(ii)	1	Forecasting Techniques : Moving Average & Weighted Moving Average	CO3 : Analyze the statistical information for business decision making	L4: Analyse	<u>Internal-</u> Project work <u>End term</u> -Practical

### Pedagogy

6. Lecture
7. Case Studies
8. Presentation and assignments

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

31. Attendance
32. Class Participation
33. Class Test
4. Assignment
5. Project

### Assessment Mapping

Parameter	Marks	CO1	CO2	CO3	CO4	CO5
Internal	40	17.5%	25.0%	25.0%	15.0%	17.5%
Attendance	10	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	10	20.0%	20.0%	20.0%	20.0%	20.0%
Class Test	10	30.0%	40.0%	30.0%	0.0%	0.0%
Assignments	5	0.0%	40.0%	60.0%	0.0%	0.0%
Projects	5	0.0%	0.0%	0.0%	40.0%	60.0%
<b>End Term</b>	<b>60</b>	<b>16.7%</b>	<b>16.7%</b>	<b>25.0%</b>	<b>25.0%</b>	<b>16.7%</b>

<b>Total</b>	<b>100</b>	<b>17.0%</b>	<b>20.0%</b>	<b>25.0%</b>	<b>21.0%</b>	<b>17.0%</b>
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#### Text Book:

Statistical techniques in Business & Economics- Lind, Marchal & Wathen, Mc Graw Hill Education, 16<sup>th</sup> Edition, 2017.

#### Reference Books:

Book Title	Name of the Author	Publisher	Edition no.	Edition year
Business Statistics	Ken Black	Wiley India,	7th Edition	Reprint 2012
Fundamentals of Business Statistics.	J.K Sharma	Vikas Publishing house Pvt Ltd, New Delhi	2 <sup>nd</sup> Edition	2014
Statistics for Management Prentice	Levin and Rubin	Pearson	7 <sup>th</sup> Edition	2011
Business Statistics in practice	Bruce L. Bowerman,	Tata Mc Graw Hill, Pearson.	7th Edition,	2014
Applied Statistical Methods	S. P. Gupta	S Chand	41 <sup>st</sup> Edition	2011
Business Statistics	S C Gupta	Himalaya Publishing	6 <sup>th</sup> Edition	2013

#### E-Books details:

Sr. No.	Name of the Book	Author's Name	Publication	link	Edition
1)	Introductory Statistics: Concepts, Models and Applications	David. W. Stockburger	Atomic dog publishing. com	<a href="http://www.pdf titles.com/book/13223/introductory-statistics-concepts-models-and-applications">http://www.pdf titles.com/book/13223/introductory-statistics-concepts-models-and-applications</a>	1996
2)	Business	Bajpai	Pearson	<a href="https://www.pinterest.com/pin/760404718307803413/">https://www.pinterest.com/pin/760404718307803413/</a>	2008

	Statistics	Naval	India		
3)	Fundamentals of Business Statistics	Sharma J.K	Pearson India	<a href="https://docs.google.com/document/d/12xXI9UF2FEMuJ_uN6J6h7TJ1biiAp2kt1DKlh00yvA/edit">https://docs.google.com/document/d/12xXI9UF2FEMuJ_uN6J6h7TJ1biiAp2kt1DKlh00yvA/edit</a>	2008
4)	Problems & Solutions of Business Statistics	Sharma, J. K.	Pearson India	<a href="https://www.amazon.in/Business-Statistics-Problems-Solutions-Sharma-ebook/dp/B00CDIDNAG#reader_B00CDIDNAG">https://www.amazon.in/Business-Statistics-Problems-Solutions-Sharma-ebook/dp/B00CDIDNAG#reader_B00CDIDNAG</a>	2011
5)	Statistics for Economics, Accounting and business studies	Michael Barrow	Financial Times/ Prentice Hall	<a href="https://thenigerianprofessionalaccountant.files.wordpress.com/2013/04/statistics-for-economics-accounting-and-business-studies-4th-ed.pdf">https://thenigerianprofessionalaccountant.files.wordpress.com/2013/04/statistics-for-economics-accounting-and-business-studies-4th-ed.pdf</a>	2006
6)	Business Statistics	Ken black	Wiley India	<a href="https://www.pdfdrive.net/business-statistics-e23260267.html">https://www.pdfdrive.net/business-statistics-e23260267.html</a>	2010





**Semester: I**  
**Course Title: Lifestyle Management**  
**No of Credits: 2**  
**Contact Hours: 20 hrs**

**Course Outcome**

<b>Course Outcomes</b>	<b>Description</b>	<b>Cognition</b>	<b>Hours</b>	<b>Evaluation Tools</b>
CO1	<b>Explain</b> Yoga concepts and principles to regulate and discipline lifestyle.	L2: Understand	2.0	<u>Internal</u> , Practical, <u>End Term</u> Theory
CO2	<b>Apply</b> the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	6.0	<u>Internal</u> - Practical
CO3	<b>Demonstrate</b> various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3: Apply	7.0	<u>Internal</u> - Practical
CO4	<b>Assess</b> the impact of Pranayama and Meditations in reducing stress.	L5: Evaluate	2.0	<u>Internal</u> - Test, Practical <u>End Term</u> -
CO5	<b>Evaluate</b> the Yogic and Lifestyle Management techniques in developing value-based leadership	L5: Evaluate	3.0	<u>Internal</u> - Test, Practical <u>End Term</u> - Test

## Mapping CO with PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / POs	PO 1	PO 2	PO 3	PO 4	PO 5
<b>CO-1</b>	3	2	-	-	-
<b>CO-2</b>	3	3	2	-	2
<b>CO-3</b>	3	3	2	1	2
<b>CO-4</b>	3	3	2	1	2
<b>CO-5</b>	3	3	3	1	2
<b>CO</b>	3	3	2.23	1	2

## Session Plan

Session	Hrs	Topic	COs	Cognition	Evaluation Techniques
1	<b>2 hrs</b>	<b><u>Introduction to LSM</u></b> Meaning of Yoga and its importance in higher education. Do's and Don'ts in LSM. Sitting correct for good postures. Simple yogic stretches for whole body. What is Asana? Does Yoga mean only asanas?	<b>CO1:</b> Explain Yoga concepts and principles to regulate and discipline lifestyle.	L2: Understand	<u>Internal</u> , Practical, <u>End Term</u> Theory
2	<b>1 hrs</b>	<b>HELM-CONNECT</b> Where we learn about our peers and our mentors, and we connect with them. We also understand the power of intention and the need for inner guidance.	<b>CO2:</b> Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	<u>Internal</u> - Practical
3	<b>1 hrs</b>	<b><u>Personality Development Tools</u></b> Suryanamaskar simplified in steps. Build your strength. <b>Guided Meditation 1:</b>	<b>CO3:</b> Demonstrate various yoga concept, ,	L3: Apply	<u>Internal</u> - Practical

		Pranadharana -I Shavasana for relaxation.	Mudras and asanas for energy conservation, Personality development and positive health		
4	1 hrs	<b>HELM-CORE</b> Here we move from outer connections to inner and we learn about our inner strengths, skills and values.	<b>CO2:</b> Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3:  Apply	<u>Internal- Practical</u>
5	1 hrs	<b><u>Yoga for improving Body Language.</u></b> Selected standing asanas - explanation, demonstration and practice. <b>Guided Meditation 3:</b> Pranadharana -I & II Shavasana for relaxation.	<b>CO3:</b> Demonstrate various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3:  Apply	<u>Internal- Practical</u>
6	1 hrs	<b><u>Yoga for Extra Energy.</u></b> Various stretches for loosening. Suryanamaskar Supine Asanas - explanation, demonstration and practice. <b>Pranayama-</b> Anuloma Viloma, Bhramari, Ujjai- explanation, demonstration and practice. <b>Guided Meditation:</b> Pranadharana I & II Shavasana for relaxation.	<b>CO3:</b> Demonstrate various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3:  Apply	<u>Internal- Practical</u>
7	1 hrs	<b><u>Yoga for Stress Management.</u></b> <b>Pranayama-</b> Kapalbhathi, Sheetali, Seetkari –demonstration, explanation and practice. Reflection Exercise. <b>Guided Meditation:</b> Pranadharana I, II & III Shavasana for relaxation.	<b>CO4:</b> Assess the impact of Pranayama and Meditations in reducing stress.	L5:  Evaluate	<u>Internal- Test, Practical End Term-</u>
8	1 hrs	<b>HELM-Context</b> - Where we learn about our world and our place in it and try to understand how we can contribute towards the fulfilment of UN Goals for Sustainable	<b>CO2:</b> Apply the HELM (Heartfulness Enabled Leadership	L3:  Apply	<u>Internal- Practical</u>

		Development	Mastery) concepts for Inner strength and strength building.		
9	1 hrs	<b>HELM-Choices</b> - Role of peer pressure in decision making and how to take the right decision in most situations.	<b>CO2:</b> Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	<u>Internal-Practical</u>
10	1 hrs	<b><u>Mudra Vighyan- Ancient science for Modern World.</u></b> Control Five basic elements for complete health. Explanation, Demonstration and Practice of important mudras. Shavasana for relaxation.	<b>CO3:</b> Demonstrate various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3: Apply	<u>Internal-Practical</u>
11	1 hrs	<b>HELM-Causality</b> - Where we discuss the cause and effect of our actions.	<b>CO2:</b> Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	<u>Internal-Practical</u>
12	1 hrs	<b><u>Yoga for Studies &amp; for Creativity</u></b> Seven Chakras...Contd. Selected asanas – Explanation, Demonstration and practice. Relaxation.	<b>CO4: Assess</b> the impact of Pranayama and Meditations in reducing stress.	L5: Evaluate	<u>Internal-Test, Practical End Term-</u>
13	1 hrs	<b><u>Concentration building through Yoga.</u></b> Various asanas, Meditation Techniques. Jyoti Tratak / Bindu Tratak. Eye exercises	<b>CO3:</b> Demonstrate various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3: Apply	<u>Internal-Practical</u>
14	1 hrs	<b>HELM-Causality</b> - Where we discuss the various resources	<b>CO2:</b> Apply the HELM	L3:	<u>Internal-Practical</u>

		available to the participants for deepening their Heartfulness practice	(Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	Apply	
15	2.5 hrs	Revision & Test of Asanas, Pranayama & stress management techniques	<b>CO5:</b> Evaluate the Yogic and Lifestyle Management techniques in developing value-based leadership	L5: Evaluate	<u>Internal-Test, Practical End Term- Test</u>
16	2.5 hrs	Revision & Test of Asanas, Pranayama & stress management techniques	<b>CO5:</b> Evaluate the Yogic and Lifestyle Management techniques in developing value-based leadership	L5: Evaluate	<u>Internal-Test, Practical End Term- Test</u>

	<b>Pedagogy</b>
1.	Lecture
2.	Practical Demonstration
3.	Actual workout and practice
4.	Live Activity / Exercise
5.	Revisions

### Evaluation:

Internal Assessment	40%
External Assessment	60%
Total	100%

### Parameters of Internal Assessment:

Classroom participation  
Attendance  
Class Tests  
Class Tests / Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	10%	25%	25%	20%	20%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Practical Class Test-1	5	-	-	40%	30%	30%
Practical Class Test-2	5	-	-	40%	30%	30%
<b>End Term</b>	<b>30</b>	<b>25%</b>	<b>15%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>

### Text Books:

Study material will be provided on ERP

### Reference Books:

1. Yoga for Health and Peace - Padmashree Sadashiv Nimbalkar, YVN Publication, Mumbai.
2. Pranayama- An Effective Means for Mental Peace - Padmashree Sadashiv Nimbalkar, YVN Publication, Mumbai.
3. Light on Pranayama - Padmavibhushan B.K.S. Iyenger, Harper Collins Publishers, Delhi.

**Course Title: Technology Based Business Transformation****Semester: I****Credit: 2****Duration: 20 hours**

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Identify the latest technological trends affecting digital disruptions across sectors.	L2: Understand	2.5	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
CO2	Illustrate the use of latest technologies tools to create value and enhance business opportunities.	L3: Apply	6.5	<u>Internal-</u> Practical <u>End Term-</u> Theory
CO3	Demonstrate the application of technological innovation in various business domain.	L3: Apply	3.5	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory
CO4	Contrast the use of latest technological tools & techniques across industry to have in-depth insights.	L4: Analyse	3.5	<u>Internal-</u> Project <u>End Term-</u> Theory
CO5	Assess the impact of technology innovations to to measure its success and disruptions.	L5: Evaluate	4	<u>Internal-</u> Project <u>End Term-</u> Theory

**Mapping CO with PO**

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	-	2	-
CO2	3	3	-	2	-
CO3	2	3	-	2	-
CO4	2	3	2	3	2

CO5	2	3	2	3	2
<b>CO</b>	<b>2.4</b>	<b>2.8</b>	<b>2.0</b>	<b>2.4</b>	<b>2.0</b>



## Session Plan

Sr. No	Hours	Units	COs	Cognition	Evaluation Tools
		<b>Introduction to the Latest Technologies</b>			
1	2.5	Introduction to the latest technologies that changing business trends.	CO1: Identify the latest technological trends affecting digital disruptions across sectors.	L2: Understand	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
		<b>Applications of the latest technologies</b>			
2	2	Understand the Basics of -  3. IOT Concepts, IOT Architecture, IOT Business Models, and Opportunities for IOT  4. Artificial Intelligence and the next wave of artificial intelligence	CO2: Illustrate the use of latest technologies tools to create value and enhance business opportunities	L3: Analyse	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
3	2.5	Understand the Basics of -  9. Machine Learning and Deep Learning  10. Augmented Reality and Virtual Reality	CO2: Illustrate the use of latest technologies tools to create value and enhance business opportunities	L3: Analyse	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
4	2	Understand the Basics of -  10. Block Chain 11. Emerging & Advanced Technologies 12. Application program interfaces 13. Smart Devices 14. Cloud Computing	CO2: Illustrate the use of latest technologies tools to create value and enhance business opportunities	L3: Analyse	<u>Internal</u> Quiz, Test <u>End Term-</u> Theory
5	3.5	Apply various strategies focusing on the industry impacts of technological	CO3: Demonstrate	L3: Analyse	<u>Internal-</u> Test

		innovation and digitizing Products for Sustainability's Sake Innovation.	the application of technological innovation in various business domain.		<u>End Term-Theory</u>
6	3.5	Search and list down various latest Machin Learning, Deep Learning, Augmented Reality, Virtual Reality, and Blockchain technological tools to get in-depth insights and classify them as per the industry.	CO4:  Contrast the use of latest technological tools & techniques across industry to have in-depth insights.	L4: Analyse	<u>Internal-Project End Term-Theory</u>
7	4	A Case Study on  4. Blockchain in Manufacturing: "FabRec": A Prototype for Peer-to-Peer Network of Manufacturing Node 5. Case Study: 7 Inspiring Case Studies on VR and AR --"Smart Home with Full Automation" 6. Security-risks-of-cloud-computing	CO5:  Assess the impact of technology innovations to to measure its success and disruptions.	L5: Evaluate	<u>Internal-Project End Term-Theory</u>

### Pedagogy

- 33.1.1.1. Lecture
- 33.1.1.2. Case Studies
- 33.1.1.3. Presentation and assignments
- 33.1.1.4. Practical & Projects

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

**Parameters of Internal Assessment:**

- 33.1.1.4.1.1.1. Attendance  
 33.1.1.4.1.1.2. Class Participation  
 33.1.1.4.1.1.3. Class Test  
 33.1.1.4.1.1.4. Project

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	18%	20%	18%	20%	25%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Test	5	30.0%	40.0%	30.0%	0.0%	0.0%
Project	5	0.0%	0.0%	0.0%	40.0%	60.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>26.7%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>15.0%</b>	<b>24.0%</b>	<b>19.0%</b>	<b>20.0%</b>	<b>22.0%</b>

**Reference Books:**

Book Title	Name of Author	Publisher	Edition No.	Year
Internet of Things – Architecture and design principles	Raj Kamal	Tata McGraw Hill	12th	2018
<a href="#">The Digital Transformation Playbook – Rethink Your Business for the Digital Age</a>	David Rogers	Columbia Business School Publishing	2nd	2016
Digital Transformation	Lindsay Herbert	Bloomsbury Publication		2018

Demystifying Digital Transformation: A Practitioner's Companion	<a href="#">Nishith Sharan</a>			2018
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### E-Books:

Book Title	Link	Year
Technology Trends	<a href="https://www.forbes.com/sites/jaysondemers/2017/12/30/7-technology-trends-that-will-dominate-2018/#702d35c857d7">https://www.forbes.com/sites/jaysondemers/2017/12/30/7-technology-trends-that-will-dominate-2018/#702d35c857d7</a>	
Technology Trends	<a href="http://fortune.com/2017/12/26/4-technology-trends-2018/">http://fortune.com/2017/12/26/4-technology-trends-2018/</a>	
Hottest technologies	<a href="https://www.inc.com/yoram-solomon/3-hottest-technologies-that-will-change-your-busin.html">https://www.inc.com/yoram-solomon/3-hottest-technologies-that-will-change-your-busin.html</a>	
Technologies will change small business	<a href="https://hubworks.com/13-technologies-will-change-small-business.html">https://hubworks.com/13-technologies-will-change-small-business.html</a>	
Smart city	<a href="https://pages.questexweb.com/rs/294-MQF-056/images/Build_a_Smart_City_FINAL.pdf">https://pages.questexweb.com/rs/294-MQF-056/images/Build_a_Smart_City_FINAL.pdf</a>	
Artificial intelligence	<a href="https://courses.csail.mit.edu/6.034f/ai3/rest.pdf">https://courses.csail.mit.edu/6.034f/ai3/rest.pdf</a>	
Artificial intelligence	<a href="http://gunkelweb.com/coms493/texts/AI_Dummies.pdf">http://gunkelweb.com/coms493/texts/AI_Dummies.pdf</a>	
Bitcoin and cryptocurrency technologies	<a href="https://lopp.net/pdf/princeton_bitcoin_book.pdf">https://lopp.net/pdf/princeton_bitcoin_book.pdf</a>	
IOT	<a href="https://support.ptc.com/WCMS/files/160474/en/PTC_eBook_Impact_of_the_IoT_on_">https://support.ptc.com/WCMS/files/160474/en/PTC_eBook_Impact_of_the_IoT_on_</a>	

	<a href="#">Manufacturers.p</a>	
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**Course Title** : **Introduction to Operations Management**  
**Semester** : **I**  
**Credits** : **2**  
**Contact Hours** : **20 Hrs**

Course Outcome s	Description	Cognition	Hours	Evaluation Tool
<b>CO1</b>	Explain the concepts, principles, practices & challenges of operations management for managing business operations.	<b>L2: Understand</b>	<b>5</b>	<u>Internal-</u> Test, Assignment
<b>CO2</b>	Apply various framework, to New product design & development for value proposition.	<b>L3: Apply</b>	<b>2</b>	<u>Internal-</u> Test, Case Study, Exercise
CO3	Apply appropriate methods related to the selection of facility location, layout	<b>L3: Apply</b>	<b>5</b>	<u>Internal-</u> Test, Case Study <u>End Term-</u> Theory
<b>CO4</b>	Analyse the various inventory management tools, capacity planning for better productivity, cost effectiveness and efficiency of the business	<b>L4: Analyze</b>	<b>6</b>	<u>Internal-</u> Test, Case Study, Numerical
CO5	Evaluate the continuous improvement tools for better quality and decision making.	<b>L5: Evaluate</b>	<b>2</b>	<u>Internal-</u> Test, Case Study

### Mapping with CO-PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - - No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	1		1	1
CO2	3	3		2	2
CO3	3	3		2	3
CO4	3	3		2	3
CO5	3	3		2	3
<b>CO</b>	<b>3</b>	<b>3</b>		<b>2</b>	<b>2</b>

## Session Plan

Sr. No.	Hours	Syllabus- Course Contents	Course Outcome (CO)	Cognition	Evaluation Tools
1	3	<b>Introduction to Operations Management</b>  Operations management of Manufacturing and service sectors, Transformation process, Goods and Services, Types of Production Systems  Interface of Operations with other management areas	CO1-Explain the concepts, principles, practices & challenges of operations management for efficiently managing business operations.	L2: Understand	<u>Internal-</u> Test, Assignment
2	1	Role of Operations, in Various Sectors	CO1- Explain the concepts, principles, practices & challenges of operations management for efficiently managing business operations.	L2: Understand	<u>Internal-</u> Test, Assignment
3	1	<b>Future of Operations-</b> Circular Economy, Industry 4.0, Product Design	CO1- Explain the concepts, principles, practices & challenges of operations management for efficiently managing business operations.	L2: Understand	<u>Internal-</u> Test, Assignment
4	2	<b>New Product/Service Development</b>	CO2- Apply the various framework, to	L3: Apply	<u>Internal-</u> Test, Case Study, Exercise

		New product development cycle, reasons for failure of new products, Outsourcing and Offshoring of new product development - overview	New product design & development, for continuous successes of the business		
5	2.50	<b>Facility Location</b> Strategy for new location and various Methods for selecting a site for a factory. Objectives, Various types of plant layout in manufacturing and service industry. Steps for determining layout	CO3- Apply appropriate methods related to the selection of facility location, layout and capacity planning for better productivity, cost effectiveness and increased efficiency of the business	L3: Apply	<u>Internal-Test, Case Study</u> <u>End Term-</u>  Theory
6	2.50	<b>Facility Layout</b> Objectives, Various types of plant layout in manufacturing and service industry. Steps for determining layout	CO3- Apply appropriate methods related to the selection of facility location, layout and capacity planning for better productivity, cost effectiveness and increased efficiency of the business	L3: Apply	<u>Internal-Test, Case Study</u>
7	3	<b>Production / Operations Planning &amp; Control</b>  Aggregate planning, Capacity Planning, Material requirement planning, Production / Operation Planning and Control.	CO4-Analyse the various inventory management tools, capacity planning for better productivity, cost effectiveness and efficiency	<b>L4: Analyze</b>	<u>Internal-Test, Case Study, Numericals</u>



			of the business		
8	3	<b>Inventory Management:</b> inventory types, inventory costs, Importance of inventory control and methods of inventory control. EOQ, ABC Analysis.	CO4-Analyse the various inventory management tools, capacity planning for better productivity, cost effectiveness and efficiency of the business	<b>L4: Analyze</b>	<u>Internal-</u> Test, Case Study, Numericals
9	2	<b>Quality management</b> Definition of quality and quality control methods, Dimensions of quality, Cost of quality, QC Tools, Six Sigma, ISO	CO 5- Evaluate the continuous improvement tools for better Quality & decisions making.	L5 Evaluate	<u>Internal-</u> Test, Case Study

<b>Pedagogy</b>
1. Lecture
2. Case Study
3. Presentation / Assignment
4. Activity/ Exercise
5. Videos

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

Internal Assessment	20Marks
External Assessment / End Term Exam	30Marks
<i>Internal Assessment:</i>	
Attendance	5 Marks
Class Participation	5Marks
Presentation /Project /Assignment	5Marks
Class Test	5 Marks
Total	20Marks

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	20%	13%	22%	25%	20%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Class Test	5	20%	20%	25%	20%	15%
Assignment / Project / Presentation	5	40%	30%		30%	
<b>End Term</b>	<b>30</b>	<b>20%</b>	<b>16%</b>	<b>22%</b>	<b>22%</b>	<b>20%</b>
<b>Total</b>	<b>50</b>	<b>20%</b>	<b>15%</b>	<b>22%</b>	<b>23%</b>	<b>20%</b>

**Textbook:**

- 1) Production and Operations Management - K. Ashwathappa & K. Shridhara Bhat,  
2nd Edition, 2008, Reprint 2015  
Himalaya Publications,

**Reference Book:**

- 1) Production and Operations Management - Chase, Ravi Shankar, Jacobs  
Edition, 2014, Reprint 2017  
Mc Graw Hill, 14th
- 2) Operations Management- Theory and Practice - B.Mahadevan, Pearson, 3<sup>rd</sup>  
Edition, 2015
- 3) Operations & Supply Management: - S.N. Chary, Mc Graw Hill Education  
(India) Pvt Ltd 5th Edition, Reprint  
2013,
- 4) Operations Management - William J. Stevenson, Mc Graw Hill,  
12th Edition, 2017
- 5) Production and Operations Management - Kanishka Bedi, OXFORD, 3rd  
Edition, 2013

**E-Book:**

34. Operations Management Roberta Russell and Bernard Taylor

file:///C:/Users/user1/Downloads/Stevenson%20-%20Operations  
%20Management%2013th%20Edition%20c2018%20(%20PDFDrive.com  
%20)%20(1).pdf

35. Operations Management Nigel Slack, S Chambers & R Johnston

[http://carlbamford.weebly.com/uploads/4/4/1/3/4413567/operations\\_management\\_6th\\_ed.pdf](http://carlbamford.weebly.com/uploads/4/4/1/3/4413567/operations_management_6th_ed.pdf)

3) Operations Management Notes by Anna University --

file:///C:/Users/user1/Downloads/UNIT%20-%20I%20INTRODUCTION%20TO%20PRODUCTION%20AND%20OPERATION%20MANAGEMENT%20(%20PDFDrive.com%20).pdf

4) Operations Management -- William Stevenson, Mc - Graw Hill, Edition 12, 2014

[http://ebook3000.com/Operations-Management--12th-edition\\_389046.html](http://ebook3000.com/Operations-Management--12th-edition_389046.html)

**Semester: I**

**Course Title: Introduction to MS-Excel and Advance Methods**

**Credit: 4**

**Duration: 40 hrs.**

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Apply</b> basic excel fundamentals and commands to manage worksheet effectively.	L3: Apply	7.25	<u>Internal</u> Assignment, Test
CO2	<b>Solve</b> numerical, text, date, and lookup formula.	L3: Apply	13.0	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
CO3	<b>Analyse</b> the use of different charts.	L4: Analyse	11.0	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
CO4	<b>Analyse</b> applications on Google drive, Google forms and effective scheduling using Google Calendar.	L4: Analyse	2.5	<u>Internal-</u> Practical, Test <u>End Term-</u> Test
CO5	<b>Analyse</b> different features and formulas on Google Spreadsheet.	L4: Analyse	6.25	<u>Internal-</u> Practical, Test <u>End Term-</u> Test

## Mapping CO with PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / POs	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	3	1	1	1
CO2	2	3	1	1	1
CO3	2	3	1	1	1
CO4	2	3	2	-	2
CO5	2	3	2	1	2
<b>CO</b>	<b>2.0</b>	<b>3.0</b>	<b>1.4</b>	<b>1.0</b>	<b>1.4</b>

## Session Plan

Sr. No	Hrs	Units	COs	Cognition	Evaluation Tools
<b>1</b>	<b>1.5</b>	<b>Microsoft Excel Fundamentals:</b>			
(i)	1.5	1. Launching Excel 2. Introduction to the Excel Interface 3. Customizing the Excel Quick Access	CO1: Apply basic excel fundamentals and commands to	L3: Apply	<u>Internal-</u> Assignment, Test,

		Toolbar 4. Understanding the Structure of an Excel Workbook 5. Saving an Excel Document 6. Opening an Existing Excel Document	manage worksheet effectively.		Practical <u>End Term-</u> Test_
<b>2</b>	<b>3.0</b>	<b>Microsoft Excel Fundamentals:</b>			
(i)	3.0	7. Launching Excel 8. Introduction to the Excel Interface 9. Customizing the Excel Quick Access Toolbar 10. Understanding the Structure of an Excel Workbook 11. Saving an Excel Document 12. Opening an Existing Excel Document	CO1: Apply basic excel fundamentals and commands to manage worksheet effectively.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test_
<b>3</b>	<b>3.0</b>	<b>Entering and Editing Text and Formulas</b>			
(i)	3.0	3. Entering Text to Create Spreadsheet Titles 4. Working with Numeric Data in Excel 5. Entering Date Values in Excel 6. Working with Cell References 7. Data Linking within workbooks and worksheets. 8. Creating Basic Formulas in Excel 9. Relative Versus Absolute Cell References in Formulas 10. Consolidate multiple sheets into single sheets.	CO1: Apply basic excel fundamentals and commands to manage worksheet effectively.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
<b>4</b>	<b>2.0</b>	<b>Working with Basic Excel Functions</b>			
(i)	2.0	1. The structure of an Excel Function 2. Working with the SUM() Function 3. Working with the MIN() and MAX() Functions 4. Working with the AVERAGE() Function	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u>

		5. Working with the COUNT() Function 6. Using the AutoSum Command 7. Using the AutoFill Command to Copy Formulas			Test,
<b>5</b>	<b>2.5</b>	<b>Study of Basic and Advance filter:</b>			
(i)	2.5	7. Introduction to Basic filter 8. Advance filter 9. Filter function	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
<b>6</b>	<b>2.0</b>	<b>Paste Special Functions and Protection of cells, workbook, and worksheets:</b>			
(i)	2.0	1. Paste Special Transpose 2. Paste Special Values 3. Paste Special Formula 4. Paste Special Link 5. Protection of Cells 6. Protection of Workbook and Worksheets	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
<b>7</b>	<b>2.0</b>	<b>Working with Excel's Lookup Functions</b>			
(i)	2.0	15. Using Excel's VLOOKUP() Function 16. Using Excel's HLOOKUP() Function	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
<b>8</b>	<b>2.5</b>	<b>Transpose and Date Functions</b>			
(i)	1.0	1. TRANSPOSE using Paste special 2. Simple Transpose	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
(ii)	1.5	5. DAYS 6. WEEKDAY	CO2: Solve numerical, text, date, and lookup	L3: Apply	<u>Internal-</u> Assignment,



		7. EOMONTH 8. EDATE 9. WEEKNUM, 10. EMONTH, 11. YEARFRAC	formula.		Test, Practical <u>End Term-</u> Test
<b>9</b>	<b>2.5</b>	<b>Text Based Functions and working with Match and Index:</b>			
(i)	1.5	4. Using Excel's LEFT(), RIGHT() and MID() Functions 5. Using Excel's LEN() Function 6. Using Excel's SUBSTITUTE(), REPLACE(), TRIM() Function 7. Using Excel's CONCATENATE() Function 8. Using Excel's Text functions TEXT SPLIT() TEXT BEFORE() HSTACK() VSTACK() TAKE() DROP() CHOOSECOLS() CHOOSEROWS()	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
(ii)	1.0	5. Introduction to Match () 6. Introduction to Index () 7. Combination of Match & Index()	CO2: Solve numerical, text, date, and lookup formula.	L3: Apply	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test,
<b>10</b>	<b>4.0</b>	<b>Analyse Basic Charts in Excel:</b>			
(i)	4.0	7. Creating an Excel Column Chart	CO3: Analyse the use of different	L4:	<u>Internal-</u>

		8. Working with the Excel Chart Ribbon 9. Adding and Modifying Data on an Excel Chart 10. Formatting an Excel Chart 11. Moving a Chart to another Worksheet	charts.	Analyse	Practical, Test <u>End Term-</u> Test
<b>11</b>	<b>7.0</b>	<b>Analyse different chart and its uses:</b>			
(i)	3.5	9. Candle Chart 10. Gantt Chart	CO3: Analyse the use of different charts.	L4: Analyse	<u>Internal-</u> Practical, Test <u>End Term-</u> Test
(ii)	3.5	7. Forecast and Trend Chart 8. Histogram Chart	CO3: Analyse the use of different charts.	L4: Analyse	<u>Internal-</u> Practical, Test <u>End Term-</u> Test
<b>12</b>	<b>2.5</b>	<b>Working with Google Drive, Google Calendar and Google forms</b>			
(i)	1.0	Google Drive: 36. Uploading and downloading files and folders in Google Drive. 37. Exploring Shared drive 38. Permission Settings	CO4: Analyse applications on Google drive, Google forms and effective scheduling using Google Calendar.	L4: Analyse	<u>Internal-</u> Test
(ii)	2.5	Google forms and Google Calendar: 8. Designing quizzes using google forms and downloading their responses in Google Sheets. 9. Scheduling using Google Calendars and its synchronization using mobile phone	CO4: Analyse applications on Google drive, Google forms and effective scheduling using Google Calendar.	L4: Analyse	<u>Internal-</u> Test
Working with Google Spreadsheets					
<b>13</b>	<b>1.0</b>	<b>Introduction to Functions and Conditional Functions</b>			

(i)	1.0	Get familiar with Conditional Formatting column/row wise and filter functions with filter views.	CO5: Analyse different features and formulas on Google Spreadsheet.	L4: Analyse	<u>Internal-</u> Test
<b>14</b>	<b>2.0</b>	<b>Nested Conditional Functions</b>			
(i)	2.0	8. NESTED IF() 9. NESTED IF() with AND() NESTED IF() with OR()	CO5: Analyse different features and formulas on Google Spreadsheet.	L4: Analyse	<u>Internal-</u> Test
<b>15</b>	<b>2.0</b>	<b>Working with TEXT functions</b>			
(i)	2.0	2. LEFT() 3. RIGHT() 4. LEN() 5. TRIM() 6. FIND() & SEARCH()	CO5: Analyse different features and formulas on Google Spreadsheet.	L4: Analyse	<u>Internal-</u> Test
<b>16</b>	<b>1.5</b>	<b>Working in a Collaborative environment and protection of worksheet and named ranges</b>			
(i)	1.5	7. Learning different sharing techniques 8. Getting familiar with owners' rights 9. Protection of sheets in a collaborative environment Protection of named ranges in spreadsheet	CO5: Analyse different features and formulas on Google Spreadsheet.	L4: Analyse	<u>Internal-</u> Test
<b>17</b>	<b>1.5</b>	<b>Stock Picking and Real Time Translators with GOOGLE FINANCE and GOOGLE TRANSLATE</b>			
(i)	1.5	1. Get stock information instantly with GOOGLE FINANCE() 2. Become a polyglot with GOOGLE	CO5: Analyse different features and formulas on Google Spreadsheet.	L4: Analyse	<u>Internal-</u> Test

		TRANSLATE()			
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### **Pedagogy**

11. Lecture

12. Assignments

13. Presentation

### **Evaluation**

Internal 60%

External 40%

**Total 100%**

### **Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Project Presentation

**Assessment Mapping:**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	10%	25%	15%	25%	25%
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Class Test	10	15%	15%	30%	20%	10%
Projects	10	5%	70%	10%	10%	10%
<b>End Term</b>	<b>60</b>	<b>10%</b>	<b>70%</b>	<b>10%</b>	<b>5%</b>	<b>5%</b>

**Reference Book:**

Book Title	Name of Author	Publisher	Edition No.	Year
Excel 2013 Power Programming with VBA	John Walkenbach	Wiley & Sons, Incorporated, John	-	2007
Excel 2016 Power Programming with VBA	Michael Alexander Dick, Kusleika	Wiley	1 <sup>st</sup>	2016

**E-Books:**

Book Title	Name of Author	Publisher	Link	Year
Microsoft Word 2013™ An Essential Guide (Level 1)	-	reading.ac.uk	<a href="http://www.reading.ac.uk/web/files/its/WordEssen13.pdf">http://www.reading.ac.uk/web/files/its/WordEssen13.pdf</a>	2014

Corporate Finance Institute-Excel	-	Corporatefinanceinstitute.com	<a href="https://corporatefinanceinstitute.com/resources/ebooks/excel-book-pdf/">https://corporatefinanceinstitute.com/resources/ebooks/excel-book-pdf/</a>	2013
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**Course Title:** Managerial Communication - 1  
**Semester:** I  
**Credit:** 2  
**Duration:** 20 hrs.

Course Outcomes	Description	Cognition	Hrs	Evaluation Tools
CO 1	Apply elements of effective public speaking to overcome stage fear.	L3 - Apply		<u>Internal</u> Role Play <u>End Term</u> Theory
CO 2	Debate on current affairs to ace debates, movie review and newsroom discussions.	L4 - Analyse		<u>Internal</u> Role Play <u>End Term</u> Theory
CO 3	Apply the techniques of delivering effective presentations to maintain standardization & convey the right message to the audience.	L3 - Apply		<u>Internal</u> Role Play <u>End Term</u> Theory
CO 4	Develop strategies to create compelling and persuasive stories.	L4 - Analyse		<u>Internal</u> Role Play <u>End Term</u> Theory
CO5	Develop effective written communication skills to ace personal and professional interactions.	L4 - Analyse		<u>Internal</u> Assignment <u>End Term</u> Theory

### Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	-	-	1	-
CO2	-	3	-	3	2

CO3	2	2	1	3	-
CO4	2	2	2	2	-
CO5	2	2	2	2	2
CO	2.3	2.3	1.7	2.2	2.0



### Session Plan

Sess. No.	Hrs	Topic	COs	Cognition	Evaluation Tools
		<b>Presentation Skills</b>			
1	1.25	Roadmap	CO1: Apply elements of effective public speaking to overcome stage fear.	L3: Apply	<u>Internal</u> Role Play <u>End Term</u> Theory
2- 3	2.50	Presentation Skills	CO3: Apply the techniques of delivering effective presentations to maintain standardization & convey the right message to the audience.	L3: Apply	<u>Internal</u> Role Play <u>End Term</u> Theory
		<b>Persuasive Story Telling</b>			
4-5	2.5	Story Telling	CO4: Develop strategies to create compelling and persuasive stories.	<b>L4 - Analyse</b>	<u>Internal</u> Role Play <u>End Term</u> Theory
		<b>Business Writing Skills</b>			
6-7	2.5	Email Writing for Workplace	CO5: Develop effective written communication skills to ace personal and professional interactions.	L4 : Analyse	<u>Internal</u> Assignment <u>End Term</u> Theory
8	1	Report Writing The Speaking Circle	CO5 - Develop effective written communication skills to ace personal and professional interactions.	L5: Evaluate	<u>Internal</u> Assignment <u>End Term</u> Theory
		<b>The Speaking Circle</b>			
9	1.25	Elements of Public Speaking	CO1: Apply elements of effective public speaking to overcome stage fear.	L3: Apply	<u>Internal</u> Role Play <u>End Term</u> Theory
10-16		Debate Movie Review Ad Spoof News Room	CO2: Debate on current affairs to ace debates, movie review and news room discussions.	<b>L4 - Analyse</b>	<u>Internal</u> Role Play <u>End Term</u>

					Theory
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<b>Pedagogy</b>
1. Lecture
2. Case Study
3. News/Article Analysis
4. Live Activity/Exercise
5. Videos

<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

**Parameters of Internal Assessment:**

Written Assessment - Email

Attendance

Class Participation

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	15%	18%	22%	24%	21%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Role Play	5	20%	20%	20%	20%	
Assignment	5	-	-	-	-	100%
<b>End Term</b>	<b>30</b>	<b>10%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>30%</b>

**Textbooks/Reference Books:**

Business Communication (Connecting at Work) Hory Sankar Mukerjee 1<sup>st</sup> Edition (Oxford)

**Course Title :** Verbal Skills and Quantitative Analysis - 1  
**Semester :** I  
**Credit :** 2  
**Duration :** 20 hours

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Understand</b> the grammar rules to solve parts of speech questions.	<b>L2 -Understand</b>	2	<u>Internal Quiz</u> <u>End Term</u> Practical
CO2	<b>Apply</b> the principles of probability combined with permutation and combination to determine event dynamics.	<b>L3 -Apply</b>	3	<u>Internal Quiz</u> <u>End Term</u> Practical
CO3	<b>Apply</b> deduction techniques to solve reading comprehension and vocabulary questions.	<b>L3 - Apply</b>	3	<u>Internal Quiz</u> <u>End Term</u> Practical
CO4	<b>Apply</b> different tricks and techniques to solve mathematical problems.	<b>L3 - Apply</b>	9	<u>Internal Test</u> <u>End Term</u> Practical
CO5	<b>Analyze</b> the problems to decipher codes, patterns, directions, and relationships.	<b>L4 - Analyse</b>	3	<u>Internal Test</u> <u>End Term</u> Practical

#### Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
CO1	3	1	-	-	-
CO2	3	3	-	1	-
CO3	2	3	-	1	-
CO4	2	3	1	1	2
CO5	2	3	1	1	2
CO	2.4	2.6	1.0	1.0	2.0

## Session Plan

Session	Hours	Topics	COs	Cognition	Evaluation Tool
		<b>Verbal Skills</b>			
1-2	2.5	Grammar Basics	CO1: Understand the grammar rules to solve parts of speech questions.	L1: Understand	<u>Internal Quiz</u> <u>End Term Practical</u>
3	1.25	Reading Comprehension	CO3: Apply deduction techniques to solve reading comprehension and vocabulary questions.	L3: Apply	<u>Internal Quiz</u> <u>End Term Practical</u>
4	1.25	Vocabulary (Deductive approach)	CO3: Apply deduction techniques to solve reading comprehension and vocabulary questions.	L3: Apply	<u>Internal Quiz</u> <u>End Term Practical</u>
		<b>Quantitative Aptitude</b>			
5-6	2.5	<b>Numbers:</b> Basics, Surds, and Indices, Factors and Multiples, Divisibility, LCM, HCM, BODMAS, PEMDAS, Cyclicality, Unit Digit, Remainders, recurring decimals and fractions	CO4: Apply different tricks and techniques to solve mathematical problems.	L3: Apply	<u>Internal Test</u> <u>End Term Practical</u>
7-8	2.5	<b>Equations:</b> Linear and Quadratic equations basics, Problems based on ages, averages, ratios, and proportions	CO4: Apply different tricks and techniques to solve mathematical problems.	L3: Apply	<u>Internal Test</u> <u>End Term Practical</u>
9	1.25	<b>Percentages:</b> Reciprocals, conversion of percentage to fraction and vice versa, change in percentage, By and to concept	CO4: Apply different tricks and techniques to solve mathematical problems.	L3: Apply	<u>Internal Test</u> <u>End Term Practical</u>
10-11	2.5	<b>Profit and Loss:</b> Cost Price, Selling Price, Profit, Loss, Marked Price, Discounts, Successive discounts	CO4: Apply different tricks and techniques to solve mathematical problems.	L3: Apply	<u>Internal Test</u> <u>End Term Practical</u>
12	1.25	<b>Simple Interest,</b>	CO4: Apply	L3: Apply	<u>Internal</u>

		<b>Compound Interest:</b> when interest is compounded annually, semi-annually, quarterly and monthly, amount, installments	different tricks and techniques to solve mathematical problems.		Test <u>End Term</u> Practical
13	1.25	<b>Permutation and Combination:</b> Factorial, arrangement, and selections with repetition and without repetition	CO2: Apply the principles of probability combined with permutation and combination to determine event dynamics.	L2: Understand	<u>Internal</u> Test <u>End Term</u> Practical
14	1.25	<b>Probability:</b> Coins, Dice, and Cards, Basic Problems, Conditional Probability	CO2: Apply the principles of probability combined with permutation and combination to determine event dynamics.	L3: Apply	<u>Internal</u> Test <u>End Term</u> Practical
		<b>Logical Reasoning</b>			
15	1.25	<b>Blood Relations, Direction, Coding-Decoding:</b> Basic Concepts and tricks	CO5: Analyze the problems to decipher codes, patterns, directions, and relationships.	L4: Analyze	<u>Internal</u> Test <u>End Term</u> Practical
16	1.25	<b>Number Series, and Analogies:</b> Basic Concepts and tricks. Internal Assessment	CO5: Analyze the problems to decipher codes, patterns, directions and relationships.	L4: Analyze	<u>Internal</u> Test <u>End Term</u> Practical

<b>Pedagogy</b>	
1. Lecture	
2. Practice exercises	
<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

**Parameters of Internal Assessment:**

1. Class Test
2. Class Participation
3. Attendance

**Assessment Mapping**

Internal	20	15.0%	20.0%	20.0%	22.5%	22.5%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	30%	20%	20%	10%	20%
Quiz	5	20%	40%	40%	-	-

Class Test	5				50%	50%
<b>End Term</b>	<b>30</b>	<b>20 %</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
<b>Total</b>	<b>50</b>	<b>18%</b>	<b>20%</b>	<b>20%</b>	<b>21%</b>	<b>21%</b>

**Reference Book:**

R.S. Agarwal - First Edition: 1989

Uma Maheshwari- GACP - First Edition: 2017

For verbal ability, study material would be provided by the respective faculty

**Course Title** : Entrepreneurship  
**Semester** : I  
**No. of Credit** : 2  
**Duration** : 20 hours

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Understand</b> basic Entrepreneurship concepts to learn the process of entrepreneurship	L2: Understand	2.5	<u>Internal</u> Quiz, <u>End Term-</u> Theory
CO2	<b>Apply</b> basic entrepreneur tools for generating new business ideas.	L3: Apply	5	<u>Internal-</u> <u>Assignment</u> <u>End Term-</u> Theory
CO3	<b>Analyze</b> tools, techniques, and frameworks for starting a business venture.	L4: Analyze	7.5	<u>Internal-</u> Quiz, <u>End Term</u> Theory
CO4	<b>Evaluate</b> the business idea and its feasibility for creating a business model.	L5: Evaluate	2.5	<u>Internal-</u> Group Presentation <u>End Term-</u> Theory
CO5	<b>Create</b> the business model & MVP to start own business.	L6: Create	2.5	<u>Internal-</u> Group Presentation <u>End Term-</u> Theory

### Mapping CO with PO

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2-	2	2	-
CO2	2	3	3	2	-
CO3	1	3	3	3	2



CO4	1	3	3	2	2
CO5	2	3	3	3	2
<b>CO</b>	<b>1.8</b>	<b>2.8</b>	<b>2.8</b>	<b>2.4</b>	<b>2</b>

### Session Plan

Sr. No	Hrs	Units	COs	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2.5</b>	Introduction to Entrepreneurship			
<b>(i)</b>	<b>2.5</b>	Understanding Entrepreneurship, Characteristics and types of Entrepreneurs, Types of Enterprises,	<b>CO1: Understand</b> a deep understanding of Entrepreneurship concepts such as idea generation, Opportunity Evaluation, Customer Discovery, Value Proposition Design and Prototyping	L2: Understand	<u>Internal Quiz</u> ,  External - Theory
<b>2</b>	<b>2.5</b>	Principles of Effectuation			
<b>(i)</b>	<b>2.5</b>	Principles of Effectuation, Entrepreneurship Style- 5 M Model,	CO2 <b>Apply</b> preferred traits of an entrepreneur such as creative thinking, risk-taking ability, problem-solving techniques, customer acquisition methods, prototyping, etc.	L3: Apply	<u>Internal Quiz, Test</u>  External - Theory
<b>3</b>	<b>1.15</b>	Design thinking			
<b>(i)</b>	<b>1.15</b>	Design thinking -Introduction, Difference between causal thinking and Design Thinking, Steps of Design Thinking, Role of Design Thinking in creating solutions	CO2: <b>Apply</b> preferred traits of an entrepreneur such as creative thinking, risk-taking ability, problem-solving techniques, customer acquisition methods, prototyping, etc.	L3: Apply	<u>Internal Assignment</u>
<b>4</b>	<b>1.15</b>	Idea Generation			
<b>(i)</b>	<b>1.15</b>	Idea Generation Methods & Creative Problem Solving, Value Proposition	CO2 <b>Apply</b> preferred traits of an entrepreneur such as creative thinking, risk-taking ability, problem-solving techniques, customer acquisition methods, prototyping, etc.	L3: Apply	<u>Internal-Presentation</u>
<b>5</b>	<b>1.15</b>	Idea Evaluation			
<b>(i)</b>	<b>1.15</b>	Idea Evaluation- Mullins Framework/ Decision Matrix Analysis & 5 Q Model	CO3: <b>Analyze</b> the acquire knowledge of tools, techniques, and frameworks for starting a business venture and		<u>Internal-Assignment</u>
<b>6</b>	<b>1.15</b>	Customer Segment			
<b>(i)</b>	<b>1.15</b>	Value proposition and Customer segments	CO3: <b>Analyze</b> the acquire knowledge of tools, techniques, and frameworks for starting a business venture and	L4: Analyse	<u>Internal-Quiz</u>

<b>7</b>	<b>2.5</b>	Lean Canvas Model			
<b>(i)</b>	2.5	Lean Canvas Business Model, The Business Plan, why some Business Plans fail?	CO3: <b>Analyze</b> the acquire knowledge of tools, techniques, and frameworks for starting a business venture and	L4: Analyze	<u>Internal-Assignment</u>  External - Theory
<b>7</b>	2.5	Entrepreneurial Finance			
<b>(i)</b>	2.5	Entrepreneurial Finance-Costing, Pricing, Funding & Sources of Capital Solution	CO3: <b>Analyze</b> the acquire knowledge of tools, techniques, and frameworks for starting a business venture and	L4: Analyze	<u>Internal-Test,</u>
<b>8</b>	<b>1.15</b>	Business Plan			
<b>(i)</b>	1.15	B-Plan Basics- Operations, HR	CO4: <b>Evaluate</b> the business idea and its feasibility and create the business model & MVP		<u>Internal-Assignment</u>  External - Theory
<b>9</b>	1.15	Developing Prototype			
<b>(i)</b>	1.15	Demo, Prototyping and Minimum Viable Product (MVP)	CO4: <b>Evaluate</b> the business idea and its feasibility and create the business model & MVP	L4: analyze	<u>Internal-Test,</u>
<b>10</b>	<b>2.5</b>	Presentation			
<b>(i)</b>	<b>2.5</b>	Final Presentation of MVP	CO5 <b>Evaluate</b> the business idea and its feasibility and create the business model & MVP	L6: Create	<u>Internal-Presentation</u>

### Pedagogy

- 14.Lecture
- 15.Case Studies, collaboration
- 16.Presentation and assignments
- 17.Quiz

### Evaluation

Internal 40%

External 60%

**Total 100%**

**Parameters of Internal Assessment:**

39. Attendance

40. Class Participation

41. Test

42. Projects

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	15%	18%	22%	24%	21%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Test	5	10%	20%	20%	20%	30%
Projects	5	-	-	30%	40%	30%
<b>End Term</b>	<b>30</b>		<b>10%</b>	<b>30%</b>	<b>30%</b>	<b>30%</b>

**Textbook:**

1. Entrepreneurship -Rajeev Roy, Oxford University Press, 2011
2. Tinkering Minds- Case Studies of Startups- Dr. Veni Nair & Prof. Vandana Tripathi

**Alternative Textbook**

1. Entrepreneurship: Robert D Hisrich, Michael P Peters, Dean A Shepherd, McGraw-Hill Publication, 10<sup>th</sup> Edition, Jan.2016

**Reference Books:**

1. Exploring Entrepreneurship- Practices and Perspectives, Richard Blundel, Nigel Lockett, Oxford. 2016

- 2.What They Don't Teach You at Harvard Business School: -McCormack, Mark H., Notes from a Street-Smart.
- 3.The High-Performance Entrepreneur - Subroto Bagchi, Penguin Books India, 2006
- 4.Entrepreneurship Strategies & Resources - Marc J. Dollinger, Pearson Education, 2004
5. Entrepreneurship - David H. Holt, New Venture Creation, Prentice Hall India, 2002

**E-Books:**

1. Entrepreneurship Simplified: From Idea to IPO, Ashok Soota and S R Gopalan 2016
2. Small Business and Entrepreneurship – S. Anil Kumar
- 3.Entrepreneurship: The Seeds Of Success -Forbat, John - Harriman House – 2007 – Ebscohost
4. Entrepreneurship for Everyone - Katz, Jermone – Emerald -2010- Ebscohost

**Course Title** : Career Management - 1  
**Semester** : I  
**Credit** : 2  
**Duration** : 40 hrs

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Understand the nuances of an effective resume format to create profile specific resumes for campus placement.	L2 -Understand	2	<u>Internal</u> Assignment <u>End Term</u> Practical
CO2	Develop the industry knowledge and skills to ace online and offline interviews for campus placements	L4 - Analyse	4	<u>Internal</u> GD <u>End Term</u> Practical
CO3	Apply elements of effective writing for developing engaging and impactful pieces of content.	L3 - Apply	3	<u>Internal</u> Assignment <u>End Term</u> Practical
CO4	Illustrate a summary of student's work experience, skills, and achievements on the professional social media platform, LinkedIn	L3 - Apply	5	<u>Internal</u> Role Play <u>End Term</u> Practical
CO5	Appraise self and peer contribution w.r.t verbal and non-verbal communication during Group Discussion for self-improvement	L5 - Evaluate	2	<u>Internal</u> GD, Role Play <u>End Term</u> Practical

## Mapping with CO-PO

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
CO1	3	2	-	1	-
CO2	3	3	1	3	1
CO3	3	3	-	1	-
CO4	1	3	-	2	-
CO5	2	3	3	3	3
CO	2.4	2.8	2.0	2.0	2.0

## Session Plan

Sess. No.	Hrs	Topic	COs	Cognition	Evaluation Tools
		<b>Resume Building</b>			
1	1	Roadmap			
2- 3	2	Resume Building (General Dos and Don'ts of resume)	CO1- Understand the nuances of creating an effective resume and use a tailor-made resume according to the profile applied for during campus placement.	L2: Understand	<u>Internal</u> Assignment <u>End Term</u> Practical
4 & 5	2	Resume Building ITM Resume Format	CO3- Apply elements of effective writing for developing engaging and impactful pieces of content.	L3: Apply	<u>Internal</u> Assignment <u>End Term</u> Practical
		<b>Social Media Management</b>			
6 & 7	3	LinkedIn Networking  (Tips to capitalize Networking on LinkedIn)	CO4 - Illustrate a summary of students' work experience, skills, and achievements on the professional social media platform, LinkedIn	Apply	<u>Internal</u> Role Play <u>End Term</u> Practical
8		+ 1 LinkedIn – Content Creation	CO4 - Illustrate a summary of student's work experience, skills, and achievements on the professional social media platform, LinkedIn	L3: Apply	<u>Internal</u> Role Play <u>End Term</u> Practical

		<b>Resume Building</b>			
9	1	Overview of a Group Discussion (Dos and Don'ts + outline for attempting abstract & current affairs-based GD topics)	CO2- Develop the industry knowledge and skills to ace live projects, online and offline interviews, group discussion for campus placements	L4: Analyse	<u>Internal</u> GD <u>End Term</u> Practical
10-12	2	Mock Group Discussion and GD assessment (current affairs and abstract assessment)	CO5 - Appraise self and peer contribution w.r.t verbal and non-verbal communication during Group Discussion for self-improvement	L5: Evaluate	<u>Internal</u> GD, Role Play <u>End Term</u> Practical
		<b>Personal Interview</b>			
13-14	3	Overview of P.I (Framework to answer basic interview questions)	CO2 - Develop the industry knowledge and skills to ace live projects, online and offline interviews, group discussion for campus placements	L4: Analyse	<u>Internal</u> Role Play <u>End Term</u> Practical
15-32		Mock PI	CO2 - Develop the industry knowledge and skills to ace online and offline interviews for campus placements	L4: Analyse	<u>Internal</u> Role Play <u>End Term</u> Practical

<b>Pedagogy</b>	
1. Lecture	
2. Case Study	
3. News/Article Analysis	
4. Live Activity/Exercise	
5. Videos	
<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

**Parameters of Internal Assessment:**

1. Mock Interviews
2. Group Discussion
3. Class Participation
4. Attendance

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>40</b>	<b>10%</b>	<b>30%</b>	<b>30%</b>	<b>10%</b>	<b>20%</b>
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Assignment	5	40%		60%		
Group Discussion	5		50%		100%	50%
Role Play (Mock Interview)	10	25%	25%	10%	20%	20%
<b>End Term</b>	<b>60</b>	<b>10%</b>	<b>30%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>

**Reference Books:**

Interviews and GD

– GK Publication

GD and Interview

– R. Gupta and Anand Ganguly

How to succeed in GD and Interview

- SK Mondal





# Semester II

**Semester** : **II**

**Course Title** : **Research Methodology**

**No of Credits** : **2**

**Contact Hours** : **20 hrs (75 minutes per session)**

**Course Faculty** : **Dr Sangeeta Trott**

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain the need ,importance and various concepts related to market research	K2: Understand	3.0	<u>Internal Quiz, Test</u> <u>End Term-Theory</u>
CO2	<b>Apply</b> the various concepts learnt in market research in solving business problems	K3: Apply	3.5	<u>Internal-Assignments ,</u> <u>project work,Viva</u> <u>End Term-Practical</u> <u>question in SPSS</u>
CO3	<b>Analyze</b> a business research problem with the help of marketing research tools and techniques for effective decision making	K4: Analyze	4.5	<u>Internal-Assignment</u> <u>Viva project work</u> <u>End Term-Question</u>
CO4	<b>Assess</b> the results for business decision making in research	K5: Analyze	4.0	<u>Internal :Project work</u> <u>End term : Question</u>
CO5	<b>Evaluate</b> the output resulting from different analysis for effective decision making	K5: Evaluate	3.0	<u>Internal : Project</u> <u>End term :Question</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5

CO1	3	1	-	-	1
CO2	1	2	2	-	1
CO3	3	3	3	1	2
CO4	3	3	1	2	2
CO5	3	3	1	2	2
CO	2.3	2.2	1.4	1.0	1.6

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	.5	Introduction to Research Methodology			
	.5	Meaning and importance of Research Methodology	CO1: Explain the need and importance ,various concepts related to Market research	K2: Understand	<u>Internal Quiz, Viva, Test</u>
2	1.0	The research process			
(	.5	Various steps in market research process	CO1: Explain the various steps involved in the market research process.	K2: Understand	<u>Internal-Project work, Viva End Term-theory</u>
	.5	Case study	CO2: Apply the various steps learnt in solution of a business problem	K3: Apply	<u>Internal Project End term – Case study/theory</u>
3	1.0	Qualitative Research			
	.5	Introduction to qualitative research. Various types of qualitative research	CO1: Explain the various concepts related to qualitative research	K2: Understand	<u>Internal- Practical End Term-Sums</u>
	.5	Qualitative research procedures :focus group interview ,depth interview and projective techniques	CO2: Apply the various concepts in solving business problems	K3: Apply	<u>Internal : Project work</u>

<b>4</b>	<b>3.5</b>	<b>Sampling and Sampling methods</b>			
	.5	Sampling design process and classification of the sampling techniques	CO2: Explain the various concepts related with sampling	K4: Understand	<u>Internal-Test, project work</u> <u>End Term-Theory</u>
	3.0	Case study	CO3 : Apply the concepts learnt in solving business problems	K3: Apply	<u>Internal Project work</u> <u>End term -Theory</u>
<b>5</b>	<b>1.0</b>	<b>Questionnaire designing</b>			
	.5	Questionnaire design process, Types of interview method , pre -testing a questionnaire	CO2: Explain the various steps and the concepts involved in questionnaire designing	K2 : Understand	<u>Internal-assignment</u> <u>End Term-theory</u>
	.5	Computer and internet questionnaire construction	CO3 : Apply the steps learnt in solution of a business problem	K3 : Apply	<u>Internal Project work</u> <u>End term -theory</u>
<b>6</b>	<b>1.0</b>	<b>Data Collection Methods</b>			
	.5	Various methods of data collection	CO1: Explain the various methods of data collection	K2: Understand	<u>Internal-Project work</u> <u>End Term-Theory</u>
	.5	Case Study	CO2 : Apply the various concepts learnt in solving business problems	K3: Apply	<u>Internal-Project work</u> <u>End Term-</u>
<b>7</b>	<b>1.5</b>	<b>Data analysis methods</b>			
	1.0	Methods of data analysis : an introduction	CO1: Explain the various methods involved in data analysis	K2: Understand	<u>Internal-Quiz, Test,</u> <u>End Term-Theory</u>
	.5	Univariate analysis, Bivariate analysis, Parametric and Non-parametric test -	CO2: Apply the various concepts learnt for business decision making	K2 -Understand	<u>Internal-Viva</u> <u>End Term-Theory</u>
<b>8</b>	<b>10.5</b>	<b>Performing Univariate, bivariate and parametric , non -parametric test in SPSS</b>			
	.5	Univariate , bivariate analysis in SPSS	CO2 : Apply the various concepts learnt in solution of a	K3: Apply	Internal Project work

			research problem		End term : Practical question
	3.5	Analyze the SPSS output.	CO3:Analyze a business research problem with the help of market research tools and techniques for effective decision making	K4: Analyze	<u>Internal-Project work</u> <u>End Term-Practical question</u>
	4.0	Assess the output for decision making	CO4 : Assess the output for business decision making	K4: Analyze	<u>Internal : Project work</u> <u>End term :Practical</u>
	2.5	Evaluate the output for decision making	CO5 :Evaluate the output for decision making	K5 : Evaluate	<u>Internal : Project work</u> <u>End term : Practical</u>
9	1.0	<b>Report preparation and presentation</b>			
	.5	Importance of report preparation and presentation process	CO1: Explain the various steps related to the preparation of the report	K2 :Understand	<u>Internal-Projectwork</u> <u>,Viva</u> <u>End term-Theory question</u>
	.5	Report format and report writing	CO2 : Apply the various steps learnt in report of research report	K3:Apply	<u>Internal-Project</u> <u>End term :Question</u>

### **Pedagogy**

18.Lecture

19.Case Studies

20.Presentation and assignments

### **Evaluation**

Internal 80%

External 20%

**Total 100%**

**Parameters of Internal Assessment:**

43. Attendance

44. Class Participation

45. Class Test

46. Viva

47. Assignments

48. Projects

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	30	15%	18%	22%	24%	21%
Attendance	6	20%	20%	20%	20%	20%
Class Participation	6	20%	20%	20%	20%	20%
Class Test	5	30%	30%	15%	15%	10%
Viva	5	10%	20%	30%	20%	20%
Projects	8	-	-	30%	40%	30%
<b>End Term</b>	<b>20</b>	<b>5%</b>	<b>15%</b>	<b>30%</b>	<b>30%</b>	<b>20%</b>

### **Pedagogy (different for subjects)**

21.Lecture

22.Case Studies (Company Annual Report); Analysis using AceKP Software

23.Presentation and assignments

### **Evaluation**

Internal 80%

External 20%

**Total 100%**

### **Parameters of Internal Assessment:** (as decided for different specialization by HoDs)

49.Attendance

50.Class Participation

51.Class Test

52.Class Activity

53.Assignments

54.Projects

### **Assessment Mapping (Dummy, to be done for respective subjects)**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	80	15%	18%	22%	24%	21%
Attendance	12	20%	20%	20%	20%	20%
Class Participation	12	20%	20%	20%	20%	20%
Class Test	20	30%	30%	15%	15%	10%
Class Activity	10	10%	20%	30%	20%	20%
Assignments	10	-	20%	20%	30%	30%
Projects	16	-	-	30%	40%	30%
<b>End Term</b>	<b>20</b>	<b>5%</b>	<b>15%</b>	<b>30%</b>	<b>30%</b>	<b>20%</b>



**Course code** :  
**Semester** : **II**  
**Course Title** : **Commodity Markets**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Contrast the characteristics of various commodities for trading and investment purpose.	L4: Analyse	4	<u>Internal-</u> Assignment <u>End Term</u> Theory_
CO2	Compare different Commodity Exchanges to be aware of its functioning and commodities traded on it.	L2: Understand	4	<u>Internal-</u> Test <u>End Term</u> Theory
CO3	Evaluate predicted commodity prices by comparing against actual market pricing.	L5: Evaluate	5	<u>Internal-</u> Test, Assignment <u>End Term-</u> Sums, Theory
CO4	Compute commodity derivative margins and other trading costs to gauge its impact on its value.	L4: Apply	3	<u>Internal-</u> Test, Assignment <u>End Term-</u> Sums, Theory
CO5	Examine the trading systems for its relevance and usages.	L5: Evaluate	4	<u>Internal-</u> - <u>End Term-</u> Theory

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>4</b>	<b>Introduction</b>			
(i)	4	Types of Commodity; Features of commodity – Risks, Commodity Derivatives Vs Financial Derivative, Developments and Trends in Indian Commodity Markets, Economic Benefits of Commodity Derivatives Markets, Physical Commodity Markets for trading (Mandi)	CO1: Contrast the characteristics of various commodities for trading and investment purpose.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term</u> Theory
<b>2</b>	<b>4</b>	<b>Commodity Exchanges</b>			
(i)	4	Commodity Exchanges: Role and Functions of Exchange, Exchange Membership, & intermediaries, Synergies between Equity and Commodity Markets, Risk in Commodity Markets for Exchanges, Working of Clearing House and its Functions, Delivery, and Settlement Process; Physical and Cash settlement, Warehousing and Warehousing Receipts, Features of Delivery Systems, Options for Delivery, and Procedure Regulatory Environment & Legal Framework: Structure: Role of Regulator and the Government, Role of Banks and Financial Institutions, Micro Credits	CO2: Compare different Commodity Exchanges to be aware of its functioning and commodities traded on it.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>3</b>	<b>5</b>	<b>Commodity Pricing</b>			
(i)	5	Commodity Future Pricing & Risk: Pricing the Futures; Carrying Cost; Convenience yield, Basis & Basis risk; Future-Spot Convergence; Commodity Future Pricing & Risk: Spot forward/Futures Price Relationship; Backwardation and Contango Reasons of Backwardation & Contango, no arbitrage Conditions, Factors affecting the Commodity prices in domestic and International Market, Drivers of Commodity Prices	CO3: Evaluate predicted commodity prices by comparing against actual market pricing.	K5: Evaluate	<u>Internal-Test,</u> <u>Assignment</u> <u>End Term-</u> <u>Sums,</u> Theory
<b>4</b>	<b>3</b>	<b>Commodity Trading Costs</b>			
(i)	3	Explanation of different kinds of margins;	CO4: Compute commodity derivative	L4: Apply	<u>Internal-Test,</u>

		Margining Methods, Margins and Related Calculations and their calculations and impact on portfolio.	margins and other trading costs to gauge its impact on its value.		Assignment <u>End Term-</u> Sums, Theory
<b>5</b>	<b>4</b>	<b>Commodity Trading</b>			
(i)	4	Commodity Trading Systems, Types of Traders, Role of Market Participants, Order Types, Trading Strategies, Hedging.	CO5: Examine the trading systems for its relevance and usages.	L4: Evaluate	<u>Internal-</u> - <u>End Term-</u> Theory

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	1	-	2	-
CO2	2	1	-	2	-
CO3	3	3	1	1	2
CO4	2	3	1	1	2
CO5	2	3	2	2	2
<b>CO</b>	<b>2.4</b>	<b>2.2</b>	<b>1.3</b>	<b>1.6</b>	<b>2.0</b>

### Pedagogy

- 24. Lecture
- 25. Presentations
- 26. Practical

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

- 55. Attendance
- 56. Class Participation
- 57. Class Test
- 58. Projects/ Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>20.0%</b>	<b>17.5%</b>	<b>27.5%</b>	<b>25.0%</b>	<b>10.0%</b>
Class Test	5	0.0%	30.0%	40.0%	30.0%	0.0%
Project / Assignment	5	40.0%	0.0%	30.0%	30.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>13.3%</b>	<b>26.7%</b>	<b>20.0%</b>	<b>26.7%</b>
<b>Total</b>	<b>50</b>	<b>16.0%</b>	<b>15.0%</b>	<b>27.0%</b>	<b>22.0%</b>	<b>20.0%</b>

**Text Book:**

Book Title	Name of Author	Publisher	Edition No.	Year
Commodity Markets: Operations, Instruments, and Applications	Niti Nandini Chatnani	Cengage	2nd	2019

**Reference Book:**

Book Title	Name of Author	Publisher	Edition No.	Year
Commodities and Commodity Derivatives Modeling and Pricing for Agricultural, Metals, and Energy	Helyette Geman	John Wiley & Sons Ltd		2005
Commodity Vision		Quarterly magazine		

**E-Books:**

Book Title	Name of Author	Publisher	Link	Year
MCX Study Materials	MCX		Soft copy	
A Beginner's Guide to Indian Commodity Futures Markets	Neeraj Mahajan and Kavaljit Singh	Madhyam	<a href="http://www.madhyam.org.in/wp-content/uploads/2015/04/Commodity-Guide.pdf">http://www.madhyam.org.in/wp-content/uploads/2015/04/Commodity-Guide.pdf</a>	2015
A Trader's First Book on Commodities	Carley Garner	Pearson Education	<a href="http://ptgmedia.pearsoncmg.com/images/9780133247831/samplepages/013324783X.pdf">http://ptgmedia.pearsoncmg.com/images/9780133247831/samplepages/013324783X.pdf</a>	2013
Commodities Demystified			<a href="https://www.commoditiesdemystified.info/pdf/CommoditiesDemystified-en.pdf#Commodities-Demystified">https://www.commoditiesdemystified.info/pdf/CommoditiesDemystified-en.pdf#Commodities-Demystified</a>	2018
The Mechanics of	Mount Lucas	Turtletrader	<a href="http://turtletrader.com/beginners_report.pdf">http://turtletrader.com/beginners_report.pdf</a>	2000

the Commodity Futures Markets	Manage ment Corp			
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**Course code** :  
**Semester** : **II**  
**Course Title** : **Corporate Finance**  
**No of Credits** : **4**  
**Contact Hours** : **40 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the scope of Corporate Finance to get an overview of fundamentals of financial management.	L2: Understand	5.5	<u>Internal</u> Assignment <u>End Term</u> Theory
CO2	Compute the Return & Risk along with time value of money techniques to gauge its impact on financial decisions.	L3: Apply	7.5	<u>Internal-</u> Test, Assignment <u>End Term</u> Theory
CO3	Analyse techniques used for equity and bonds to ascertain its valuations.	L4: Analyse	10.0	<u>Internal-</u> Test, Project <u>End Term</u> Sums
CO4	Assess the results carried out using appropriate tools & techniques to make feasible investment, financing and working capital decisions.	L5: Evaluate	12.0	<u>Internal-</u> Test, Project <u>End Term-</u> Sums, Theory
CO5	Evaluate methodologies used in dividends decisions for the wealth maximization of shareholders.	L5: Evaluate	5.0	<u>Internal-</u> Test, Project <u>End Term-</u> Sums, Theory

## Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	-	-	1	-
CO2	3	3	-	1	-
CO3	3	3	1	2	2
CO4	3	3	1	2	2
CO5	2	3	1	2	2
<b>CO</b>	<b>2.8</b>	<b>3.0</b>	<b>1.0</b>	<b>1.6</b>	<b>2.0</b>

## Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2.5</b>	<b>Introduction to Corporate Finance</b>			
(i)	2.5	Principles and Goals of Financial Management, Agency theory, concept of value and return, Sources of Funds ESG in Corporate Finance	CO1: Outline the scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	<u>Internal</u> Test <u>End Term</u> Theory
<b>2</b>	<b>4</b>	<b>Time value of money</b>			
(i)	4	PV, FV, PVIF, FVIF, Rate, Year, Annuity, Discounting and Compounding	CO2: Compute the Return & Risk along with time value of money techniques to gauge its impact on financial decisions.	L3: Apply	<u>Internal-</u> Test <u>End Term</u> Sums
<b>3</b>	<b>3.5</b>	<b>Risk and Return</b>			
(i)	3.5	Measuring risk returns. Shareholder wealth returns and performance return measures, Accounting and cash-based return measures; sums using real time data	CO2: Compute the Return & Risk along with time value of money techniques to gauge its impact on financial decisions.	L3: Apply	<u>Internal-</u> Assignment <u>End Term</u> Sums, Theory
<b>4</b>	<b>6.5</b>	<b>Concept of Cost of Capital</b>			
(i)	6.5	Calculation of cost of debt, preference and equity capital and calculation of WACC	CO3: Analyse different valuations techniques used for equity and bonds to ascertain its valuations.	L4: Analyse	<u>Internal-</u> Test, Project <u>End Term</u> Sums
<b>5</b>	<b>3.5</b>	<b>Valuation of Securities</b>			



(i)	3.5	Equities and Debt – Concepts, Basic Valuations	CO3: Analyse different valuations techniques used for equity and bonds to ascertain its valuations.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> <u>Sums</u>
<b>6</b>	<b>6.5</b>	<b>Capital Budgeting</b>			
(i)	2.0	Introduction – Investment Decisions, Comparisons of Projects and Methods	CO1: Outline the scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	<u>Internal-</u> <u>End Term</u> <u>Theory</u>
(ii)	4.5	NPV IRR – Ranking conflicts and resolution, Building risk and uncertainty into investment decisions	CO4: Assess the results carried out using appropriate tools & techniques to make feasible investment, financing and working capital decisions.	L5: Evaluate	<u>Internal-</u> <u>End Term-</u> <u>Sums,</u> <u>Theory</u>
<b>7</b>	<b>4.5</b>	<b>Capital Structure Theory and Policy</b>			
(i)	1.0	Relationship between firm value and capital structure. Impact of tax, depreciation on profits of the firm	CO1: Outline the scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	<u>Internal-</u> <u>End Term</u> <u>Theory</u>
(ii)	3.5	Theories of capital structure; Calculating the capital structure for various sectors of the economy; Capital Structure Decisions;	CO4: Assess the results carried out using appropriate tools & techniques to make feasible investment, financing and working capital decisions.	L5: Evaluate	<u>Internal-Test</u> <u>End Term-</u> <u>Sums,</u> <u>Theory</u>
<b>8</b>	<b>5.0</b>	<b>Dividend Policy</b>			
(i)	5.0	Dividend Decisions and Dividend Policy	CO5: Evaluate methodologies used in dividends decisions for the wealth maximization of shareholders.	L5: Evaluate	<u>Internal-Test</u> <u>Project</u> <u>End Term</u> <u>Sums,</u> <u>Theory</u>
<b>9</b>	<b>5.0</b>	<b>Working Capital Management</b>			
(i)	1.0	Components of Working capital, Working Capital Policy	CO1: Outline the scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	<u>Internal-</u> <u>End Term</u> <u>Theory</u>
(ii)	4.0	Ascertain the cash and operating cycle, working capital requirement of the company; Debtors ,Credit, Inventory management techniques	CO4: Assess the results carried out using appropriate tools & techniques to make feasible investment, financing and working capital decisions.	L5: Evaluate	<u>Internal-Project</u> <u>End Term-</u> <u>Sums,</u> <u>Theory</u>

## **Pedagogy**

9. Lecture
10. Case Studies (Company Annual Report); Analysis using AceKP Software
11. Presentation and assignments

## **Evaluation**

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

## **Parameters of Internal Assessment:**

10. Attendance
11. Class Participation
12. Class Test
13. Assignments
14. Projects

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>40</b>	<b>15.0%</b>	<b>25.0%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>20.0%</b>
Class Test	10	0.0%	30.0%	30.0%	20.0%	20.0%
Assignment	5	40.0%	60.0%	0.0%	0.0%	0.0%
Project	5	0.0%	0.0%	20.0%	40.0%	40.0%
Attendance	10	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	10	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>60</b>	<b>13.3%</b>	<b>13.3%</b>	<b>20.0%</b>	<b>26.7%</b>	<b>26.7%</b>
<b>Total</b>	<b>100</b>	<b>14.0%</b>	<b>18.0%</b>	<b>20.0%</b>	<b>24.0%</b>	<b>24.0%</b>

#### Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Financial Management	IM Pandey	Vikas publication	12th	2021

#### Reference Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Fundamentals of Financial Management	Prasanna Chandra	Tata McGraw Hill	6th	2017
Principles of Corporate finance	Richard a Brealey Stewart C Meyers, Franklin Allen and Pitabas Mohanty	McGraw Hill	8 <sup>th</sup>	

**E-Books:**

Book Title	Name of Author	Publisher	Link	Year
The World of Modigliani and Miller	Robert Alan Hill	Bookboon.com	<a href="https://bookboon.com/en/the-world-of-modigliani-and-miller-ebook">https://bookboon.com/en/the-world-of-modigliani-and-miller-ebook</a>	2015
Working Capital and Strategic Debtor Management,	Robert Alan Hill	Bookboon.com	<a href="https://bookboon.com/en/working-capital-and-strategic-debtor-management-ebook">https://bookboon.com/en/working-capital-and-strategic-debtor-management-ebook</a>	2013
Strategic Financial Management	Robert Alan Hill	Bookboon.com	<a href="https://bookboon.com/en/strategic-financial-management-ebook">https://bookboon.com/en/strategic-financial-management-ebook</a>	2014
Financial Management		Rai Technology University	http://164.100.133.129:81/econtent/Uploads/Financial_Management.pdf	
Financial Treasury and Forex Management	ICSI	ICSI	http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf	2014
Practical Module: Financial Treasury and Forex Management	ICSI	ICSI	https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf	2015
Financial Management	M Y Khan	Tata McGraw-Hill Education		2011
Financial Management	I M Pandey	Vikas Publishing House Pvt Ltd I		2009

**Course code** :**Semester** : **II****Course Title** : **SAPM****No of Credits** : **4****Contact Hours** : **40 hrs (75 minutes per session)**

**Course Faculty :**

<b>Course Outcomes</b>	<b>Description</b>	<b>Cognition</b>	<b>Hours</b>	<b>Evaluation Tools</b>
CO1	Describe various concepts, tools & techniques of Securities Analysis and Portfolio Management for making investment decisions.	L2: Understand	5	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO2	Compute the risks & returns of various financial assets for comparing their results.	L3: Apply	5	<u>Internal-Test</u> <u>End Term Sums</u>
CO3	Analyse various theories and techniques used in security valuation for portfolio selection.	L4: Analyse	10	<u>Internal-Project</u> <u>End Term-Theory, Sums</u>
CO4	Assess the use of portfolio management techniques to determine the optimal portfolio.	L5: Evaluate	12	<u>Internal-Test, Assignment</u> <u>End Term-Theory, Sums</u>
CO5	Evaluate portfolio performance on a risk-adjusted basis for improving the investment decisions.	L5: Evaluate	8	<u>Internal-Project</u> <u>End Term-Theory, Sums</u>

## Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3.0</b>	<b>Introduction to SAPM</b>			
(i)	3.0	Investment and Savings; Portfolio Management Process, Approaches to Investment Decisions; Investment Alternatives	CO1: Describe various concepts, tools & techniques of Securities Analysis and Portfolio Management for making investment decisions.	L2: Understand	<u>Internal-Assignment</u> <u>End Term</u> Theory
<b>2</b>	<b>6.0</b>	<b>Basic Concepts</b>			
	3.0	Return and Risk, Post and Ex-Ante Return and Risk, Measurement of Co-movements in Security Returns, Calculation of Portfolio Risk	CO2: Compute the risks & returns of various financial assets for comparing their results.	L3: Apply	<u>Internal-Test</u> , <u>End Term</u> Sums
	3.0	Financial Statement Analysis	CO2: Compute the risks & returns of various financial assets for comparing their results.	L3: Apply	<u>Internal-Test</u> , <u>End Term</u> Sums, Theory
<b>3</b>	<b>7.0</b>	<b>Equity Securities</b>			
(i)	4.0	Macro Economy and Industry Analysis; Company Analysis	CO3: Analyse various theories and techniques used in security valuation for portfolio selection.	L4: Analyse	<u>Internal-Project</u> <u>End Term</u> - Theory, Sums
	3.0	Equity Valuation - Value & Growth Stocks, introduction to fundamental analysis and valuation			
<b>4</b>	<b>9.0</b>	<b>Modern Portfolio Theory</b>			
	3.0	CAPM, Arbitrage Pricing Theory: Background, APT and CAPM, Conclusion; real time data of stocks; Efficient Market Hypothesis: Background, Random-Walk Theory and EMH, Empirical Evidences	CO4: Assess the use of portfolio management techniques to determine the optimal portfolio.	L5: Evaluate	<u>Internal-Test</u> , Assignment <u>End Term</u> - Theory, Sums
	2.0	Portfolio Risk and Return. Diversification and Portfolio risk, Portfolio return and Risk	CO2: Compute the risks & returns of various financial assets for comparing their results.	L3: Apply	<u>Internal-Test</u> <u>End Term</u> - Sums
	5.0	Efficient Frontier, and Techniques for arriving it, Short sales / No Short Sales - Allowed with or without Riskless Lending and Borrowing-constraints, Single Index Model, Optimal Portfolio, Optimal Complete Portfolio, International Diversification	CO4: Assess the use of portfolio management techniques to determine the optimal portfolio.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term</u> - Theory, Sums
<b>5</b>	<b>6.0</b>	<b>Portfolio Management</b>			
(i)	2.0	Investment Objectives and Constraints, Selection of Asset Mix, Formulation of	CO1: Describe various concepts, tools &	L2: Understand	<u>Internal-Assignment</u>

		Portfolio Strategy,	techniques of Securities Analysis and Portfolio Management for making investment decisions.		<u>End Term Theory</u>
	4.0	Assets Allocation, Selection of Securities, Portfolio Execution, Portfolio Revision	CO4: Assess the use of portfolio management techniques to determine the optimal portfolio.	L5: Evaluate	<u>Internal-Test, Assignment</u> <u>End Term-Theory, Sums</u>
<b>6</b>	<b>8.0</b>	<b>Performance Evaluation</b>			
(i)	8.0	Techniques, Decomposition of Overall Evaluation, Performance Attribution	CO5: Evaluate portfolio performance on a risk-adjusted basis for improving the investment decisions.	L5: Evaluate	<u>Internal-Project</u> <u>End Term-Theory, Sums</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	-	2	-
CO2	3	3	-	1	-
CO3	3	3	1	2	2
CO4	3	3	-	2	-
CO5	3	3	1	2	2
CO	3.0	2.8	1.0	1.8	2.0

### Pedagogy

10. Lecture

11. Class Discussions on Sectors / Companies

12. Assignments using Company Data (Ace KP Software)

### Evaluation

Internal 40%

External 60%

**Total 100%**

### Parameters of Internal Assessment:

11. Attendance

12. Class Participation

13. Class Test

14. Assignments

15. Projects



### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>40</b>	<b>15.0%</b>	<b>22.5%</b>	<b>16.3%</b>	<b>30.0%</b>	<b>16.3%</b>
Class Test	10	0.0%	50.0%	0.0%	50.0%	0.0%
Project	5	0.0%	0.0%	50.0%	0.0%	50.0%
Assignment	5	40.0%	0.0%	0.0%	60.0%	0.0%
Attendance	10	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	10	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>60</b>	<b>16.7%</b>	<b>16.7%</b>	<b>20.0%</b>	<b>23.3%</b>	<b>23.3%</b>
<b>Total</b>	<b>100</b>	<b>16.0%</b>	<b>19.0%</b>	<b>18.5%</b>	<b>26.0%</b>	<b>20.5%</b>

#### Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Investment Analysis and Portfolio Management	Prasanna Chandra	McGraw-Hill	6th	2021

#### Reference Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Analysis of Investment and Management of Portfolios –	Brown Reilly, - Thomson	South-Western	10th	
Security Analysis and Portfolio Management	Sudhindra Bhat	Excel Books	1st	2011
Security Analysis Portfolio Management	E. Fischer Donald, J. Jordan Ronald	Person	7th	2018

#### E-Books:

Book Title	Name of Author	Publisher	Link	Year
Portfolio Theory &	Robert Alan	bookboon.co	<a href="https://bookboon.com/en/portfolio-theory-financial-">https://bookboon.com/en/portfolio-theory-financial-</a>	2010

Financial Analyses	Hill	m	analyses-ebook	
Investments: An Introduction	Prof. Dr. AP Faure	bookboon.com	<a href="https://bookboon.com/en/investments-an-introduction-ebook">https://bookboon.com/en/investments-an-introduction-ebook</a>	2013
Financial Treasury and Forex Management	ICSI	ICSI	<a href="http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf">http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf</a>	2014
Practical Module: Financial Treasury and Forex Management	ICSI	ICSI	<a href="https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf">https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf</a>	2015
Fundamental Analysis	NCFM Module		Soft Copy	
Security Analysis and Portfolio Management		Rai Technology University	<a href="http://164.100.133.129:81/econtent/Uploads/Security_Analysis_&amp;_Portfolio_Management.pdf">http://164.100.133.129:81/econtent/Uploads/Security_Analysis_&amp;_Portfolio_Management.pdf</a>	

**Course code** :  
**Semester** : **II**  
**Course Title** : **Financial Modelling & Simulation**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Apply basic excel Formulas and Functions to get a grasp over excel functioning.	L3: Apply	3	<u>Internal-Test-Practical</u> <u>Ends Term</u> Practical
CO2	Contrast the results of various Depreciation Models to observe its impact on accounting decisions.	L4: Analyse	3	<u>Internal-Test-Practical</u> <u>Ends Term</u> Practical
CO3	Classify data using data management commands for studying it for decision making.	L4: Analyse	5	<u>Internal-Test-Practical</u> <u>End Term</u> Practical
CO4	Assess the solution given by various financial models to enhance financial concepts learning.	L5: Evaluate	5	<u>Internal-Assignment</u> <u>End Term</u> Practical
CO5	Classify the use of various excel graphs for better visualization of data.	L4: Analyse	4	<u>Internal-Assignment</u> <u>End Term</u> Practical

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Introduction to Excel</b>			
(i)	3	Get familiar with Basic Excel Tools, Menus, and Operations. Basic Formulas and Functions.	CO1: Apply basic excel Formulas and Functions to get grasp over excel functioning.	L3: Apply	<u>Internal-Test-Practical</u> <u>End Term Practical</u>
<b>2</b>	<b>3</b>	<b>Accounting Models</b>			
(i)	3	Using Excel to create Depreciation Models – Straight Line Method, Declining Balance Method, Double declining Method, Variable declining Methods, Sum of the Digits Method	CO2: Contrast the results of various Depreciation Models to observe its impact on accounting decisions.	L4: Analyse	<u>Internal-Test-Practical</u> <u>End Term Practical</u>
<b>3</b>	<b>5</b>	<b>Data Management Tools</b>			
(i)	5	Using Lookups, Index and Match Commands to manage Corporate Database and Linkages; Data Validation,	CO3: Classify data using data management commands for studying it for decision making.	L4: Analyse	<u>Internal-Test-Practical</u> <u>End Term Practical</u>
<b>4</b>	<b>5</b>	<b>Basic Financial Models</b>			
(i)	5	Simple and Advanced Amortization Models; Bond valuation and Simple model for it, What if, Table, Commands for creating sensitivity financial models	CO4: Assess the solution given by various financial models to enhance financial concepts learning.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Practical</u>
<b>5</b>	<b>4</b>	<b>Excel Charts and Graphs</b>			
(i)	4	Introduction and creating various Charts and Graphs and usages. Auto Graph using offset command	CO5: Classify the use of various excel graphs for better visualization of data.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Practical</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	1	3	-	-	-
CO2	2	3	-	-	-
CO3	2	3	1	1	2
CO4	2	3	-	-	-
CO5	3	3	1	1	2
CO	2.0	3.0	1.0	1.0	2.0

### Pedagogy

11. Lecture

12. Practical

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

12. Attendance

13. Class Participation

14. Class Test

15. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	17.5%	17.5%	20.0%	22.5%	22.5%

Class Test	5	30.0%	30.0%	40.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	0.0%	50.0%	50.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>16.7%</b>	<b>23.3%</b>	<b>26.7%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>15.0%</b>	<b>17.0%</b>	<b>22.0%</b>	<b>25.0%</b>	<b>21.0%</b>

### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Excel 2109	Lokesh Lalwani	BPB Publications;	1st	2019

### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Data Analysis with Excel	Manish Nigam	BPB Publications;	1st	2019
Microsoft Excel 2019: Data Analysis & Business Model	L. Winston Wayne	PHI	6th	2019
Advance modeling in finance	Mark Jackson and Mike Staunton	John Wily & Sons	1st	2007
Using Excel for Business Analysis	Danielle Stein Fairhurst	Wiley Finance		2014
Financial Modelling-	Simon Benninga	MIT Publication	3rd	2009

### E-Books

Book Title	Name of Author	Publisher	Link	Year
Excel 2010	Stephen	bookboon.com	<a href="https://bookboon.com/en/excel-2010-introduction-part-i-ebook">https://bookboon.com/en/excel-2010-introduction-part-i-ebook</a>	2010

introduction Part I	Moffat			
Excel 2010 introduction Part II	Stephen Moffat	bookboon.com	<a href="https://bookboon.com/en/excel-2010-introduction-part-ii-ebook">https://bookboon.com/en/excel-2010-introduction-part-ii-ebook</a>	2010
Excel 2016 Formulas and Functions	Paul McFedries,	MrExcel Library	<a href="http://ptgmedia.pearsoncmg.com/images/9780789755643/samplepages/9780789755643.pdf">http://ptgmedia.pearsoncmg.com/images/9780789755643/samplepages/9780789755643.pdf</a>	

**Course code** :  
**Semester** : **II**  
**Course Title** : **Financial Derivatives**  
**No of Credits** : **4**  
**Contact Hours** : **40 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain various concepts of financial derivatives to have basic grasp of it.	L2: Understand	8	<u>Internal-Test,</u> Assignment <u>End Term</u> Theory
CO2	Examine the mechanisms of the Financial Derivatives instruments to learn its usages.	L4: Analyse	4	<u>Internal-Test</u> <u>End Term</u> Theory
CO3	Classify financial derivatives strategies in risk management for creating synthetic asset exposure.	L4: Analyse	7	<u>Internal-Test, Project</u> <u>End Term-</u> Sums, Theory
CO4	Evaluate predicted derivative prices by comparing against actual market pricing.	L5: Evaluate	12	<u>Internal-Test,</u> Assignment, <u>End Term-</u> Sums, Theory
CO5	Formulate various option strategies to achieve the desired financial objectives.	L6: Create	9	<u>Internal-Project</u> <u>End Term-</u> Sums, Theory



## Session Plan

Sr. No	*Hrs	Units	Reading Material	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Introduction to Derivatives</b>			
(i)	3	Risk Management - Derivatives- meaning, definition, significance, advantages, and disadvantages, Types.	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>2</b>	<b>Forwards and Futures</b>			
(i)	1	Forwards and Future Definitions	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
(ii)	1	Forwards and Futures – Mechanisms	CO2: Examine the mechanisms of the Financial Derivatives instruments to learn its usages.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
<b>3</b>	<b>10.5</b>	<b>Pricing of Futures and Forwards</b>			
(i)	5.5	Future - Pricing - Equities - Basics, Cash and Carry, Reverse Cash & Carry, Expectation theory, Forward and Future Prices Comparisons, Statistical Properties of Future Prices	CO3: Classify financial derivatives strategies in risk management for creating synthetic asset exposure.	L4: Analyse	<u>Internal-Test</u> , <u>End Term</u> - Theory
(ii)	5.0	Future - Pricing – Equities, Commodity and Bonds - Application Practical	CO4: Evaluate predicted derivative prices by comparing against actual market pricing.	L5: Evaluate	<u>Internal-Test</u> <u>End Term</u> - Sums, Theory
<b>4</b>	<b>2.5</b>	<b>SWAPS</b>			
(i)	1.0	SWAPS – Meaning, Types	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> - Theory
(ii)	1.5	SWAPS -Application and Usages	CO2: Examine the mechanisms of the Financial Derivatives instruments to learn its usages	L4: Analyse	<u>Internal-</u> <u>End Term</u> Theory
<b>5</b>	<b>3.0</b>	<b>Options</b>			
(i)	1.5	Options - History, Definitions, Mechanics, types, differences with other derivatives, determinants	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal</u> - Assignment
(ii)	1.5	Options - Moneyness, lower and upper bounds for pricing	CO3: Classify financial derivatives strategies in	L4: Analyse	<u>Internal</u> - Project

			risk management for creating synthetic asset exposure.		<u>End Term-Sums, Theory</u>
<b>6</b>	<b>7.0</b>	<b>Options Pricing</b>			
(i)	<b>7.0</b>	Option Pricing - Put Call Parity, Binomial Trees, Black-Scholes Model,	CO4 : Evaluate predicted derivative prices by comparing against actual market pricing.	L5: Evaluate	<u>Internal-Assignment End Term-Sums, Theory</u>
<b>7</b>	<b>10.0</b>	<b>Options Applications</b>			
(i)	1.0	Greek Letters: Introduction to Greek Letters	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal- - End Term Theory</u>
(ii)	2.0	Greek Letters: Introduction and Applications	CO5: Formulate various option strategies to achieve the desired financial objectives.	L6: Create	<u>Internal-Project End Term-Sums, Theory</u>
(iii)	7.0	Equity Options Strategies	CO5: Formulate various option strategies to achieve the desired financial objectives.	L6: Create	<u>Internal-Project End Term-Sums, Theory</u>
<b>8</b>	<b>2.0</b>	<b>Exotic Derivatives</b>			
(i)	0.5	Exotic Derivatives – Introduction	CO1: Explain various concepts of financial derivatives to have basic grasp over it.	L2: Understand	<u>Internal-Assignment End Term Theory</u>
(ii)	1.5	Exotic derivatives - Mechanisms and usages	CO2: Examine the mechanisms of the Financial Derivatives instruments to learn its usages.	L4: Analyse	<u>Internal-Assignment End Term-Theory</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	-	-	2	-
CO2	2	1	-	2	-
CO3	3	3	1	1	2
CO4	2	3	-	1	2

CO5	3	3	1	1	2
<b>CO</b>	<b>2.6</b>	<b>2.5</b>	<b>1.0</b>	<b>1.4</b>	<b>2.0</b>

### **Pedagogy**

12. Lecture

13. Presentations

14. Live Data Analysis and Practicals

### **Evaluation**

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

**Parameters of Internal Assessment:**

10. Attendance
11. Class Participation
12. Class Test
13. Assignments
14. Projects

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>40</b>	<b>20.0%</b>	<b>17.5%</b>	<b>18.8%</b>	<b>25.0%</b>	<b>18.8%</b>
Class Test	10	20.0%	30.0%	20.0%	30.0%	0.0%
Project	5	0.0%	0.0%	30.0%	0.0%	70.0%
Assignment	5	40.0%	0.0%	0.0%	60.0%	0.0%
Attendance	10	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	10	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>60</b>	<b>16.7%</b>	<b>13.3%</b>	<b>20.0%</b>	<b>25.0%</b>	<b>25.0%</b>
<b>Total</b>	<b>100</b>	<b>18.0%</b>	<b>15.0%</b>	<b>19.5%</b>	<b>25.0%</b>	<b>22.5%</b>

**Text Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Equity Derivatives	NISM	Taxman		2021

**Reference Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Derivatives and Risk Management	Rajiv Srivastava	Oxford University Press	2 <sup>nd</sup>	2014
Derivatives – Principals and Practice	Sundaram and Das	McGraw Hill		2017
Option, Futures and other Derivatives	John C. Hull, Shankarshan Basu	Pearson	10th	2018
Futures, Options and	Kolb and	Wiley India	5 <sup>th</sup>	

SWAPS	Overdahl			
Derivatives and Risk Management	Jayanth Rama Varma	Varma Tata McGraw Hill	1 <sup>st</sup>	2008
Financial Derivatives, Theory, Concepts and Problems	S. L. Gupta		2 <sup>nd</sup>	

#### **E-Books**

<b>Book Title</b>	<b>Name of Author</b>	<b>Publisher</b>	<b>Link</b>	<b>Year</b>
Equity Derivatives	NISM		Soft Copy	
Derivative Markets: An Introduction,	Prof. Dr AP Faure	Bookboon.com	<a href="https://bookboon.com/en/derivative-markets-an-introduction-ebook#download">https://bookboon.com/en/derivative-markets-an-introduction-ebook#download</a>	2016
Introduction To Derivative Securities	Prof. Sanjay Tiwari	Directorate of Distance Education ddegjust.ac.in	<a href="http://www.ddegjust.ac.in/studymaterial/mba/fm-407.pdf">http://www.ddegjust.ac.in/studymaterial/mba/fm-407.pdf</a>	
Options, Futures, And Other Derivatives	John C Hull	Prentice Hall	<a href="https://shamit8.files.wordpress.com/2014/11/options-futures-and-other-derivatives-8th-john.pdf">https://shamit8.files.wordpress.com/2014/11/options-futures-and-other-derivatives-8th-john.pdf</a>	2014

**Course code** :  
**Semester** : **II**  
**Course Title** : **Financial Instrument Trading**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Assessment Tools
CO1	Explain the fundamental attributes of Indian Equity Derivatives to learn it's practical aspect.	L2: Understand	3	<u>Internal-</u> Test, Practical <u>End Term</u> Theory, Sums
CO2	Compute derivatives margins and other trading costs to gauge its impact on its value.	L3: Apply	3	<u>Internal-</u> Test <u>End Term-</u> Theory, Sums
CO3	Analyse equity cash and derivatives market data to help build trading strategies.	L4: Analyse	4	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory, Sums
CO4	Assess different cash and derivative trading strategies for building various portfolios.	L5: Evaluate	6	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Sums
CO5	Evaluate the hedging strategies implemented to measure its impact on the portfolio.	L5: Evaluate	4	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Sums

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Indian Equity Derivatives – Introduction</b>			
(i)	3	Fundamentals of Equity Futures and Options - contracts, stock selection criteria, price steps, price bands, quantity freeze	CO1: Explain the fundamental attributes Indian Equity Derivatives to learn it's practical aspect.	L2: Understand	<u>Internal-Test, Practical End Term Theory, Sums</u>
<b>2</b>	<b>4</b>	<b>Equity Derivatives – Analysis of Data</b>			
(i)	4	Extraction, Analysis, interpretation of Equity Derivative data – open interest, volume, cost of carry, roll over, quantity freeze, etc. Effect of Corporate Action on Equity Future and Options: Calculation of impact	CO- 3 - Analyse equity cash and derivatives market data to help build trading strategies	L4: Analyse	<u>Internal-Test, Practical End Term-Theory, Sums</u>
	<b>3</b>	<b>Derivatives Costs</b>			
(i)	2	Explanation of different kinds of margins; Margins and Related Calculations and their calculations and impact on portfolio.	CO-2 - Compute derivatives margins and other trading costs to gauge its impact on its value.	L3: Apply	<u>Internal-Test End Term-Theory, Sums</u>
	1	Accounting, and Taxation of Derivatives.			
<b>3</b>	<b>3</b>	<b>Portfolio Creation</b>			
(i)	3	Equity, Commodity and Currency Spot and Derivatives - Practical training trading on various derivatives; Creation of Portfolio using various asset class	CO-4- Assess different cash and derivative trading strategies for building various portfolios.	L5: Evaluate	<u>Internal-End Term Sums</u>
<b>4</b>	<b>3</b>	<b>Option Strategies</b>			
(i)	3	Option Strategies & other option related calculations: Hands-on training on Option Strategies trading. Calculating different components of Option Price on live data	CO-4- Assess different cash and derivative trading strategies for building various portfolios.	L5: Evaluate	<u>Internal-Assignment End Term Theory, Sums</u>
<b>5</b>	<b>4</b>	<b>Hedging Strategies</b>			
(i)	4	Creating hedging strategies using financial derivatives on live data; assessing its impact	CO-5- Evaluate the hedging strategies implemented to measure its impact on the portfolio.	L5: Evaluate	<u>Internal-Assignment End Term-Theory, Sums</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	-	-	2	-
CO2	2	3	-	1	-
CO3	2	3	-	-	-
CO4	3	3	1	-	2
CO5	3	3	1	-	2
<b>CO</b>	<b>2.4</b>	<b>3.0</b>	<b>1.0</b>	<b>1.5</b>	<b>2.0</b>

### Pedagogy

13. Lecture

14. Presentations

15. Live Data Analysis and Practical

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

8. Attendance
9. Class Participation
10. Class Test
11. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>17.5%</b>	<b>17.5%</b>	<b>20.0%</b>	<b>25.0%</b>	<b>20.0%</b>



Class Test	5	30.0%	30.0%	40.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	0.0%	60.0%	40.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>16.7%</b>	<b>16.7%</b>	<b>20.0%</b>	<b>26.7%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>17.0%</b>	<b>17.0%</b>	<b>20.0%</b>	<b>26.0%</b>	<b>20.0%</b>

### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Equity Derivatives	NISM	Taxmann		2021

### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Derivatives and Risk Management	Rajiv Srivastava	Oxford University Press	2 <sup>nd</sup>	2014
Derivatives – Principals and Practice	Sundaram and Das	McGraw Hill		2017
Option, Futures and other Derivatives	John C. Hull, Shankarshan Basu	Pearson	10th	20218
Futures, Options and SWAPS	Kolb and Overdahl	Wiley India	5 <sup>th</sup>	
Derivatives and Risk Management	Jayanth Rama Varma	Varma Tata McGraw Hill	1 <sup>st</sup>	2008
Financial Derivatives, Theory, Concepts and Problems	S. L. Gupta		2 <sup>nd</sup>	

### E-Books

<b>Book Title</b>	<b>Name of Author</b>	<b>Publisher</b>	<b>Link</b>	<b>Year</b>
Equity Derivatives	NISM	NISM	Soft Copy	
Derivative Markets: An Introduction,	Prof. Dr AP Faure	Bookboon.com	<a href="https://bookboon.com/en/derivative-markets-an-introduction-ebook#download">https://bookboon.com/en/derivative-markets-an-introduction-ebook#download</a>	2016
Introduction To Derivative Securities	Prof. Sanjay Tiwari	Directorate of Distance Education ddegjust.ac.in	<a href="http://www.ddegjust.ac.in/studymaterial/mba/fm-407.pdf">http://www.ddegjust.ac.in/studymaterial/mba/fm-407.pdf</a>	
Options, Futures, And Other Derivatives	John C Hull	Prentice Hall	<a href="https://shamit8.files.wordpress.com/2014/11/options-futures-and-other-derivatives-8th-john.pdf">https://shamit8.files.wordpress.com/2014/11/options-futures-and-other-derivatives-8th-john.pdf</a>	2014

**Course code** :  
**Semester** : **II**  
**Course Title** : **Technical Analysis**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain basic concepts and terminology of Technical Analysis to have basic grasp.	L2: Understand	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Identify the use of different types of charts to carry out technical analysis.	L3: Apply	3	<u>Internal-Test</u> <u>End Term-Theory, Practical</u>
CO3	Infer the chart patterns to predict the future stock price direction.	L4: Analyse	5	<u>Internal-Test, Assignment</u> <u>End Term-Theory, Practical</u>
CO4	Assess the signals depicted by indicators and oscillators to develop trading strategies.	L5: Evaluate	6	<u>Internal-Assignment</u> <u>End Term-Theory, Practical</u>
CO5	Formulate trading strategies in real time to have practical exposure.	L6: Create	3	<u>Internal-</u> <u>End Term Theory</u>

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Introduction to Technical Analysis</b>			
(i)	3	Introduction: History, Definitions, assumptions, strengths, weakness Types of Charts - Line, Bar, Candles, X Charts	CO1: Explain basic concepts and terminology of Technical Analysis to have basic grasp.	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
<b>2</b>	<b>4</b>	<b>Technical Charts</b>			
(i)	4	Types of Charts - Line, Bar, Candles, X Charts; Candlestick Analysis – One, Two, Three Candle Patterns	CO2: Identify the use of different types of charts to carry out technical analysis.	L3: Apply	<u>Internal-Test</u> <u>End Term-Theory</u> , Practical
	<b>5</b>	<b>Pattern Analysis</b>			
(i)	5	Support, Resistance, Head and Shoulder, Double Top, Double Bottom, Round Bottom, Cup and Handle, etc, Gap Theory	CO3: Infer the chart patterns to predict the future stock price direction.	L4: Analyse	<u>Internal-Test</u> , Assignment <u>End Term-Theory</u> , Practical
<b>3</b>	<b>6</b>	<b>Indicators and Oscillators</b>			
(i)	6	Meaning and usages, Moving Averages; RSI, MACD, William R%, etc	CO4: Assess the signals depicted by indicators and oscillators to develop trading strategies.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Theory</u> , Practical
<b>4</b>	<b>2</b>	<b>Trading Strategies</b>			
(i)	2	Day Trading; BTST, Momentum Picks, Trading Psychology, Risk Management	CO5: Formulate trading strategies in real time to have practical exposure.	L6: Create	<u>Internal-</u> <u>End Term</u> <u>Theory</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	1	-	-	-
CO2	2	3	-	1	-
CO3	2	3	1	1	2
CO4	3	3	1	2	2
CO5	3	3	1	2	2
<b>CO</b>	<b>2.4</b>	<b>2.6</b>	<b>1.0</b>	<b>1.5</b>	<b>2.0</b>

### Pedagogy

7. Lecture
8. Presentations
9. Live Data Analysis and Practical

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

3. Attendance
4. Class Participation
5. Class Test
6. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>17.5%</b>	<b>17.5%</b>	<b>27.5%</b>	<b>27.5%</b>	<b>10.0%</b>
Class Test	5	30.0%	30.0%	40.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	30.0%	70.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>16.7%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>26.7%</b>	<b>16.7%</b>
<b>Total</b>	<b>50</b>	<b>17.0%</b>	<b>19.0%</b>	<b>23.0%</b>	<b>27.0%</b>	<b>14.0%</b>

#### Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Time your Trades with Technical Analysis	Pradhan, Kale, Joshi	SPD	First	2010

#### Reference Book:

Book Title	Name of Author	Publisher	Edition No.	Year
A Complete Guide to Technical Trading Tactics	John Person	John Wiley & Sons		2014
Technical Analysis of the Financial Markets	John Murphy	New York Institute of finance		2020
Martin Pring's Introduction to Technical Analysis	Martin Pring	McGraw Hill	2nd	2017

#### E-Books:

Book Title	Name of Author	Publisher	Link	Year
NCFM Module – Technical				

Analysis				
The ultimate technical analysis handbook		Elliott Wave International	<a href="http://www.tradingportalen.com/dokument/The%20ultimate%20technical%20analysis%20handbook.pdf">http://www.tradingportalen.com/dokument/The%20ultimate%20technical%20analysis%20handbook.pdf</a>	2009
Step by Step Trading,	Dr. Alexander Elder	stockcharts.com	<a href="https://stockcharts.com/step-by-step-trading.pdf">https://stockcharts.com/step-by-step-trading.pdf</a>	2015
The E-Book of Technical Market Indicators 2.0		WallStreet Courier.com	<a href="http://www.wallstreetcourier.com/v/data_download/The_E-Book_of_Technical_Market_Indicators.pdf">http://www.wallstreetcourier.com/v/data_download/The_E-Book_of_Technical_Market_Indicators.pdf</a>	2013
Candlesticks, Fibonacci and Chart Pattern, Trading Tools	Robert Fischer, Jens Fischer	Wiley	<a href="http://www.saham-indonesia.com/Ebooks/Technical%20Analysis/Candlesticks%20Fibonacci%20and%20Chart%20Pattern%20Trading%20Tools.pdf">http://www.saham-indonesia.com/Ebooks/Technical%20Analysis/Candlesticks%20Fibonacci%20and%20Chart%20Pattern%20Trading%20Tools.pdf</a>	2003

**Course code** :  
**Semester** : **II**  
**Course Title** : **Forex Markets**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Describe the fundamental attributes of foreign exchange systems and markets to learn its framework.	L2: Understand	4	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Examine the mechanisms of the Forex Derivatives instruments to learn its usages.	L4: Analyse	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Analyse data points pertaining to forex markets to build trading strategies.	L4: Analyse	5	<u>Internal-Assignment</u> <u>End Term-Theory, Sums</u>
CO4	Assess the impacts of factors affecting exchange rates to gauge its impact on its pricing.	L5: Evaluate	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO5	Evaluate the forex hedging strategies implemented to measure its impact.	L5: Evaluate	5	<u>Internal-Assignment</u> <u>End Term-Theory Sums</u>



Sr No.	Hours	Units	Topics Mapped with CO	Cognition	Evaluation Tools
<b>1</b>	<b>4</b>	<b>Overview of Foreign Exchange Markets</b>			
(i)	4	Introduction to international Forex Markets International Exchange rate System International Monetary System	CO1: Describe the fundamental attributes of foreign exchange systems and markets to learn its framework.	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
<b>2</b>	<b>3</b>	<b>Factors affecting forex and its impact</b>			
(i)	3	Forex prediction of rates	CO4: Assess the impacts of factors affecting exchange rates to gauge its impact on its pricing.	L5 Evaluate	<u>Internal-Test</u> <u>End Term-Theory, Sums</u>
<b>3</b>	<b>8</b>	<b>Forex Derivatives</b>			
(i)	3	Features & uses of forex Markets and instruments - future and options and forwards	CO2: Examine the mechanisms of the Forex Derivatives instruments to learn its usages.	L4: Analyse	<u>Internal – Test</u> <u>End Term Theory</u>
(ii)	5	Execution of Forward contracts	CO3: Analyse data points pertaining to forex markets to build trading strategies.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Theory, Sums</u>
<b>4</b>	<b>5</b>	<b>Hedging Strategies</b>			
(i)	5	Interbank rates & Arbitraging Ready and forward Exchange rates hedging	CO5: Evaluate the forex hedging strategies implemented to measure its impact.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Theory Sums</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	1	-	2	-
CO2	3	3	-	2	-
CO3	3	3	1	2	1
CO4	2	3	-	3	-
CO5	3	3	1	2	1
<b>CO</b>	<b>2.6</b>	<b>2.6</b>	<b>1.0</b>	<b>2.2</b>	<b>1.0</b>

### Pedagogy

3. Lecture
4. Practical
5. Case Study Discussions

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>17.5%</b>	<b>17.5%</b>	<b>22.5%</b>	<b>20.0%</b>	<b>22.5%</b>
Class Test	5	30.0%	30.0%	0.0%	40.0%	0.0%
Assignment	5	0.0%	0.0%	50.0%	0.0%	50.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>16.7%</b>	<b>26.7%</b>	<b>20.0%</b>	<b>23.3%</b>
<b>Total</b>	<b>50</b>	<b>15.0%</b>	<b>17.0%</b>	<b>25.0%</b>	<b>20.0%</b>	<b>23.0%</b>

### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Foreign Exchange Arithmetic	I. Jeevananndan	Sultan Chand & Sons		2009

### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
International Finance	Rajiv Srivastava	Oxford	3rd	2017
Currency Derivatives	NISM	Taxmann		2020
Foreign Exchange Arithmetic	C. Jeevanandam	Sultan Chand & Sons		2009
International Finance	By G Shailaja	Universities Press	2nd	2011
International Financial Management	PG Apte	Tata McGraw Hill	4th	2006
R B I Circulars				

**Course code** :

**Semester** : **II**

**Course Title** : **International Trade Finance**

**No of Credits** : **2**

**Contact Hours** : **20 hrs (75 minutes per session)**

**Course Faculty** :

<b>Course Outcomes</b>	<b>Description</b>	<b>Cognition</b>	<b>Hours</b>	<b>Evaluation Tools</b>
CO1	Outline the concepts of international finance to have a basic grasp.	L2: Understand	3	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO2	Explain the functions of Indian and International trade financing bodies to get equip with the rules & regulations.	L2: Understand	3	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO3	Analyse use of Trade Finance instruments and its risks to know their sources.	L4: Analyse	5	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO4	Analyse the International Capital Financing alternatives to compare with domestic financing options.	L4: Analyse	6	<u>Internal-Assignment</u> <u>End Term</u> <u>Theory</u>
CO5	Assess India's balance of payments to gauge its impact on forex reserves.	L5: Assess	3	<u>Internal-Assignment</u> <u>End Term</u> <u>Theory</u>

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Introduction</b>			
(i)	3	Introduction & importance of international Finance	CO1: Outline the concepts of international finance to have a basic grasp.	L4: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
<b>2</b>	<b>3</b>	<b>Trade Finance Participants</b>			
(i)	3	Role of IMF, WTO, BATF Role of RBI, EXIM Other Trade Finance Participates FEMA regulation	CO2: Explain the functions of Indian and International trade financing bodies to get equip with the rules & regulations	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
<b>3</b>	<b>5</b>	<b>Trade Finance Instruments</b>			
(i)	5	Pre and Post Shipment Finance Payment-in-advance, Working Capital Loans, Factoring, Forfaiting, Bill Discounting, Letter of Credits, Benefits and Risks pf these instruments	CO3: Analyse use of Trade Finance instruments and its risks to know their sources.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
<b>4</b>	<b>6</b>	<b>International Capital Financing</b>			
(i)	6	International Equity Markets – Instruments, Rules, Regulations  International Bond Markets – Instruments, Rules, Regulations	CO4: Analyse the International Capital Financing alternatives to compare with domestic financing options.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Theory</u>
<b>5</b>	<b>3</b>	<b>Balance of Payments</b>			
(i)	3	BOP Components, Current, Capital account, Trend Analysis, Importance of Forex Reserves,	CO5: Assess India's balance of payments to gauge its impact on forex reserves.	L5: Assess	<u>Internal-Assignment</u> <u>End Term-Theory</u>

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs /	PO 1	PO 2	PO 3	PO 4	PO 5
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<b>Pos</b>					
CO1	3	1	-	-	-
CO2	2	1	1	3	2
CO3	3	2	1	2	2
CO4	3	2	-	2	-
CO5	2	3	-	2	2
<b>CO</b>	<b>2.6</b>	<b>1.8</b>	<b>1.0</b>	<b>2.3</b>	<b>2.0</b>

### **Pedagogy**

1. Lecture
2. Presentations
3. Real Data Discussions

### **Evaluation**

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### **Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>15.0%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>25.0%</b>	<b>20.0%</b>
<b>Class Test</b>	5	20.0%	40.0%	40.0%	0.0%	0.0%
<b>Project</b>	5	0.0%	0.0%	0.0%	60.0%	40.0%
<b>Attendance</b>	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>Class Participation</b>	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>10.0%</b>	<b>13.3%</b>	<b>26.7%</b>	<b>30.0%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>12.0%</b>	<b>16.0%</b>	<b>24.0%</b>	<b>28.0%</b>	<b>20.0%</b>

#### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
International Finance	Rajiv Srivastava	Oxford	Third	2017

#### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Currency Derivatives	NISM	Taxmann		2020
International Finance	By G Shailaja	Universities Press	Second	2011
International Financial Management	PG Apte	Tata McGraw Hill	Fourth	2006
R B I Circulars				

## E-Books

Book Title	Name of Author	Publisher	Link	Year
Currency Derivatives	NISM	Soft Copy		
Financial Treasury and Forex Management	ICSI	ICSI	<a href="http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf">http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf</a>	2014
Practical Module: Financial Treasury and Forex Management,	ICSI	ICSI	<a href="https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf">https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf</a>	2015
Foreign Exchange Market: An Introduction	A P Faure	bookboon	<a href="https://bookboon.com/en/foreign-exchange-market-an-introduction-ebook">https://bookboon.com/en/foreign-exchange-market-an-introduction-ebook</a>	2013

**Course Title** : Consultative Selling for Financial Managers (IFM)  
**No. of Credits** : 2  
**Contact Hours** : 20

### Course Description:

Selling and Customer interaction forms the backbone of all the departments. It is therefore imperative to instill these abilities in the PGDM course syllabus for the students. The purpose of selling may differ specialization wise- for example for a retail marketing person selling may be CRM and engaging the customer, whereas in HR terms it is, how effectively one can pitch the job at hand to a prospect. These modules have been curated keeping the specialization and purpose in mind.

Course Outcomes	Description	Cognition
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<b>CO 1</b>	Describe the introductory concepts related to selling and salesperson	<b>L2-Understand</b>
<b>CO 2</b>	Build a list of the competitors to classify them	<b>L3 - Apply</b>
<b>CO 3</b>	Solve the various ethical dilemmas associated with selling practices	<b>L3 - Apply</b>
<b>CO 4</b>	Develop a plan of action for pre-selling preparations	<b>L3 - Apply</b>
<b>CO5</b>	Analyse a situation to design a sales pitch, with the help of Role-play and devise the appropriate solution for the customer as per their requirement.	<b>L3 - Apply</b>

**The CO – PO Correlation matrix for the subject is given below:**

1 – Low, 2 – Medium, 3 – High, 0 – Low

<b>COs / Pos</b>	<b>PO 1</b>	<b>PO 2</b>	<b>PO 3</b>	<b>PO 4</b>	<b>PO 5</b>
CO1	1	2	1	2	3
CO2	1	2	1	2	3
CO3	3	3	2	2	3
CO4	3	3	2	2	3
CO5	3	3	3	3	3
	2.2	2.6	1.8	2.2	3

### **Course content:**

- 16.Sales Process
- 17.Product information
- 18.Stores Operation
- 19.FABing technique
- 20.Customer analysis
- 21.Buying pattern

## 22.Closing the sales call

### Session Plan

<b>Sessi on</b>	<b>Topic</b>	<b>TOPIC Mapped with CO</b>	<b>Cogniti on</b>
1	Introduction to Sales Define selling & the sales process How is sales different from marketing Difference between a product and a service Importance of product Information – Financial instruments Sales and the finance industry	CO1	Analyse
2	Attributes of a Professional Salesperson Teamwork Assertiveness Effective communication Emotional Intelligence Famous salesmen through the ages	CO2	Analyse
3	Sales and Ethics Pillars of professional selling Ethical selling Ethical dilemmas Consequences of mis-selling Appropriate behaviour Anger management	CO1	Analyse
4	Understanding Customer Base	CO2	Analyse

	Customer profiling – why is it necessary? Demographics & Segmentation Types of customer personalities Handling different types of customers Influencers		
5	How and Why of Competitor Analysis Current Finance products and real-life competitors	CO2	Analyse
6	FABing technique Real-life finance products and their FAB attributes	CO3	Analyse
7	Introduction to SPANCO Suspecting and Prospecting	CO3	Analyse
8	Methods of Prospecting BTL Marketing of finance instruments	CO3	Analyse
9	Introduction to ODPEC Approaching the client	CO3	Analyse
10	Persuasive Communication (Ethos / Pathos/ Logos)	CO3	Analyse
11	Identifying Customer Needs Listening skills (SPIN) Probing and questioning skills	CO2	Analyse

12	Proposing a Solution & Eliminating Doubts through the Art of Storytelling	CO4	Create
13	Closing a Call Handling uncertain situations	CO4	Create
14	Selling Finance Products Types of Finance Instruments Identifying the right customers	CO2, CO4	Analyse Create
15	Recap & Practicing Selling Skills through Role-Play	CO4	Create
16	Assessment	CO4	Create

<b>Pedagogy</b>
1. Lecture
2. Case Study
3. News/Article Analysis
4. Live Activity/Exercise
5. Videos

<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100

	%
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### Parameters of Internal Assessment:

1. Class Assignment
2. Class Test
3. Classroom Discussion
4. Case Study Analysis
5. Class Participation
6. Presentation

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	16%	25%	25%	14%	20%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Class Test	5	25%	25%	10%	20%	20%
Presentation	5	-	40%	40%	-	20%
<b>End Term</b>	<b>30</b>	<b>10%</b>	<b>10%</b>	<b>25%</b>	<b>25%</b>	<b>30%</b>

### Reference Book:

Reading reference and the latest cases are also provided by the faculty

**Course Title :** NGO Internship  
**Semester :** II  
**No. of Credit :** 2  
**Duration :** 20 hrs.

### Program Objectives:

- 1) Apply knowledge of management theories and practices to solve business problems.
- 2) Foster Analytical and critical thinking abilities for data-based decision making.
- 3) Ability to develop Value based Leadership ability.

- 4) Ability to understand, analyse and communicate global, economic, legal, and ethical aspects of business.
- 5) Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.

#### Course Outcomes

<b>Course Outcome: NGO Internship (0206300801)</b>			
<b>Course Outcomes</b>	<b>After the completion of course, students should be able to</b>	<b>Cognition</b>	<b>Remarks</b>
<b>0206300801.1</b>	Build an understanding of the role of NGO in social welfare and development	Understanding	
<b>0206300801.2</b>	Apply management concepts and tools to help the poor and underprivileged communities	Applying	
<b>0206300801.3</b>	Develop the skills needed to assist organizations in creating and implementing socially responsible projects	Creating	

#### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

<b>CO Code</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>
<b>0206300801.1</b>	3	2	3	2	-
<b>0206300801.2</b>	3	3	3	2	2
<b>0206300801.3</b>	1	1	2	2	3
<b>PO Attainment 0206300801</b>	3.3	2	2.6	2	2.5

#### Evaluation: Total 50 marks

Faculty Guide	10 Marks
NGO Guide	20 Marks
Poster Presentation and Viva	20 marks
<b>TOTAL</b>	<b>50 marks</b>

**Course Title** : **Leadership Lab**  
**Semester** : **II**  
**No. of Credits** : **2**  
**Contact Hours** : **20**  
**Course Facilitators** :

## Course Description

Leadership Lab provides an experiential component to the curriculum, where students explore the nuances to anticipate and realize emerging opportunities. Through integral methods of aligning mind, body and soul, the focus of this module is to awaken a new intelligence to face any complexities. Using Theory U, SPT, Systems thinking and traditional eastern teachings, this immersion focuses on enhancing the capacity to let their 'inner knowing' come to the surface. As a part of the lab they will have to go through the rigor of dialogues, discussions, and inquiry through Book reviews, readings, case discussions etc. Emotional, spiritual, relationship and physical quotient will be given emphasis and parallelly aligned with sessions of Yoga. Immersive, Experiential & Insightful, the course delivers a highly personalized learning experience with the ultimate goal of creating more Self- aware and adaptive individuals. Most of the learning occurs in "T-group" Harvard school like sessions in which small, intimate groups of students learn about themselves and the nuances of interpersonal dynamics.

### **PROGRAM OUTCOMES**

PO1	Apply knowledge of Management theories and practices to solve business problems.
PO2	Foster Analytical and critical thinking abilities for data-based decision making.
PO3	Ability to develop value-based Leadership ability.
PO4	Ability to understand, analyze and communicate global, economic, legal and ethical aspects.

PO5	Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
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### Course Outcomes:

CO Code	Student will be able to-	Cognition	Remarks
0203300311.1	Provide an experiential component focused on a set of broad managerial perspectives and skills	L3-Applying	
0203300311.2	Participate in a series of exercises and simulations designed to create the urgency and ambiguity that frequently accompanies real-life leadership challenges.	L4-Evaluating	
0203300311.3	Analyze the decisions and behaviors they exhibited in order to build greater self-awareness.	L5-Analysing	
0203300311.4	Experience the different stages of mind development	L6-Evaluating	
0203300311.5	Develop and reinforce cooperative behavior and establish lifelong fitness goals.	L6-Creating	

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / POs	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	1	2	3	3
CO2	1	3	2	3	3
CO3	3	3	3	3	3
CO4	3	2	3	3	3
CO5	1	2	3	3	3
Average	2	2.2	2.6	3	3

### Modules

- Introduction to Leadership.
- Leadership concepts and issues from a historical, theoretical, and global perspective.
- Changing trends in leadership including



Contemporary leadership styles and practices for the current workplace

- a) Physical – Body – Mind link (Weekly Yoga sessions)
- b) Mental/emotional – Classroom sessions
- c) Spiritual – Self -awareness and leadership discussions

**Note: Physical exercises (CO 5) through Yoga - asanas practise will be held once weekly and developed in alignment to classroom sessions.**

Sr. No.	Topic/Sub – topic	Reading Material	Topics Mapped with CO
1	Introduction: Importance of aligning physical, mental and emotional skills.	Johari Window Integral education - JK	1, 3
2	Levels of listening	Presencing institute resource	1, 2, 3
3	Dialogue Process	On Dialogue – David Bohm	1, 2
4	Introduction to Systems Thinking	Peter Senge	3
5	Right way of seeing- Breaking assumptions and perceptions	Mental Models/ Stephen Covey	2,4, 5
6	Using Boundary profiles	David Kantor	3, 4
7	Humble Inquiry	Edward Schein	3, 4, 5
8	Introduction to U process	Otto Scharmer	2, 3, 4,
10	Empathy Walk	Sharing experience/ Reading Emotional dramas – James Redfield	1,4, 5
11	Level IV Leaders	Joseph Jaworski – Generon International	1, 2, 3,4
12	Social Presencing Theatre	Presencing institute resources	2,3, 4, 5
13	Systems Archetypes	P.Senge, A.Rutherford	1,3
14	Level IV competencies	360* assessment	3, 5
15	Decision making using Co-Sensing & Presencing	Flow – Mihaly C/ Presencing institute resources	2, 3, 4
16	Prototyping	Presentations	3, 4, 5

### Evaluation:

<b>Internal Assessment</b>	<b>20 Marks</b>
<b>External Assessment</b>	<b>30 Marks</b>
<b>Internal Assessment:</b>	
<b>Reflection Journals</b>	<b>10 Marks</b>

<b>Dialogue</b>	<b>05 Marks</b>
<b>Coaching circles</b>	<b>05 Marks</b>
<b>ETE</b>	<b>30 Marks</b>

<b>Pedagogy</b>
1. Dialogue
2. Empathy walk
3. SPT
4. Book Reviews
5. Management games/simulation

<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

#### **Parameters of Internal Assessment:**

1. Reflection Journals
2. Book Reviews
3. Dialogue
4. Coaching circles
5. Class Participation

#### **Text Book:**

1. Class Reading materials

#### **Reference Books:**

1. Fifth Discipline: The art & practice of learning organization, Peter Senge, Deckle edge, 2006
2. Flow, The Psychology of Optimal Experience, Mihaly Csikszentmihalyi, Harper Collins, 2008
3. 7 habits of highly successful people, Stephen Covey
4. Emotional intelligence, Daniel coleman
5. Humble Inquiry; The Gentle Art of Asking Instead of Telling, Edgar H. Schein, Berrett-Koehler Publishers, 2013
6. The Essentials of Theory U, C.Otto Scharmer, Berrett-Koehler Publishers, 2018
7. J.Krishnamurti's Letters to His Schools, K Foundation, 2011
8. On Dialogue, David Bohm, Rutledge Classics, 1990
9. Source – The inner path of knowledge creation, Joseph Jaworski, Berrett-Koehler Publishers, 2012
10. The Power of Habit: Why We Do What We Do in Life and Business, Charles Duhigg,

**Course Title: Managerial Communication - 2**

**Semester : II**

**Credit: 2**

**Duration: 20 hrs**

**Course Description:**

This course is designed to cover the various aspects of verbal and non-verbal communication through the speaking circle and help students gain a sound knowledge of communication practices and understand ways of applying these skills in the future roles they hope to play in the organization. Along with an appropriate mix of theory and practical examples, the topics are dealt with the help of role plays, PowerPoint presentations, and instructional videos. At the end of the course, the students will be able to learn and practice effective emotional intelligence and critical thinking. They would be able to display empathy at work and improve teamwork and improve professional relationships. The course also aims to enhance their ability to analyse multiple perspectives and arrive at better decision making.

**Contents:**

- 15. Emotional intelligence
- 16. Critical Thinking with 6 thinking hats
- 17. The Speaking Circle
- 18. Students Presentation

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the concept of six thinking hats to brainstorm multiple perspectives and arrive at better decision making.	K2: Understand	6.0	<u>Internal</u> Assignment, Class test <u>End Term-</u> Case Study
CO2	Apply elements of quick thinking to brainstorm ideas quickly and come across as a more confident speaker	K3: Apply	2.5	<u>Internal-</u> Practical, Class Test <u>End Term-</u> Case Study / Short Note

CO3	Describe ways to create and maintain the impression of credibility, power, and efficiency during business presentations.	K3: Apply	14	Internal- Presentation End Term- Case Study
CO4	Apply elements of public speaking creatively to deliver ted talks picture story telling, news discussions	K3: Apply	2.5	Internal- Class Test, Case Study End Term- Theory
CO5	Analyse the concepts and techniques of emotional intelligence to resolve personal and workplace problems.	K4: Analyse	2.5	Internal- Class Test, Case Study End Term- Theory

**The CO – PO Correlation matrix for the subject is given below:**

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
CO 1	3	3	3	3	1
CO 2	1	3	3	3	1
CO 3	1	3	1	3	
CO4		3	1	3	
CO5	1	3	3	3	3
CO5	1.5	3	22	3	1.66

### Session Plan

Session	Topics	Topic Mapped with CO	Cognition
2	Critical Thinking with 6 Thinking Hats	CO1 CO2	Apply Analyse

2	Emotional Intelligence	CO2	Analyse
4	Student Presentations		
8	The Speaking Circle  16. News Room 17. Make a Ted 18. Questions Battle 19. Picture Storytelling 20. Story Chain		

<b>Pedagogy</b>
1. Lecture
2. Case Study
3. News/Article Analysis
4. Live Activity/Exercise
5. Videos

<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

### Parameters of Internal Assessment:

- 13. Attendance
- 14. Class Participation
- 15. Students Presentation

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	10%	30%	30%	10%	20%
Attendance	5	20%	20%	20%	20%	20%

Class Participation	5	20%	20%	20%	20%	20%
Presentation	10		25%	25%	25%	25%
<b>End Term</b>	<b>30</b>	<b>10%</b>	<b>25%</b>	<b>25%</b>	<b>20%</b>	<b>20%</b>

### Text Book:

- 1) Study material to be given by the resource person.

### Reference Books:

Business Communication

(Connecting At work)

- Hory Sankar Mukerjee. 1st Ed., Oxford

Technical Communication -  
Press, 2010

Meenakshi Raman & Prakash Singh, Oxford University

### Course code:

Semester: II

Course Title: Advance Excel

No of Credits: 2

Contact Hours: 20 hrs (75 minutes per session)

Course Faculty: Prof. Gayatri Sheth

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Understand</b> custom sorting techniques, identifying and removing duplicate entries	K2: Understand	2.0	<u>Internal</u> Test, Practical, Project Presentation
CO2	<b>Compute</b> financial, logical, database and statistical, lookup and nesting of formulae on databases.	K3: Apply	10.0	<u>Internal</u> Test, Practical, Project Presentation
CO3	<b>Analyze</b> data using various features under Data Validation and 'What If' analysis	K4: Analyze	3.0	<u>Internal</u> Test, Practical, Project

				Presentation <u>End Term-</u> Test
CO4	<b>Infer</b> reports using pivot tables and slicers. <b>Infer</b> dashboards for effective report creation.	K4: Analyze	3.5	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test
CO5	<b>Examine</b> Macros using VB script	K4: Analyze	1.5	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	1	1	1	-	-
CO2	2	2	3	-	1
CO3	1	2	3	-	1
CO4	1	2	3	-	1
CO5	1	-	1	-	-
<b>CO</b>	<b>1.2</b>	<b>1.75</b>	<b>2.2</b>	<b>-</b>	<b>1.0</b>

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2.0</b>	<b>Working with Excel List functions</b>			
(i)	2.0	12.Sorting a List Using Single Level Sort 13.Sorting a List Using Multi-Level Sorts 14.Using Custom Sorts in an Excel List 15.Filter an Excel List Using the AutoFilter Tool 16.Creating Subtotals in a List 17.Format a List as a Table 18.Using Conditional Formatting to Find Duplicates 19.Removing Duplicates	CO1: <b>Understand</b>	K2: Understand	<u>Internal</u> Test, Practical, Project Presentation
<b>2</b>	<b>3.0</b>	<b>Excel Database and Statistical formulae</b>			
(i)	1.5	Database formulae: 1. Excel Function: DSUM() 2. Excel Function: DAVERAGE() 3. Excel Function: DCOUNT() 4. Excel Function: DCOUNTA() 5. Excel Function: DMAX() 6. Excel Function: DMIN()	CO2: <b>Compute</b>	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
ii)	1.5	Statistical formulae 7. Using Excel's IF() Function 8. Using Excel's COUNTIF() Function 9. Using Excel's COUNTIFS() Function 10.Using Excel's AVERAGEIF() Function 11.Using Excel's AVERAGEIFS() Function 12.Using Excel's SUMIFS() Function 13.Using Excel's SUMIF() Function	CO2: <b>Compute.</b>	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation



<b>3</b>	<b>3.0</b>	<b>Excel Logical and Financial formulae</b>			
(i)	1.0	Logical formulae 4. Using Excel's IF() Function 5. Nesting Excel's IF() with AND() Function 6. Nesting Excel's IF() with OR() Function	CO2: <b>Compute</b>	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
(ii)	2.5	Financial formulae 7. Using Excel's FV() and PV() Function 8. Using Excel's RRI() with PMT() Function 9. Using Excel's NPV() with IRR() Function	CO2: <b>Compute</b>	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
<b>4</b>	<b>4.0</b>	<b>Working with Excel's Lookup Functions</b>			
(i)	4.0	12. Using Excel's VLOOKUP() Function 13. Using Excel's HLOOKUP() Function 14. Using Excel's INDEX() and MATCH() OFFSET() and CHOOSE() Functions 15. Nested VLOOKUP() 16. VLOOKUP() using MATCH() and INDEX()	CO2: <b>Compute</b>	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
<b>5</b>	<b>1.5</b>	<b>Data Validation In Excel</b>			
(i)	1.0	5. Data Validation using Indirect() 6. Creating a Validation List 7. Adding a Custom Validation Error 8. Department Specific Formulae	CO3: <b>Analyze</b>	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation  <u>End Term-</u> Test
<b>6</b>	<b>1.5</b>	<b>Mastering Excel's "What If?" Tools</b>			
(i)	1.5	19. Working with Excel's Goal Seek Tool	CO3: <b>Analyze</b>	K4:	<u>Internal</u> Test, Practical,

		20. Working with Excel's Solver Tool 21. Building Effective Data Tables in Excel 22. Analysing Scenario's in Excel	.	Analyze	Project Presentation <u>End Term-Test</u>
<b>7</b>	<b>3.5</b>	<b>Excel Pivot Tables, Pivot Charts, and working on Dashboard</b>			
(i)	2.5	15. Working with Excel PivotTable 16. Modifying Excel PivotTable Calculations 17. Grouping PivotTable Data 18. Formatting PivotTable Data 19. Drilling Down into PivotTable Data 20. Working with Pivot Charts 21. Filtering PivotTable Data	CO4: <b>Infer</b>	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-Test</u>
(ii)	1.0	22. Filtering with the Slicer Tool 23. Working with Dashboard using the above tool.	CO4: <b>Infer</b>	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-Test</u>
<b>8</b>	<b>1.5</b>	<b>Microsoft Excel Macros and VBA</b>			
(i)	1.5	10. Working with Excel Macros 11. Activating the Developer Tab in Excel 12. Working with the Macro Recorder 13. Editing a Macro with VBA 14. Working Buttons to run Macros	CO5: <b>Examine</b>	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-Test</u>

### **Pedagogy**

21. Lecture

22. Test

## 23. Project Presentation

### **Continuous Evaluation-50 Marks**

#### **Parameters of Internal Assessment:**

13. Attendance-5 Marks

14. Class Participation-5 Marks

15. MCQ-10 Marks

16. Project-10 Marks

17. Viva-5 Marks

18. Case Study Based Questions-15 Marks

#### **Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	21%	24%	22%	18%	15%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Project-1	5	10%	30%	30%	20%	10%
Project-2	5	10%	30%	30%	20%	10%
<b>End Term</b>	<b>30</b>	<b>15%</b>	<b>40%</b>	<b>15%</b>	<b>30%</b>	<b>-</b>

#### **Reference Book:**

Book Title	Name of Author	Publisher	Edition No.	Year
Excel 2013 Power Programming with VBA	John Walkenbach	Wiley & Sons, Incorporated, John	-	2007
Excel 2016 Power Programming with VBA	Michael Alexander Dick, Kusleika	Wiley	1 <sup>st</sup>	2016

**E-Books:**

Book Title	Name of Author	Publisher	Link	Year
Microsoft Word 2013™ An Essential Guide (Level 1)	-	.reading.ac.uk	<a href="http://www.reading.ac.uk/web/files/its/WordEssen13.pdf">http://www.reading.ac.uk/web/files/its/WordEssen13.pdf</a>	2014
Corporate Finance Institute-Excel	-	Corporatefinanceinstitute.com	<a href="https://corporatefinanceinstitute.com/resources/ebooks/excel-book-pdf/">https://corporatefinanceinstitute.com/resources/ebooks/excel-book-pdf/</a>	2013

**Course Title : Verbal Skills and Quantitative Analysis - 2**

**Semester : II**

**Credit : 2**

**Duration : 20 hrs**

**Course Description**

This course is designed to cover the basics of Arithmetic and Reasoning and to build a good hold on concepts for students which will prepare them for questions asked in the Placement Aptitude Tests. Each module will cover important topics from Quants and Reasoning, focusing on building a strong foundation on the topics. The course is divided into 10 parts, each part covering an important module from the arithmetic section. Apart from training in classes, they will be solving 300+ questions in total, during the sessions, which will confirm their progress.

**Contents**

- 27. Time, Speed and Distance
- 28. Time and Work
- 29. Data Interpretation
- 30. Mensuration
- 31. Clocks and Calendars
- 32. Syllogism and Venn Diagrams
- 33. Logical Reasoning: Linear Arrangements
- 34. Logical Reasoning: Circular Arrangements
- 35. Logical Reasoning: Matrix Arrangements
- 36. Advanced Tenses
- 37. Advanced Prepositions
- 38. Sentence Completion Questions
- 39. Para jumbles

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	<b>Understand Rules of</b> Tenses & Prepositions to solve sentence completion & correction questions	<b>L2 -Underst and</b>	<b>2.5</b>	Internal Test,
CO2	<b>Understand</b> the patterns of clocks, calendars and venn diagrams to encourage higher order thinking.	<b>L2 -Underst and</b>	<b>4</b>	Internal Test,
CO3	<b>Apply</b> short cut techniques and strategies to correctly answer parajumbles & sentence completion	<b>L3 - Apply</b>	<b>2.5</b>	Internal Test,
CO4	<b>Apply</b> tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	<b>L3 - Apply</b>	<b>6</b>	Internal Test,
CO5	<b>Analyze</b> the given data logically to enhance the problem-solving ability.	<b>L4 - Analyse</b>	<b>5</b>	Internal Test,

The CO – PO Correlation matrix for the subject is given below:

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
CO1	1	3	1	1	1
CO2	-	3	-	2	1
CO3	1	3	-	-	-
CO4	1	3	-	1	2
CO5	1	3	-	1	1
CO					

## Session Plan

Session	Hours	Topics	Topic Mapped with CO	Cognition	Evaluation Tool
1	1.25 hours	Advanced Tenses	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,
2	1.25 hours	Advanced Prepositions	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,
3	1.25 hours	Sentence Completion Questions	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Apply	Internal Test,
4	1.25 hours	Para jumbles	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Apply	Internal Test,
5-6	2.5	Time Speed and Distance: Basics, Unit Conversions, Average and relative speed, late and early	CO1-Apply tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	Apply	Internal Test,

		arrivals, problems on trains, boats & streams			
7-8	2.5	Time and Work: Efficiency, Man- Days, pipes and cisterns	CO1-Apply tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	Apply	Internal Test,
9	1	Mensuration: Areas and Perimeters of 2 Dimensional figures, Basic concepts of 3 Dimensional figures	CO1-Apply tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	Apply	Internal Test,
10	1	Logical Reasoning: Linear Arrangements	CO5- Analyze the given data logically to enhance the problem solving ability.	Analyze	Internal Test,
11	1.5	Logical Reasoning: Circular Arrangements	CO5- Analyze the given data logically to enhance the problem solving ability.	Analyze	Internal Test,
12	1.5	Logical Reasoning: Matrix Arrangements	CO5- Analyze the given data logically to enhance the problem solving ability.	Analyze	Internal Test,
13	1	Data Interpretation: Problems based on bar graphs, pie charts, line graphs etc.,	CO5- Analyze the given data logically to enhance the problem solving ability.	Analyze	Internal Test,

14	1.5	Clocks and Calendars: Basic Concepts, angles between the minute and the hour hand, faulty clocks, mirror image time, ordinary year, leap year, odd days, decoded day of the week	CO2- Understand the patterns of clocks, calendars, Venn diagrams to encourage higher order thinking.	Understand	Internal Test,
15-16	2.5	Syllogism and Venn Diagrams: Concepts, Tricks and Questions	CO2- Understand the patterns of clocks, calendar, and Venn diagrams to encourage higher-order thinking.	Understand	Internal Test,

<b>Pedagogy</b>
1. Lecture
2. Practice exercises

### Parameters of Internal Assessment:

1. Class Test
2. Class Participation
3. Attendance

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	30%	20%	20%	10%	20%
Class Test 1 Quants	10	50%	50%			



<b>Class Test 2 Quants</b>	<b>10</b>			<b>50%</b>	50%	
<b>Class Test Verbal</b>	<b>10</b>					<b>100%</b>

### **Reference Book:**

R.S. Agarwal - First Edition: 1989

Uma Maheshwari- GACP - First Edition: 2017

For verbal ability, study material would be provided by the respective faculty

**Course Code : 300314**  
**Course Title : Career Management - 2**  
**Semester : II**  
**Credit : 2**  
**Duration : 20 hrs**

### **Course Description:**

This course would help the students to prepare themselves for the internship, understand their roles and responsibilities as an intern. The dos and don'ts to make their internship experience more useful and meaningful. Creating their video resume & cover letter to stand out among a crowd of applicants, being able to conduct themselves in a Group Discussion and successfully clear PI rounds for the internship are the primary objectives of this course.

### **Content:**

- 10. Cover Letter
- 11. Building effective video resumes
- 12. Group Discussion and Personal Interviews

Course Outcomes	Description	Cognition	Hours	Evaluation
CO1	Understand the importance of quick thinking and situation handling skills to ace interview process for campus internship placements	<b>L2 - Understand</b>	<b>1</b>	<b>Internal - Assignment</b>
CO2	Compare self and peer contribution w.r.t verbal and non-verbal communication during Case based Group Discussion for self-improvement	<b>L3- Apply</b>	<b>2</b>	<b>Internal - Group Discussion</b>
CO3	Outline an effective cover letter highlighting their suitability for the role to stand out among the pool of applicants	<b>L3- Apply</b>	<b>10</b>	<b>Internal - External - Case Study</b>
CO4	Classify information in order to make an appealing video resume highlighting their skills, education, achievements in the best possible way to have an edge over other applicants	<b>L4- Analyze</b>	<b>2</b>	<b>Internal Class Test</b>
CO5	Determine the industry of their choice by shortlisting the roles, profiles & sector for internship placements.	<b>L5- Evaluate</b>	<b>1</b>	<b>Class Test</b>

The CO – PO Correlation matrix for the subject is given below:

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
CO1	2	3	1	3	1
CO2	1	3	2	2	-
CO3	-	2	3	-	3
CO4	-	2	3	1	-
CO5	-	2	1	2	-

CO	1.5	2	2	2	2
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## Session Plan

Session No.	Hrs	Topic/Subtopic	TOPIC Mapped with CO	Cognition	Evaluation Tools
1	1	Road Map and Placement Guidance	CO5- Determine the industry of their choice by shortlisting the roles, profiles & sectors for internship placements.	Evaluate	
2	1	Video Resumes	CO4- Classify information in order to make an appealing video resume highlighting their skills, education, achievements in the best possible way to have an edge over other applicants	Apply	Internals
3	1	Cover Letter	CO3-Outline an effective cover letter highlighting their suitability for the role to stand out among the pool of applicants	Apply	Internals- Assignment
4-6	3	Overview of a Group Discussion (Practice -Case Study)	CO2- Compare self and peer contribution w.r.t verbal and non-verbal communication during Case based Group Discussion for self improvement	Apply	Internals

7-16	9	Mock Personal Interview	CO1 Understand the importance of quick thinking and situation handling skills to ace interview process for campus internship placements	Create	Internals
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Pedagogy	
1. Lecture	
2. Case Study	
3. News/Article Analysis	
4. Live Activity/Exercise	
5. Videos	
Evaluation:	
Internal	80%
External	20%
Total	100%

#### Parameters of Internal Assessment:

- 59. Personal Interview
- 60. Class Participation
- 61. Attendance

#### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	30%	10%	10%	25%	25%

Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Personal Interviews	10	-	-	-	30%	70%
<b>End Term</b>	<b>30</b>	<b>15%</b>	<b>15%</b>	<b>20%</b>	<b>20%</b>	<b>30%</b>

**Reference Books:**

Interviews and GD – GK Publication

GD and Interview – R. Gupta and Anand Gaugaly

How to succeed in GD and Interview – SK Mondal

**Course Title : Capstone Project Phase 1**

**Semester : II**

**No of Credit : 2**

**Duration : 20 hrs**

**PROGRAM OUTCOMES**

1. Generate conceptual knowledge regarding business management.
2. Apply knowledge of management theories and practices to solve business problems.
3. Foster Analytical and critical thinking abilities for data-based decision making.
4. Ability to develop value based leadership ability.
5. Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
6. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
7. Ability to conduct interdisciplinary research.

8. Equip with knowledge and skills for transition from campus to corporate.

Course Outcome : Capstone Project Phase I			
Course Outcomes	After the completion of projects students should be able to	Cognition	Remarks
	Co1- Identify the sector, conduct preliminary industry analysis and finalise scope of work	<b>L2: Understand</b>	
	CO2 – To identify a business problem and to make a functional research topic	<b>L2: Understand</b>	
	C03 : Ability to compare existing literature , theories and evidence	<b>L2 : Understand</b>	
	CO4 : Able to identify gap in existing literature and develop scope for additional research	<b>L3: Apply</b>	
	CO5 – They will be able to apply research outcomes and prepare research design	<b>L3: Apply</b>	

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

CO Code	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	2	1	3	2	3	1
CO2	3	3	3	1	3	2	3	1
CO3	3	3	3	1	3	2	3	1
CO4	3	3	3	1	3	2	3	1
CO 5	3	3	3	1	3	2	3	1
PO attainment	3	3	2.8	1	3	2	3	1

**Course Code : 0206300803**

**Course Title : Industry Internship Project**

**Semester : II**

**No. of Credit : 8**

**Duration : 80 hrs.**

**Program Objectives:**

- 1) Apply knowledge of management theories and practices to solve business problems.
- 2) Foster Analytical and critical thinking abilities for data-based decision making.
- 3) Ability to develop Value based Leadership ability.
- 4) Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
- 5) Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.

Course Outcome: Industry Internship Project (0206300803)			
Course Outcomes	<i>After the completion of course, students should be able to</i>	Cognition	Remarks
0206300803.1	Familiarizing the organization culture and its management functions	<b>Analyzing</b>	

0206300803.2	Application of knowledge and techniques of Business Management in organizational context.	<b>Applying</b>	
0206300803.3	Acquiring problem solving and decision-making skills and evaluating business strategies and plan through critical thinking skills	<b>Evaluating</b>	
0206300803.4	Framing suitable domain specific solutions to business problems.	<b>Creating</b>	

### Mapping COs with POs

62. Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs	PO1	PO2	PO3	PO4	PO5
0206300803.1	-	1	1	3	-
0206300803.2	3	2	-	3	1
0206300803.3	-	3	3	1	-
0206300803.4	-	3	1	2	3
<b>PO Attainment level</b>	<b>3</b>	<b>2.2</b>	<b>1.6</b>	<b>2.2</b>	<b>2</b>





# Semester III

**Course Code** : 0205300356  
**Course Title** : Strategic Management  
**Semester** : III  
**Credit** : 2  
**Duration** : 20 hrs. (75 minutes per session)

Strategic Management is a course that covers the direction of Business and its long-term performance. The course trains the learner in applying the concepts of functional, business and corporate strategies and doing competitor's analysis with the help of tools and techniques and also includes the global perspectives of Strategy.

### Program Outcomes

1. Apply knowledge of management theories and practices to solve business problems.
2. Foster Analytical and critical thinking abilities for data-based decision making.
3. Ability to develop Value based Leadership.
4. Ability to understand, analyze and *communicate* global, economic, legal, and ethical aspects of business.
5. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.

### Course Outcomes

After completing the course, the student should be able to-

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
<b>CO 1</b>	<b>Explain</b> the Business Environment and its relation to the Strategic Management process.	<b>K2 Understanding</b>	4	<u>Internal Quiz</u> <u>End Term-Theory</u>

<b>CO 2</b>	<b>Apply</b> the Strategic Management tools for the optimum organizational performance.	<b>K3 Applying</b>	4	<u>Internal-Case</u> <u>End Term-</u> Theory
<b>CO 3</b>	<b>Construct</b> the strategic tools and techniques for corporate /business/functional levels of the decision making.	<b>K3 Applying</b>	3	<u>Internal-Test,</u> <u>Presentation</u> <u>End Term-</u> Application Questions
<b>CO 4</b>	<b>Examine and infer</b> the various strategic alternatives and determine the appropriate strategy in real world scenarios.	<b>K 4 Analyzing</b>	6	<u>Internal-Test,</u> <u>Presentations</u> <u>End Term-</u> Theory & Case
<b>CO 5</b>	<b>Assess and integrate</b> knowledge from Strategic Management to solve problems in a large multi-disciplinary context.	<b>K5 Evaluating</b>	3	<u>Internal-Test, Project</u> <u>End Term-</u> Case/Theory

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

<b>COs / POs</b>	<b>PO 1</b>	<b>PO 2</b>	<b>PO 3</b>	<b>PO 4</b>	<b>PO 5</b>
CO1	3	3	-	1	3
CO2	3	1	2	3	2
CO3	2	2	2	2	1
CO4	2	2	1	3	3
CO5	2	2	1	2	3
<b>CO</b>	<b>2.4</b>	<b>2.0</b>	<b>1.2</b>	<b>2.2</b>	<b>2.4</b>

### Session Plan

Sr. No	Hrs	Units	COs	Topics Mapped with CO	Evaluation Tools
1	4	<b>Introduction to Strategic Management</b>			
(i)	4	Organizations and strategy- What is Strategy? What makes a strategy winner? Strategic Management and competitiveness	CO1: <b>Explain</b> the Business Environment and its relation to the Strategic Management process.	K2: Understand	Internal-Quiz <u>End Term-Theory/Short Notes</u>
2	6	<b>Environmental Analysis</b>			
(i)	4	Evaluating the External Environment: Strategically relevant factors, Industry driving forces, Industry KSFs. Competition, and Competitor Analysis, Competitive weapons for competing with rivals. ETOP Study. I/O Model of Above Average Returns	CO2: <b>Apply</b> the Strategic Management tools for the optimum organizational performance.	K3 & K4 Apply & Analyze	<u>Internal-Case Study</u> <u>End Term-Theory Questions</u>
(ii)	2	The Internal Organization: Resources, Tests of Resource's Competitive Power. Capabilities, Competencies, and Competitive Advantages, Distinctive Competence, Resource Based Model	CO4: <b>Examine and infer</b> the various strategic alternatives and determine the appropriate strategy in real world scenarios.		<u>Internal-Case Study</u> <u>End Term-Theory Questions</u>
3	7	<b>Competition Analysis and Types of Strategy</b>			
(i)	3	Business-Level Strategy, Competitive Rivalry and dynamics, Quest for competitive advantage and Dynamics, Industry Analysis. Outcomes of Environment and industry analysis. (The Herfindahl-Hirchman Index)	CO3: <b>Construct</b> the strategic tools and techniques for corporate, business and functional levels of the decision making.	K3 & K4 Apply & Analyze	<u>Internal-Test</u> <u>End Term-Theory Questions</u>
	4	Corporate-Level Strategy- Grand Strategies, Portfolio Analysis and Corporate Parenting, Strategic Acquisition and Cor-	CO4: <b>Examine and infer</b> the various strategic alternatives and determine the appropriate strategy in real world scenarios.		<u>Internal-Test/Presentations</u> <u>End Term-</u>

		porate Restructuring, Rationale for re-structuring, Global Strategy, The three main strategic approaches, Profit sanctuaries and Cross Border Strategic Moves.			Comprehensive Case
4	3	<b>Cooperative Strategies and Organizational Structure Decisions</b>			
(i)	3	Cooperative Implications for Strategy, Structure and Controls with Organizations, Stages of Development of Organization, Organization Design and Change.	CO5: <b>Assess and integrate</b> knowledge from Strategic Management to solve problems in a large multi-disciplinary context.	K4 & K5 Analyze & evaluate	<u>Internal-Test</u> <u>End Term-Theory Questions</u>

### Pedagogy

40. Lecture  
41. Case Studies  
42. Flipped Classroom

### Evaluation

Internal 60%

External 40%

**Total 100%**

### Parameters of Internal Assessment:

63. Attendance & Class Participation  
64. Class Test and Assignments

65. Reflection Journals

66. Projects

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	15%	18%	22%	24%	21%
Attendance & Class Participation	5	20%	20%	20%	20%	20%
Class Test & Assignments	5	30%	30%	15%	15%	10%
Reflection Journals	5	10%	20%	30%	20%	20%
Projects	5	-	-	30%	40%	30%
<b>End Term</b>	<b>20</b>	<b>5%</b>	<b>15%</b>	<b>30%</b>	<b>30%</b>	<b>20%</b>

**Textbook:**

Book Title	Name of Author	Publisher	Edition No.	Year
Strategic Management- Competitiveness & Globalization	Hitt, Ireland & Hoskisson	Cengage	12th	2021

**Reference Books:**

Book Title	Name of Author	Publisher	Edition No.
Strategic Management- Theory and Cases- An integrated Approach	Charles Hill, Mellissa Schilling & Gareth Jones	Cengage	13th
Economics of Strategy	David Besanko, David Dranove, Mark Shanley, and Scott Schaefer	Wiley India	Edition 6 International Student Version
Strategy and the Business Landscape	P Ghemawat	Ghemawat Publishing	4 <sup>th</sup>
Crafting and Executing Strategy- The Quest for Competitive Advantage- Concepts and Cases	Arthur A Thompson Jr, Margaret A Peteraf, John E Gamble and A J Strickland III	McGrawHill	22nd
Concepts in Strategic Management and Business Policy	Thomas L Wheelen et al	Pearson	15th



**Course Title : Business Ethics & Corporate Governance**  
**Semester : III**  
**Credit : 2**  
**Duration : 20 hrs. (75 minutes each)**

### Course Description:

The need for Business Ethics is very much essential and applicable for today's organizations due to the stringent expectations of society and stakeholders regarding business performance. The intellectual roots of the subject are drawn from human values, philosophy, Political theories and its corollaries. The course initially aims at examining real-life ethical dilemmas and challenges in business, through case studies.

CO Code	Course Outcome : Student will be able to	Cognition	Hours	Evaluation Tools
CO1	<b>Outline</b> the scope and importance of ethics and ethical behaviour in personal and professional life	K2-Understand	5	<u>Internal</u> Quiz, test
CO2	<b>Manage</b> and Analysis ethical issues in business and challenges in functional areas to work for the welfare and betterment of stakeholders.	K3 -Apply	7	<u>Internal</u> Dialogue and Role Play
CO3	Imbibe ethical issues in corporate governance and to adhere to ethical codes	K4-Analyse	5	<u>Internal</u> Test, Role Play End-term Exam
CO4	<b>Assess</b> various corporate social responsibilities and practise in their professional life	K5-Evaluate	3	<u>Internal</u> Test, Case Study End-term-Exam

### Mapping COs with POs

Scale 1 - low alignment, 2 - Moderate alignment, 3 - high alignment, - No alignment

COs / POs	PO 1	PO 2	PO 3	PO 4	PO 5

CO1	3	1	1	3	1
CO2	3	3	1	3	2
CO3	3	3	3	3	3
CO 4	3	3	3	3	3
CO5	2	1	1	3	2
CO	2.8	2.2	1.8	3	2.2

### **Syllabus and CO mapped**

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	4	<b>Introduction to Business Ethics and Overview</b>			
(i)	4	Theoretical approaches to Business Ethics, Ethics and Morality, Indian Thoughts on Ethics, Ethical Dilemma	CO1: <b>Outline</b> the scope and importance of ethics and ethical behavior in personal and professional life	K2: Understand	<u>Internal</u> Quiz, Test
2	4	<b>Business and Environment</b>			
(i)	4	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	CO2: <b>Manage</b> and Analysis ethical issues in business and challenges in functional areas to work for the welfare and betterment of stakeholders.	K3: Apply	<u>Internal</u> Dialogue and Role Play
3	4	<b>Ethics in Functional areas</b>			
(i)	4	Ethical issues in Marketing and Consumer Protection Act, Ethical issues in HRM, Finance, IT	CO2: <b>Manage</b> and Analysis ethical issues in business and challenges in functional areas to work for the welfare and betterment of	K3: Apply	<u>Internal</u> Test, Role Play End-term Exam

			stakeholders		
<b>4</b>	<b>4</b>	<b>Corporate Governance and Regulatory Framework</b>			
(i)	4	Significance of Corporate Governance in business environment, regulatory framework, Cadbury Committee Report, Narayan Murthy, Committee Report, Role of SEBI, Companies Act 2013	CO3: Imbibe ethical issues in corporate governance and to adhere to ethical codes	K4-Analyse	<u>Internal</u> Test, Case Study End-term-Exam
<b>5</b>	<b>4</b>	<b>Corporate Social Mechanism</b>			
(i)	4	Understanding the Indian scenario of Corporate Social responsibility, Understanding the various models such as Anglo-American Model, German Model, Japanese Model	CO4: Assess various corporate social responsibilities and practise in their professional life	K5-Evaluate	<u>Internal</u> Test, Case Study End term-Exam

#### SESSION-WISE COURSE OUTLINE:

Session	Topics	Aligned CO's
<b>1</b>	<b>Introduction to Business Ethics and Overview,</b>	<b>CO1</b>
<b>2</b>	Theoretical approaches to Business Ethics, Ethics and Morality, , Ethical Dilemma	<b>CO1</b>
<b>3</b>	Various theories of Ethics	<b>CO1</b>
<b>4</b>	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	<b>CO2</b>
<b>5</b>	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	<b>CO2</b>
<b>6</b>	Ethical issues in Marketing and Consumer Protection Act,	<b>CO2</b>
<b>7</b>	Ethical issues in HRM,	<b>CO2</b>
<b>8</b>	Ethical issues Finance, IT	<b>CO2</b>
<b>9</b>	Significance of Corporate Governance in business environment, regulatory framework,	<b>CO3</b>

10	Cadbury Committee Report ,Narayan Murthy, Committee Report, Role of SEBI,	<b>CO3</b>
11	Companies Act 2013	<b>CO3</b>
12	Understanding the Indian scenario of Corporate Social responsibility,	<b>CO3</b>
13	Understanding the various models such as Anglo-American Model, German Model, Japanese Model	<b>CO4</b>
14	Understanding the various models such as Anglo-American Model, German Model, Japanese Model	<b>CO4</b>
15	Presentation	<b>CO4</b>
16	<i>Presentation</i>	<b>CO4</b>

### **Pedagogy**

**1.** Lecture, Case Studies , Videos, Presentation and Assignments\_

### **Evaluation**

Internal 80%

External            20%

**Total                100%**

<b>Internal Assessment</b>	<b>40 Marks</b>
<b>End Tem</b>	<b>10 Marks</b>
<b><i>Internal Assessment</i></b>	
Class Test/MCQ	10 Marks
Presentation	10 marks
Class participation	10 marks
Attendance	10 marks
<b><i>End Term</i></b>	
End Term Examination	10 Marks

## Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40					
Attendance	06	15%	15%	15%	15%	15%
Class Participation	06	15%	15%	15%	15%	15%
Class Test	14	35%	35%	35%	35%	35%
Case study presentation	14	35%	35%	35%	35%	35%
<b>End Term</b>	<b>10</b>					

### Textbook:

- 1) Ethics in Business and Corporate Governance - S. K. Mandal (2nd Ed). Tata-McGraw Hill, 2017
- 2) Business Ethics: An Indian Perspective - . C. Fernanado

### Reference Books:

- 1) Business Ethics: Concepts & Cases - Manuel Velasquez (PHI).
- 2) Business Ethics - A. Crane and D. Matten, 2nd Edition
- 3) Corporate Governance - Satheesh Kumar (Oxford)
- 4) Report of the Committee on the Financial Aspects of Corporate Governance – 1992  
Adrian Cadbury.

- 5) Report on Corporate Governance - Narayan Murthy Committee : 2003

**E-Books:**

- 1) Business Ethics - James Brousseau

**Course code** :  
**Semester** : **III**  
**Course Title** : **Bank Management**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Distinguish various Bank Lending avenues to understand its structure.	L2: Understand	5	<u>Internal-Test</u> <u>End Term</u> Theory
CO2	Assess the credit capacity of the corporate borrower to determine its borrowing capacity.	L5: Evaluate	4	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
CO3	Infer with rules and guidelines governing the Non-Performing Assets to have grasp over it.	L4: Analyse	3	<u>Internal-Test</u> <u>End Term-</u> Theory
CO4	Examine the role of Banking Distribution Channel in offering of products and services.	L4: Analyse	4	<u>Internal-Assignment</u> <u>End Term-</u> Theory
CO5	Analyse the challenges of Indian Banking Sector for its future development.	K2: Understand	4	<u>Internal-Assignment</u> <u>End Term-</u> Theory

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>5</b>	<b>Bank Lending Products</b>			
(i)	2	Principles of lending Credit Cards, Home Loans, Personal Loans, and Consumer Loans; Retail Credit Process	CO1: Distinguish various Bank Lending avenues to understand its structure.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
(ii)	2	Priority Sector Advances, Agricultural Finance			
(iii)	1	Bills Finance			
<b>2</b>	<b>4</b>	<b>Credit Assessment</b>			
	4	Corporate Loans; Working capital assessment and credit monitoring Documentation for Loans and Advances	CO2: Assess the credit capacity of the corporate borrower to determine its borrowing capacity.	L5: Evaluate	<u>Internal-Test</u> <u>End Term</u> Theory, Sums
<b>3</b>	<b>3</b>	<b>NPA Management</b>			
(i)	3	Credit Appraisal- Follow up, NPA Management, process for recovery – SARFAESI & IBC	CO3: Infer with rules and guidelines governing the Non-Performing Assets to have grasp over it.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
<b>4</b>	<b>4</b>	<b>Banking Distribution and Channel Management</b>			
(i)	4	Traditional and New Channels Managing various channels	CO4: Examine the role of Banking Distribution Channel in offering of products and services.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term</u> Theory
<b>5</b>	<b>4</b>	<b>Future of Indian Banking</b>			
(i)	4	Development in Offerings - Payment and settlement Systems; Open Banking; Neo Banking Upcoming challenges and development in Indian Banks; Financial Inclusion	CO5: Analyse the challenges of Indian Banking Sector for its future development.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term</u> Theory



## Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	2	-	2	-
CO2	3	3	-	2	-
CO3	2	2	-	3	-
CO4	2	-	1	-	2
CO5	2	2	1	3	2
CO	2.2	2.3	1.0	2.5	2.0

### Pedagogy

1. Lecture
2. Practical
3. Discussions – Case Studies

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	20.0%	17.5%	17.5%	22.5%	22.5%
Class Test	5	40.0%	30.0%	30.0%	0.0%	0.0%
Project	5	0.0%	0.0%	0.0%	50.0%	50.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
End Term	30	10.0%	13.3%	26.7%	30.0%	20.0%
Total	50	14.0%	15.0%	23.0%	27.0%	21.0%

#### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Advance Bank Management	IIBF	Macmillan Education	-	2018

#### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Banking Theory, Law and Practice	Gorden, Natrajan	Himalaya Publication	29th	2021
Principles and Practices of Banking	IIBF	Macmillan Education	5th	2021
Banking Principles and Operations	Gopinath	Snowwhite	7th	2018
Banking, Risk and Insurance Management	N R Mohan	Vikas		2016
'Banker' Magazine	IBA	IBA		
RBI Circulars	RBI	RBI		

#### E-Books

<b>Book Title</b>	<b>Name of Author</b>	<b>Publisher</b>	<b>Link</b>	<b>Year</b>
Banking: An Introduction	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/banking-an-introduction-ebook">https://bookboon.com/en/banking-an-introduction-ebook</a>	2013
Central Banking & Monetary Policy: An Introduction	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook">https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook</a>	2013
Money and Monetary Policy in an Open Economy	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook">https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook</a>	2013
Financial Systems: An Introduction	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/financial-system-an-introduction-ebook">https://bookboon.com/en/financial-system-an-introduction-ebook</a>	2013
Financial Institutions: An Introduction	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/financial-institutions-an-introduction-ebook">https://bookboon.com/en/financial-institutions-an-introduction-ebook</a>	2013
Money Creation: An Introduction	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook">https://bookboon.com/en/central-banking-monetary-policy-an-introduction-ebook</a>	2013
Money Creation: Advance Reading	Prof. Dr. AP Faure	Bookboon	<a href="https://bookboon.com/en/money-creation-advanced-readings-ebook">https://bookboon.com/en/money-creation-advanced-readings-ebook</a>	2014

**Course code** :  
**Semester** : **III**  
**Course Title** : **Investment Banking**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline activities under investment banking to compare with other intermediaries.	L2: Understand	2	<u>Internal-Test</u>
CO2	Examine the role of investment banker in raising equity and debt capital.	L4: Analyse	5	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Analyse structure of private equity and venture capital for comparison.	L4: Analyse	5	<u>Internal-Test</u> , Assignment <u>End Term-Theory</u>
CO4	Contrast different types of mergers and acquisitions to have a basic grasp.	L4: Analyse	5	<u>Internal-Test</u> , Assignment <u>End Term-Theory</u> , Sums
CO5	Distinguish between categories of Alternative Investment Funds to acquaint with its structure.	L4: Analyse	3	<u>Internal-Test</u> , Assignment

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2</b>	<b>Introduction to Investment Banking</b>			
(i)	2	Introduction to Investment Banking? How is an I-Bank different from a commercial bank? Listing activities of Investment Banking. Innovations in the Investment Banking	CO1: Outline activities under investment banking to compare with other intermediaries.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>2.5</b>	<b>Equity Capital Raising</b>			
	2.5	Equity Capital Raising - IPO, Underwriting, private placement, OFS and related activities; Regulations thereof	CO2: Examine the role of investment banker in raising equity and debt capital.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>2.5</b>	<b>Debt Capital Raising</b>			
(i)	2.5	Debt capital raising – feasibility report, Term sheet, process of raising debt through NBFCs and Banks; Overview of Securitization, CDS & CDO	CO2: Examine the role of investment banker in raising equity and debt capital.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
<b>3</b>	<b>5</b>	<b>Private Capital &amp; Venture Capital</b>			
(i)	5	Private Equity and Venture capital Industry, stages of Private Equity, Strat-up, Early, Growth, Later-stage Structure of the PE & VC companies and their activities in India, - getting, processing and closing of a deal	CO3: Analyse structure of private equity and venture capital for comparison.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-</u> Theory
<b>4</b>	<b>5</b>	<b>Mergers &amp; Acquisitions</b>			
(i)	5	Merger & Acquisition – processes, types and methods; case studies	CO4: Contrast different types of mergers and acquisitions to have a basic grasp.	L4: Analyse	<u>Internal-Test,</u> <u>Assignment</u> <u>End Term-</u> Theory, Sums
<b>5</b>	<b>3</b>	<b>Alternative Investment Fund</b>			

(i)	3	Alternative Investment Fund or AIF SEBI Classification Incl Hedge Fund Industry overview	CO5: Distinguish between different categories of Alternative Investment Funds to acquaint with its structure.	L4: Analyse	<u>Internal-</u> <u>End Term</u> Theory
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### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	2	-	2	-
CO2	3	3	-	3	-
CO3	2	2	1	2	2
CO4	2	3	1	2	2
CO5	2	2	-	2	-
<b>CO</b>	<b>2.2</b>	<b>2.4</b>	<b>1.0</b>	<b>2.2</b>	<b>2.0</b>

### Pedagogy

1. Lecture
2. Discussions – Case Studies

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

**Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>17.5%</b>	<b>27.5%</b>	<b>22.5%</b>	<b>22.5%</b>	<b>10.0%</b>
Class Test	5	30.0%	70.0%	0.0%	0.0%	0.0%
Project	5	0.0%	0.0%	50.0%	50.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>10.0%</b>	<b>16.7%</b>	<b>26.7%</b>	<b>26.7%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>13.0%</b>	<b>21.0%</b>	<b>25.0%</b>	<b>25.0%</b>	<b>16.0%</b>

**Text Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Investment Banking, Concepts, Analyses and Cases	Pratap Giri	TMH	3rd	2017

**Reference Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Investment Banking: Valuation, Leveraged Buyouts, and Mergers and Acquisitions	Joshua Rosenbaum, Joshua Pearl	Wiley	2nd	2015
Investment Banking	Pratap G Subramanian	Tata McGraw-Hill	2nd	2013
Mergers and Acquisitions:	Kamal Gosh Ray	PHI	1st	2010

Strategy, Valuation and Integration				
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### E-Books

Book Title	Name of Author	Publisher	Link	Year
Investment Banking	Giuliano Iannotta	Springer	<a href="http://tashfeenassociates.com/df/new%20pdf/Investment%20Banking.pdf">http://tashfeenassociates.com/df/new%20pdf/Investment%20Banking.pdf</a>	2013
Merchant Banking	NISM		Soft Copy	2013



**Course code** :  
**Semester** : **III**  
**Course Title** : **Financial Planning & Wealth Management**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the process and basic concepts of financial planning to grasp its scope.	L2: Understand	2.5	<u>Internal-</u> Test <u>End Term-</u> Theory
CO2	Contrast attributes of various investment alternatives to choose the right mix for investor.	L4: Analyse	3.5	<u>Internal-</u> Test <u>End Term-</u> Theory
CO3	Assess the quantum of insurance and retirement corpus required to select appropriate insurance & retirement products.	L5: Evaluate	6	<u>Internal-</u> Test, Assignment <u>End Term-</u> Theory, Sums
CO4	Infer the income tax rules and legalities of Estate planning for effective tax planning.	L4: Analyse	5	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Sums
CO5	Propose financial plan to meet the return objective, risk appetite and investment constraints of the client.	L6: Create	3	<u>Internal-</u> Assignment <u>End Term-</u> Sums

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2.5</b>	<b>Introduction to Financial Planning and Wealth Management</b>			
(i)	2.5	Introduction to FP&WM, difference, A six-step process – Financial mathematics, personal financial statements, Cash flow and Debt management, Personal Use Assets Management	CO1- Outline the process and basic concepts of financial planning to grasp its scope.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>3.5</b>	<b>Investment Management</b>			
(i)	3.5	Equity, Debt and related products, Small Savings, Alternative Investments, Return, Risk, attributes, suitability role in portfolio, Digital Assets, Brief intro to WealthTech.	CO2 - Contrast attributes of various investment alternatives to choose the right mix for investor.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
<b>3</b>	<b>3.5</b>	<b>Insurance Management</b>			
(i)	3.5	Types of Insurance, products, Methods of evaluating policies; Need Analysis	CO3- Assess the quantum of insurance and retirement corpus required to select appropriate insurance & retirement products.	L5: Evaluate	<u>Internal-Test</u> , Assignment <u>End Term</u> -Theory, Sums
<b>4</b>	<b>3.5</b>	<b>Retirement Planning &amp; Management</b>			
(i)	3.5	Process, Planning, wealth accumulation steps, Need Analysis, Retirement Products	CO3- Assess the quantum of insurance and retirement corpus required to select appropriate insurance & retirement products.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term</u> -Theory, Sums
<b>5</b>	<b>5</b>	<b>Tax and Estate Planning</b>			
(i)	5	Features, Tax Structure, different heads - salary, capital gains, income from house property, income from other sources, deduction, computations of tax liability; Estate Planning – rules, ways, means	CO4- Infer the income tax rules and legalities of Estate planning for effective tax planning.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term</u> -Theory, Sums
<b>6</b>	<b>3</b>	<b>Comprehensive Financial Planning</b>			

(i)	3	Case Studies, Discussions	CO5 - Propose financial plan to meet the return objective, risk appetite and investment constraints of the client.	L6: Create	<u>Internal- Assignment End Term- Sums</u>
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### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	2	-	1	-
CO2	3	3	1	2	2
CO3	3	3	1	1	2
CO4	3	3	-	2	-
CO5	3	3	2	2	2
CO	2.8	2.8	1.3	1.6	2.0

### Pedagogy

14. Lecture

15. Practical

16. Discussions - Case Studies

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>17.5%</b>	<b>17.5%</b>	<b>27.5%</b>	<b>20.0%</b>	<b>17.5%</b>
Class Test	5	30.0%	30.0%	40.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	30.0%	40.0%	30.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>13.3%</b>	<b>26.7%</b>	<b>26.7%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>15.0%</b>	<b>15.0%</b>	<b>27.0%</b>	<b>24.0%</b>	<b>19.0%</b>

#### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Personal Financial Planning (Wealth Management)	S. Murli, Subbakrishna	Himalaya Publication	1 <sup>st</sup>	2018

#### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Series-X-A&B: Investment Adviser (Level 1 and 2), NISM	NISM	NISM		2018
Financial Planning	Madhu Sinha	McGraw Hill	2 <sup>nd</sup>	2017
Introduction to Financial Planning	IIBF	Taxmann	4 <sup>th</sup>	2017
Students' Guide to Income Tax	Singhania	Taxmann	60 <sup>th</sup>	2020
CFP Materials	IMS Pr0-School			

#### E-Books

<b>Book Title</b>	<b>Name of Author</b>	<b>Publisher</b>	<b>Link</b>	<b>Year</b>
Series-X-A&B: Investment Adviser (Level 1 and 2), NISM	NISM	NISM	Soft copy	2018
NCFM Module – Wealth Management	NSE		Soft copy	
Everyone's guide to Financial planning	Helen P. Rogers		<a href="http://www.epiheirimatikotita.gr/elibrary/finance/%28Ebook%29%20-%20Financial%20Planning.pdf">http://www.epiheirimatikotita.gr/elibrary/finance/%28Ebook%29%20-%20Financial%20Planning.pdf</a>	
I Can Do Financial Planning	Swapna Mirashi	RBI	<a href="https://rbi.org.in/FinancialEducation/content/I%20Can%20Do_RBI.pdf">https://rbi.org.in/FinancialEducation/content/I%20Can%20Do_RBI.pdf</a>	2010
Personal Finance Supplementary Reading Material	NCERT	NCERT	<a href="http://www.ncert.nic.in/departments/nie/dess/publication/prin_material/finance_reading_mate.pdf">http://www.ncert.nic.in/departments/nie/dess/publication/prin_material/finance_reading_mate.pdf</a>	

**Course code** :  
**Semester** : **III**  
**Course Title** : **Treasury Management**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain concepts and trends of Treasury Management to outline the scope.	L2: Understand	4	<u>Internal-</u> - <u>End Term-</u> Theory
CO2	Distinguish between different treasury offices & functions to know its structure.	L2: Understand	3	<u>Internal-</u> Test <u>End Term</u> Theory
CO3	Examine the role of treasury function in banks to get equipped with its process.	L4: Analyse	4	<u>Internal-</u> Test, Assignment <u>End Term-</u> Theory
CO4	Determine valuation of money and bond markets instruments to build treasury management strategy.	L5: Evaluate	6	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Sums
CO5	Infer the rules and regulations governing Treasury Management to gauge its Regulatory Environment.	L4: Analyse	3	<u>Internal-</u> - <u>End Term-</u> Theory

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2</b>	<b>Introduction to Treasury Management</b>			
(i)	2	Introduction to Treasury Management – Introduction, Indian and Global Scenario, Scope	CO1: Explain concepts and trends of Treasury Management to outline scope.	L2: Understand	<u>Internal- - End Term- Theory</u>
<b>2</b>		<b>Treasury Management Structure</b>			
		Front, Back & Mid Office; Functions of Treasury Department	CO2: Distinguish between different treasury offices & functions to know its structure.	L2: Understand	<u>Internal- Test End Term Theory</u>
<b>3</b>	<b>4</b>	<b>Treasury Management in Banks</b>			
(i)	4	Liquidity Management - Objectives, Sources and Deployment; Internal Control, Netting, Gap Management Payment & Settlement Systems, CCIL, CLS and RTGS, NEFT; SWIFT.	CO3: Examine the role of treasury function in banks to get equipped with its process.	L4: Analyse	<u>Internal- Test, Assignment End Term Theory</u>
<b>4</b>	<b>6</b>	<b>Treasury Management in Money Markets and Bonds</b>			
(i)	6	- Types of Interest / Yield Rate Quotations - Valuation of Government Securities - Treasury Bills - Promissory Notes - Fixed Income Securities; - Valuation of Corporate Bonds, Zero Coupon Bonds, Perpetual Bonds, NCDs - Understanding Current Yields, YTM, Changes in Yields, Different Maturities of Treasury Bonds, Revaluation – Mark to Market and Profit Calculations, VaR (Value at Risk).	CO4: Determine valuation of money and bond markets instruments to build treasury management strategy.	L5: Evaluate	<u>Internal- Assignment End Term- Theory, Sums</u>
<b>5</b>	<b>3</b>	<b>Treasury Management Regulations</b>			
(i)	3	Regulations, supervision and Compliance of Treasury Operations – RBI Guidelines, FIMMDA Extracts, Banking Regulations, Dealing Procedure and Principles	CO5: Infer the rules and regulations governing Treasury Management to gauge its Regulatory Environment.	L4: Analyse	<u>Internal- - End Term- Theory</u>

6	2	Role of Technology in Treasury Management			
(i)	2	Overview of Software used in Treasury - Banks, Insurance Companies and Corporates In NDS, STP, Trading Platforms/Systems; Settlement, Custody and Future Developments	CO1: Explain concepts and trends of Treasury Management to outline scope of treasury management.	L2: Understand	<u>Internal-</u> - <u>End Term-</u> Theory

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	-	-	-	-
CO2	2	-	-	2	-
CO3	2	1	1	2	-
CO4	3	3	1	2	2
CO5	2	-	-	3	-
<b>CO</b>	<b>2.2</b>	<b>2.0</b>	<b>1.0</b>	<b>2.3</b>	<b>2.0</b>

### Pedagogy

1. Lecture
2. Discussions

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>



**Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

**Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>25.0%</b>	<b>10.0%</b>	<b>30.0%</b>	<b>25.0%</b>	<b>10.0%</b>
Class Test	5	60.0%	0.0%	40.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	40.0%	60.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>26.7%</b>	<b>20.0%</b>
<b>Total</b>	<b>50</b>	<b>18.0%</b>	<b>16.0%</b>	<b>24.0%</b>	<b>26.0%</b>	<b>16.0%</b>

**Text Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Treasury Management	IIBF	McMillan India		2018

**Reference Book**

Book Title	Name of Author	Publisher	Edition No.	Year
Financial Treasury and Forex Management	N S Zad, Anand Shah	Taxmann	2nd	2018
Treasury, Investment & Risk Management -	IIBF	Taxmann	2nd	2017
Treasury Management in India	V. A. Avadhani	Himalaya Publication	3rd	2018

## E-Books

Book Title	Name of Author	Publisher	Link	Year
Financial Treasury and Forex Management	ICSI	ICSI	<a href="http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf">http://www.icsi.in/Study%20Material%20Professional/NewSyllabus/FTFM.pdf</a>	2014
Practical Module: Financial Treasury and Forex Management	ICSI	ICSI	<a href="https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf">https://www.icsi.edu/WebModules/PRACTICE%20MANUAL%20FTFM%20AKANSHA%202015.pdf</a>	2015
Treasury and Cash Management Essentials, CGMA		AICPA, CIMA	<a href="https://www.treasurers.org/ACTmedia/Treasury%20and%20Cash%20Management%20Essentials.pdf">https://www.treasurers.org/ACTmedia/Treasury%20and%20Cash%20Management%20Essentials.pdf</a>	2017
The Fundamentals of Treasury and Liquidity Management		KPMG	<a href="https://financetreasury.com.au/wp-content/uploads/2017/05/P-Travers-.pdf">https://financetreasury.com.au/wp-content/uploads/2017/05/P-Travers-.pdf</a>	2017
Theory and Practice of Forex and Treasury Management	ICAI	ICAI	<a href="http://www.icaiknowledgegateway.org/little-dms/folder1/theory-and-practice-of-forex-treasury-mgt-module-i.pdf">http://www.icaiknowledgegateway.org/little-dms/folder1/theory-and-practice-of-forex-treasury-mgt-module-i.pdf</a>	2015

**Course code** :  
**Course Title** : **Risk Management**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain the concepts of Risk Management at institutional level for identification, measurement and management.	L2: Understand	2	<u>Internal-</u> - <u>End Term</u> Theory
CO2	Distinguish between various Risk factors faced by institutions for analysing.	L4: Analyse	4	<u>Internal-</u> Test <u>End Term</u> Theory
CO3	Assess various strategies used in controlling Asset Liability Match Risk in Banks to gauge its impact.	L5: Evaluate	6	<u>Internal-</u> Test, Assignment <u>End Term-</u> Theory, Sums
CO4	Measure the results of Risk Computation Techniques to build Risk Models for Risk Management.	L5: Evaluate	6	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Sums
CO5	Outline the procedure and steps for setting up of Risk Management organisation.	L2: Understand	2	<u>Internal-</u> - <u>End Term</u> Theory

## Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2</b>	<b>Introduction to Risk Management</b>			
(i)	2	Concepts / Forms / Types / Characteristics / Risk Management Process	CO1: Outline the techniques and methods used for corporate valuation to get an overview if it.	L2: Understand	<u>Internal-End Term Theory</u>
<b>2</b>	<b>4</b>	<b>Risk Analysis</b>			
(i)	4	Operational / Market / Financial Risks BASAL Accord RBI Guidelines	CO2: Distinguish between various Risk factors faced by institutions to get equipped with its analysis.	L4: Analyse	<u>Internal-Test End Term Theory</u>
<b>3</b>	<b>6</b>	<b>Asset Liability Match in Banks</b>			
(i)	6	- Banking and Trading Book - IRRBB - RSA and RSL - Liquidity Risk Gaps; Interest Rate Gaps; Cumulative gap; -Duration Gap - Immunisation; Simulation Analysis - ALCO	CO3: Assess various strategies used in controlling Asset Liability Match Risk in Banks to gauge its impact.	L5: Evaluate	<u>Internal-Test, Assignment End Term-Theory, Sums</u>
<b>4</b>	<b>3.5</b>	<b>Bond Price &amp; Risk Measurement</b>			
(i)	3.5	- Introduction to types of Bonds - Price Calculations - Market Practices - Computation of Risk	CO4: Measure the results of Risk Computation Techniques to build Risk Models for Risk Management.	L5: Evaluate	<u>Internal-Assignment End Term-Theory, Sums</u>
<b>5</b>	<b>2.5</b>	<b>Models for Risk Management</b>			
(i)	2.5	- Discussing Models of Risk Management Case studies	CO4: Measure the results of Risk Computation Techniques to build Risk Models for Risk Management.	L5: Evaluate	<u>Internal-Assignment End Term-Theory, Sums</u>
<b>6</b>	<b>2</b>	<b>Setting up a Risk Organisation</b>			

	2	Process and pre-requisite -Fundamentals	CO5: Outline the procedure and steps for setting up of Risk Management organisation.	L2: Understand	<u>Internal-</u> - <u>End Term</u> Theory
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### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	2	-	3	-
CO2	3	3	-	3	-
CO3	2	3	1	2	2
CO4	2	3	1	2	2
CO5	3	-	-	3	-
<b>CO</b>	<b>2.6</b>	<b>2.8</b>	<b>1.0</b>	<b>2.6</b>	<b>2.0</b>

### Pedagogy

13. Lecture

14. Discussions

### Evaluation

Internal        40%  
External        60%  
**Total        100%**

### Parameters of Internal Assessment:

17. Attendance  
18. Class Participation  
19. Class Test  
20. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>10.0%</b>	<b>22.5%</b>	<b>32.5%</b>	<b>25.0%</b>	<b>10.0%</b>
Class Test	5	0.0%	50.0%	50.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	40.0%	60.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>16.7%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>26.7%</b>	<b>16.7%</b>
<b>Total</b>	<b>50</b>	<b>14.0%</b>	<b>21.0%</b>	<b>25.0%</b>	<b>26.0%</b>	<b>14.0%</b>

### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Risk Management	Vivek, Asthana	Himalaya	Second	2017

### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Treasury, Investment & Risk Management -	IIBF	Taxmann	2nd	2017
Risk Management & Financial Institutions	John C. Hull	Wiley	5th	2018
Financial Risk Management	Dun & Bradstreet	Tata-McGraw Hill	6th reprint	2010
Credit Risk Management	S N Bidani, P K Mitra & Pamod Kumar	Taxmann		2014

### E-Books

Book Title	Name of Author	Publisher	Link	Year
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Risk Management made easy	Andy Osborne	Bookboon	<a href="https://ercd.files.wordpress.com/2013/07/risk-management-made-easy-by-andy-osborne.pdf">https://ercd.files.wordpress.com/2013/07/risk-management-made-easy-by-andy-osborne.pdf</a>	2012
Enterprise Risk Management	Prof. Dr. Olaf Passenheim	Bookboon	<a href="https://my.uopeople.edu/pluginfile.php/57436/mod_book/chapter/37377/EnterpriseRiskMgmt.pdf">https://my.uopeople.edu/pluginfile.php/57436/mod_book/chapter/37377/EnterpriseRiskMgmt.pdf</a>	2010
Stress Testing Operational Risk	Ali Samad-Khan	IMF	<a href="https://www.imf.org/external/np/seminars/eng/2006/stress/pdf/ask.pdf">https://www.imf.org/external/np/seminars/eng/2006/stress/pdf/ask.pdf</a>	2006
Financial Risk Management	Peter Moles	Edinburgh Business School	<a href="https://www.ebsglobal.net/EBS/media/EBS/PDFs/Financial-Risk-Management-Course-Taster.pdf">https://www.ebsglobal.net/EBS/media/EBS/PDFs/Financial-Risk-Management-Course-Taster.pdf</a>	2016

**Course code** :  
**Semester** : **III**  
**Course Title** : **Corporate Valuation**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the methods used for corporate valuation to get an overview.	L3: Apply	2	<u>Internal-Test</u> <u>End Term</u> Theory
CO2	Analyse the industry using different parameters to get savvy with the key drivers.	L4: Analyse	4	<u>Internal-Project</u> <u>End Term</u> Theory
CO3	Analyse company's qualitative and quantitative data to value a company.	L5: Analyse	5	<u>Internal-Project</u> <u>End Term-</u> Theory, Sums
CO4	Justify the use of various valuation models to select appropriate model for the company.	L5: Evaluate	5	<u>Internal-Project</u> <u>End Term-</u> Theory, Sums
CO5	Propose financial model to predict the intrinsic value of a company.	L6: Create	4	<u>Internal-</u> - <u>End Term-</u> Sums



### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>2</b>	<b>Introduction to Valuation</b>			
(i)	2	Concepts, Approaches, Steps, Methods	CO1: Outline the methods used for corporate valuation to get an overview.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>4</b>	<b>Sector and Industry Analysis</b>			
(i)	4	Economic Indicators, its impact on sectors Methodology, Porter 5 model, Porter's Competitiveness Model, PESTLE Model	CO2: Analyse the industry using different parameters to get savvy with the key drivers.	L4: Analyse	<u>Internal-Project</u> <u>End Term</u> Theory
<b>3</b>	<b>5</b>	<b>Company Analysis</b>			
(i)	5	Qualitative Analysis – Business Model, SWOT, Management Analysis, Quantitative Analysis – Financial Statement Analysis, Trend Analysis, Common-size Analysis, Peer Analysis	CO3: Analyse company's qualitative and quantitative data to value a company.	L4: Analyse	<u>Internal-Project</u> <u>End Term-</u> Theory, Sums
<b>4</b>	<b>5</b>	<b>Valuation Models</b>			
(i)	5	Dividend Discounting Models, Discounted Cashflow Models, Relative Valuation Models, SOTP; Steps; Scenario to be used	CO4: Justify the use of various valuation models to select appropriate model for the company.	L5: Evaluate	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
<b>5</b>	<b>4</b>	<b>Building Financial Models</b>			
(i)	4	Corporate Forecasting with various Models having different scenarios and valuation models; Case studies of sector and companies	CO5: Propose financial model to predict the intrinsic value of a company.	L6: Create	<u>Internal-</u> <u>End Term-</u> Sums

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	1	-	-	-
CO2	3	2	1	3	2
CO3	3	3	1	1	2
CO4	3	3	-	1	-
CO5	3	3	-	1	-
<b>CO</b>	<b>2.8</b>	<b>2.4</b>	<b>1.0</b>	<b>1.5</b>	<b>2.0</b>

### Pedagogy

1. Lecture
2. Practical
3. Discussions

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

1. Attendance
2. Class Participation
3. Class Test
4. Projects

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>20.0%</b>	<b>20.0%</b>	<b>25.0%</b>	<b>25.0%</b>	<b>10.0%</b>
Class Test	5	40.0%	0.0%	0.0%	60.0%	0.0%
Project	5	0.0%	40.0%	60.0%	0.0%	0.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>10.0%</b>	<b>13.3%</b>	<b>16.7%</b>	<b>26.7%</b>	<b>33.3%</b>
<b>Total</b>	<b>50</b>	<b>14.0%</b>	<b>16.0%</b>	<b>20.0%</b>	<b>26.0%</b>	<b>24.0%</b>

#### Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Equity Asset Valuation	CFA Institute	Wiley	4th	2016

#### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Research Analysts	NISM	NISM	1 <sup>st</sup>	2018
Company Valuation: Measurement and Management	V. Sople	Himalaya Publication	1st	2017
Equity Research & Valuation -	Dun & Bradstreet	Dun & Bradstreet	1 <sup>st</sup>	2007
Advance modeling in	Mark Jackson and Mike Staunton	John Wily & Sons	1 <sup>st</sup>	2007

finance				
Using Excel for Business Analysis	Danielle Stein Fairhurst	Wiley Finance		2014
Financial Modelling-	Simon Benninga	MIT Publication	3 <sup>rd</sup>	2009
Financial Analysis and Modeling	Chandan Sengupta	Wiley's India	2nd	2011

### E-Books

Book Title	Name of Author	Publisher	Link	Year
Excel 2010 introduction Part I	Stephen Moffat	bookboon.com	<a href="https://bookboon.com/en/excel-2010-introduction-part-i-ebook">https://bookboon.com/en/excel-2010-introduction-part-i-ebook</a>	2010
Excel 2010 introduction Part II	Stephen Moffat	bookboon.com	<a href="https://bookboon.com/en/excel-2010-introduction-part-ii-ebook">https://bookboon.com/en/excel-2010-introduction-part-ii-ebook</a>	2010
Excel 2016 Formulas and Functions	Paul McFedries,	Mr. Excel Library	<a href="http://ptgmedia.pearsoncmg.com/images/9780789755643/samplepages/9780789755643.pdf">http://ptgmedia.pearsoncmg.com/images/9780789755643/samplepages/9780789755643.pdf</a>	

**Course code** :  
**Course Title** : **Comprehensive Review Model**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Illustrate the Basic Concepts in Financial Services domain to recapitulate the learning.	L2: Understand	3	<u>Internal-Assignment</u> <u>End Term</u> Theory
CO2	Apply economic, accounting and statistical concepts for making informed decisions.	L3: Apply	6	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
CO3	Examine the mechanisms of financial Derivatives or forex instruments to learn its usages.	L4: Analyse	3	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
CO4	Analyze the use of techniques of portfolio management and corporate finance to make feasible financial and investment decisions.	L4: Analyse	5	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
CO5	Assess verbal and presentation skills to prepare for interview and selection process.	L5: Evaluate	3	<u>Internal-Assignment</u> <u>End Term</u> Theory

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Overview of Financial Services</b>			
(i)	2	Financial Markets and Services	CO1: Illustrate the Basic Concepts in Financial Services domain to recapitulate the learning.	L2: Understand	<u>Internal-Assignment</u> <u>End Term</u> Theory
(ii)	1	Mutual Funds			
<b>2</b>	<b>6</b>	<b>Basic Financial Concepts</b>			
(i)	3	Accounting for Managers	CO2: Apply economic, accounting and statistical concepts for making informed decisions	L3: Apply	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
(ii)	1	Decision Science			
(iii)	2	Macro Economics			
<b>3</b>	<b>3</b>	<b>Derivatives and Forex Markets</b>			
(i)	3	Forex Markets, Financial Derivatives	CO3: Examine the mechanisms of financial Derivatives and forex instruments to learn its usages.	L4: Analyse	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
<b>4</b>	<b>5</b>	<b>Investment and Financial Decisions</b>			
(i)	5	Fixed Income, SAPM, Corporate Finance, Descriptive Analysis	CO4: Analyze the use of techniques of portfolio management and corporate finance to make feasible financial and investment decisions	L4: Analyse	<u>Internal-Test</u> <u>End Term-</u> Theory, Sums
<b>5</b>	<b>3</b>	<b>Interview Preparation</b>			
(i)	3	Interview questions as per role, Improving verbal communications	CO5: Assess verbal and presentation skills to prepare for interview and selection process	L5: Evaluate	<u>Internal-Assignment</u> Viva-voce <u>End Term</u> Theory

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

<b>COs / Pos</b>	<b>PO 1</b>	<b>PO 2</b>	<b>PO 3</b>	<b>PO 4</b>	<b>PO 5</b>
CO1	1	1	-	1	-
CO2	2	3	-	1	-
CO3	2	3	-	1	-
CO4	2	3	-	2	-
CO5	-	2	2	3	2
<b>CO</b>	<b>1.8</b>	<b>2.4</b>	<b>2.0</b>	<b>1.6</b>	<b>2.0</b>

### **Pedagogy**

1. Lecture
2. Discussions

### **Evaluation**

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### **Parameters of Internal Assessment:**

1. Attendance
2. Class Participation
3. Class Test
4. Assignments

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>20.0%</b>	<b>17.5%</b>	<b>17.5%</b>	<b>20.0%</b>	<b>25.0%</b>
Class Test	5	0.0%	30.0%	30.0%	40.0%	0.0%
Assignment	5	40.0%	0.0%	0.0%	0.0%	60.0%
Attendance	5	20.0%	20.0%	20.0%	20.0%	20.0%
Class Participation	5	20.0%	20.0%	20.0%	20.0%	20.0%
<b>End Term</b>	<b>30</b>	<b>13.3%</b>	<b>23.3%</b>	<b>26.7%</b>	<b>26.7%</b>	<b>10.0%</b>
<b>Total</b>	<b>50</b>	<b>16.0%</b>	<b>21.0%</b>	<b>23.0%</b>	<b>24.0%</b>	<b>16.0%</b>

Text Book - PPT & Class Notes

Reference Book

E-Books

**Course Code : 3000354**

**Course Name : Placement Readiness Module**

**Credit : 4**

**Credit Hours : 40 Hrs.**

### Course Description

Having taught all the relevant topics in the previous 2 Semesters, this Course will focus more on practicing questions. Each module will have topic revision followed by practice tests. The course is divided into 13 parts, each part covering the important module from the arithmetic and reasoning section. Apart from training in classes, they will be solving 750+ questions in total, during the sessions, which will confirm their progress.

Contents:

- 67.Revision
- 68.Data Sufficiency
- 69.Visual Reasoning
- 70.Logical Deduction



- 71.Doubt Clearing Sessions
- 72.Mock Tests
- 73.Essay Writing
- 74.Corporate Jargons
- 75.Spotting Errors

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
<b>CO1</b>	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates	<b>L2 -Underst and</b>	<b>15</b>	Internal Test,
<b>CO2</b>	C02- <b>Understand</b> different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	<b>L2 -Underst and</b>	5	Internal Test,
<b>CO3</b>	C03- Analyze the given data logically with appropriate	<b>L3 -</b>	7.5	Internal Test,

	reasoning to deduce the results accurately.	<b>Apply</b>		
<b>CO4</b>	CO4: Develop the ability to critically analyse a given situation and work to arrive at the most suitable solution during the placement process.	<b>L3 - Apply</b>	7.5	Internal Test,
<b>CO5</b>	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	<b>L4 - Analyse</b>	5	Internal Test,

The CO – PO Correlation matrix for the subject is given below:

1 – Low, 2 – Medium, 3 – High, 0 – Low

CO Code	PO1	PO2	PO3	PO4	PO5
<b>CO1</b>	1	1	2	3	1
<b>CO2</b>	1	3	-	2	1
<b>CO3</b>	1	2	1	3	1
<b>CO4</b>	1	3	-	1	1
<b>CO5</b>	2	3	-	1	1
<b>CO</b>					

## SESSION-WISE COURSE OUTLINE

Session	Hours	Topics	CO	Cognition	Evaluation Tool
1	1.25	<b>Corporate Jargons</b>	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,
2	1.25	<b>Essay Writing</b> (Format, types, Approaches, dos & don'ts,)	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,

3-4	2.5	<b>Spotting Errors</b> (Sentence correction using parts of speech, tenses)	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,
5-6	2.5	<b>Revision:</b> Recap of concepts learnt in semester 1 and 2	C02- <b>Understand</b> different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	Understand	Internal Test,
7-8	2.5	<b>Doubt Clearing Session:</b> Problems based on students' doubts	C02- <b>Understand</b> different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	Understand	Internal Test,
9-10	2.5	<b>Data Sufficiency:</b> Basic Concepts, Tricks and Questions	CO3- Analyze the given data logically with appropriate reasoning to deduce the results accurately.	Analyze	Internal Test,
11-12	2.5	<b>Visual Reasoning:</b> Basic Concepts, Tricks and Questions	CO3- Analyze the given data logically with appropriate reasoning to deduce the results accurately.	Analyze	Internal Test,
13-14	2.5	<b>Logical Deduction:</b>	CO3- Analyze the given data	Analyze	Internal Test,

		Basic Concepts, Tricks and Questions	logically with appropriate reasoning to deduce the results accurately.		
15-16	2.5	<b>Mock Test 1:</b> Mock Test for preparation of placements process	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates.	Apply	Internal Test,
17-18	2.5	<b>Mock Test 2:</b> Mock Test for preparation of placements process	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates.	Apply	Internal Test,
19-20	2.5	<b>Mock Test 3:</b> Mock Test for preparation of placements process	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates.	Apply	Internal Test,
21-22	2.5	<b>Mock Test 4:</b> Mock Test for preparation of placements process	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates.	Apply	Internal Test,
23-24	<b>2.5</b>	<b>Psychometric Test:</b> Concepts and work sheets	C04: Develop the ability to critically analyse a given situation and work to arrive at the most suitable solution during the placement process	Apply	Internal Test,
25-26	<b>2.5</b>	<b>Guesstimate:</b> Basic Concepts	C04: Develop the ability to critically analyse a given situation and work to arrive at the most suitable	Apply	Internal Test,

			solution during the placement process		
27-28	<b>2.5</b>	<b>Situation Reaction Test:</b> Problems based on various situations and how to handle	CO4: Develop the ability to critically analyse a given situation and work to arrive at the most suitable solution during the placement process	Apply	Internal Test,
29-32	<b>5</b>	<b>Magic Maths:</b> Application of PICA and various other Short trick methods	CO1- Apply the concepts of Quantitative aptitude for successful placements in the corporates.	Apply	Internal Test,

<b>Pedagogy</b>	
1. Lecture	
2. Practice exercises	
<b>Evaluation:</b>	
Internal	60%
External	40%
Total	100 %

### Parameters of Internal Assessment:

1. Class Test
2. Class Participation
3. Attendance

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Attendance	10					

Class Participation	15					
Class Test 1(quants)	20	50%	50%	20%	10%	
Class Test 2 (quants)	20	25%	25%	25%	25%	
Assignment	15			30%	70%	
Class Test 3 (Verbal)	20					100%

### Reference Book:

R.S. Agarwal - First Edition: 1989

Uma Maheshwari- GACP - First Editor

**Course Title : Corporate Transition Module**

**Semester : III**

**No. of Credits : 4**

**Contact Hours : 40 hrs.**

### Course Description:

The course would bring out the importance of learnings derived during the Internship period and to blend these learnings in an effective manner to achieve excellence in the selection process during final placements. It would expose the students to various practice sessions of Group Discussions and PI rounds. Finally, the course would help the students to be able to blend their classroom learnings and their experiential learnings to make a successful overall impact in the campus placement process.

### Content

19.Road map

20. Building Effective Resumes\_ITM & ATS

21. Group Discussion Techniques / Trending topics

22. Personal Interview Techniques

23. Mock Interviews

Cos	Description	Cognition	Hours	Evaluation Tools
CO1	Analyze their readiness w.r.t HR, technical, specialization specific questions for the campus placement process	L2- Understand	1	
CO2	Develop the ability to critically analyse a given situation and work to arrive at a most suitable solution during an interview.	L3- Apply	4	
CO3	Formulate plan of action to crack abstract, case based and other types of group discussions	L3- Apply	8	<b>Internal Group discussion</b>
CO4	Apply attributes of ATS format and increase their chances of receiving revert on their online job applications	L3- Apply	1	
CO5	Classify details of their internship on the ITM resume template in a way that describes their tasks, skills, gained experiences and measurable achievements effectively	L4- Analyze	2	

#### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	3	3	3	3	
CO2	1	3	2	2	-
CO3	3	3	3	3	
CO4		3	3	1	
CO5		3	3	1	
	2.3	3	2.8	2	

### Session Plan

Session No	Hrs	Topic	COs	Cognition	Evaluation Tools
1	1	Roadmap & Placement Guidance for career growth	CO1 Compare industries and sectors & eventually take a decision about the profiles and industries of their choice	Understand	
2	1	Resume - ITM format	CO5 - Classify details of their internship on a resume in a way that describes their tasks, skills, gained	Analyze	
3		Video Resume			



			experiences and measurable achievements effectively		
4-5		Resume Review	CO5 - Classify details of their internship on a resume in a way that describes their tasks, skills, gained experiences and measurable achievements effectively		
6	2	Resume_ATS	CO4- Apply attributes of ATS resume format and increase their chances of receiving revert on their online job applications	Apply	
7-9	4	Mock GD	CO3 -Formulate the plan of action to crack abstract, case based and other types of group discussions	Apply	
10-12	4	Mock GDs Assessment	CO3- Formulate plan of action to crack abstract, case based and other types of group discussions	Apply	
13-14	3	Overview of PI - Situation Based Questions (Domain & HR) - Students Panel	CO2 - Develop the ability to critically analyse a given situation and work to arrive at a most suitable solution during an interview.	Apply	
15-32		Mock PI - Talewind Faculty & Alum			

<b>Pedagogy</b>
1. Lecture
2. Company overview
3. News/Article Analysis
4. Mock Personal Interview
5. Videos

<b>Evaluation:</b>	
Internal	40%
External	60%
Total	100%

#### **Parameters of Internal Assessment:**

- 23.Mock Interviews
- 24.Attendance
- 25.Class Participation

#### **Assessment Mapping**

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	15%	18%	22%	24%	21%
Attendance	10	20%	20%	20%	20%	20%
Class Participation	10	20%	20%	20%	20%	20%
Mock Interview	20	25%	25%	-	25%	25%
<b>End Term</b>	<b>60</b>	20%	20%	20%	20%	20%

**Textbook:**

Study material provided by Concerned Faculty

**Reference Books:**

- |                                       |                              |
|---------------------------------------|------------------------------|
| 1) Interviews and GD                  | - GK Publication             |
| 2) GD and Interview                   | - R. Gupta and Anand Gaugaly |
| 3) How to succeed in GD and Interview | - SK Mondal                  |

**Course Title : Capstone Project Phase II**

**Semester : III**

**No of Credit : 2**

**Duration : 20 hrs**

**PROGRAM OUTCOMES**

1. Generate conceptual knowledge regarding business management.
2. Apply knowledge of management theories and practices to solve business problems.
3. Foster Analytical and critical thinking abilities for data-based decision making.
4. Ability to develop value based leadership ability.
5. Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
6. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
7. Ability to conduct interdisciplinary research.
8. Equip with knowledge and skills for transition from campus to corporate.

		Course Outcome :	Capstone Project Phase II		
		Course outcome	After the completion of the projects students should be able to	Cognition	Remarks
			CO1 :Students will be able to develop a procedure for data collection through designing instruments	<b>L4 : Apply</b>	
			CO2: Able to collect and classify relevant and reliable primary and secondary data for the study	Analyse	
			C03: Able to analyse data and derive meaning to teach a logical conclusion	Analyse	
			CO4 : Develop critical thinking for interpretation of the data	Analyse	

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

CO Code	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	1	3	2	3	2
CO2	3	3	3	1	3	2	3	2
CO3	3	3	3	1	3	2	3	3
CO4	3	3	3	2	3	2	3	3
PO attainment	4	4	4	1.25	4	2	4	2.5

# Semester IV

**Course Title : Capstone Project Final**

**Semester : IV**

**No of Credit : 4**

**Duration : 40 hrs**

## PROGRAM OUTCOMES

1. Generate conceptual knowledge regarding business management.
2. Apply knowledge of management theories and practices to solve business problems.
3. Foster Analytical and critical thinking abilities for data-based decision making.
4. Ability to develop value based leadership ability.
5. Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.
6. Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.
7. Ability to conduct interdisciplinary research.
8. Equip with knowledge and skills for transition from campus to corporate.

		Course Outcome :	Capstone Project – Final		
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		Course Outcomes	After the completion of the project students should be able to	Cognition	Remarks
			CO1 : Students will be able to examine real world problems by integrating technical and management theories and concept	Analyse	
			CO2 : The ability to infer and integrate information to come to a logical conclusion	Analyse	
			CO3 : Students will be able to provide , suggestions and recommendation for the reserach problem	Create	
			CO 4 : Students will be able to conclude research outcomes in a standard report format	Evaluate	
			CO5 : Students will be able to appraise and communicate the research outcomes in a comprehensive and concise manner through a formal presentation	Evaluate	

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

CO Code	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
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<b>CO1</b>	3	3	1	1	2	1	2	1
<b>CO2</b>	3	3	3	1	3	2	2	1
<b>CO3</b>	3	3	3	1	3	2	3	1
<b>CO4</b>	3	3	3	1	3	2	3	1
<b>CO 5</b>	3	3	3	2	3	2	3	3
<b>PO attainment</b>	3	3	2.6	1.2	2.8	1.8	2.6	1.4

**Course code** :  
**Course Title** : **Alternative Finance**  
**No of Credits** : **2**  
**Contact Hours** : **20 hrs (75 minutes per session)**  
**Course Faculty** :

<b>Course Outcomes</b>	<b>Description</b>	<b>Cognition</b>	<b>Hours</b>	<b>Evaluation Tools</b>
CO1	Describe the traditional and alternative modes of finance for its comparison.	L2: Understand	3	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO2	Distinguish Micro, Mutual and Traditional insurance to grasp its scope.	L4: Analyse	4	<u>Internal-Test</u> , <u>Assignment</u> <u>End Term</u> <u>Theory</u>



CO3	Examine the role of alternative channels of finance to gauge its impact on financial inclusion.	L4: Analyse	4	<u>Internal- Test, Assignment End Term Theory</u>
CO4	Classify different activities of Islamic Finance to differentiate from traditional banking	L4: Analyse	5	<u>Internal- Test, Assignment End Term Theory</u>
CO5	Examine the Emerging Platforms of finance for recognizing its impact.	L4: Analyse	4	<u>Internal- Test, Assignment End Term Theory</u>

### Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
<b>1</b>	<b>3</b>	<b>Introduction</b>			
(i)	3	Financial Architecture in India - Traditional Modes - Alternative Modes	CO1: Describe the traditional and alternative modes of investment & finance for its comparison.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
<b>2</b>	<b>4</b>	<b>Micro and Mutual Insurance</b>			
	4	- Traditional Insurance - Micro Insurance - Differences - Target Audience	CO2: Distinguish Micro, Mutual and Traditional insurance to grasp its scope.	L4: Analyse	<u>Internal-Test</u> , Assignment <u>End Term</u> Theory
<b>3</b>	<b>4</b>	<b>Financial Inclusion</b>			
(i)	4	- Micro Finance - Self Help Group - Gramin Banks / PMJDY - Other Govt. and Pvt. Initiatives	CO3: Examine the role of alternative channels of finance to gauge its impact on financial inclusion.	L4: Analyse	<u>Internal-Test</u> , Assignment <u>End Term</u> Theory
<b>4</b>	<b>5</b>	<b>Islamic Finance</b>			
(i)	5	- Introduction - Banks and Finance - Modes	CO4: Classify different activities of Islamic Finance to differentiate from traditional banking.	L4: Analyse	<u>Internal-Test</u> , Assignment <u>End Term</u> Theory
<b>5</b>	<b>4</b>	<b>Emerging Platforms for Finance</b>			
(i)	4	- Role of FinTech - Crowd Funding, P2P, etc - Community Shares likewise	CO5: Examine the Emerging Platforms of finance for recognizing its impact.	L4: Analyse	<u>Internal-Test</u> , Assignment

### Mapping COs with POs

Scale 1- low alignment, 2- Moderate alignment, 3 – high alignment, - – No alignment

COs / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	2	-	2	-
CO2	2	2	1	2	2
CO3	2	1	1	1	2
CO4	2	2	1	2	2
CO5	1	2	1	2	2
CO	1.8	1.8	1.0	1.8	2.0

### Pedagogy

1. Lecture
2. Discussions

### Evaluation

Internal	40%
External	60%
<b>Total</b>	<b>100%</b>

### Parameters of Internal Assessment:

1. Class Test
2. Assignments/Projects

### Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
<b>Internal</b>	<b>20</b>	<b>10.0%</b>	<b>22.5%</b>	<b>22.5%</b>	<b>22.5%</b>	<b>22.5%</b>
Class Test	10	20.0%	20.0%	20.0%	20.0%	20.0%
Assignment/ Projects	10	0.0%	25.0%	25.0%	25.0%	25.0%
<b>End Term</b>	<b>10</b>	<b>13.3%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>20.0%</b>	<b>26.7%</b>
<b>Total</b>	<b>50</b>	<b>12.0%</b>	<b>21.0%</b>	<b>21.0%</b>	<b>21.0%</b>	<b>25.0%</b>

#### Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Class Notes				

#### Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year

## E-Books

Book Title	Name of Author	Publisher	Link	Year
Understanding Islamic Finance	Muhammad Ayub	Wiley	<a href="http://www.acarindex.com/dosyalar/kita p/acarindex-1424384539.pdf">http://www.acarindex.com/dosyalar/kita p/acarindex-1424384539.pdf</a>	2007
Islamic Banking & Finance: Principles And Practices	-	Islamicbankers.com	<a href="https://islamicbankers.files.wordpress.com/2014/09/marifas-practical-guide-to-islamic-banking-and-finance.pdf">https://islamicbankers.files.wordpress.com/2014/09/marifas-practical-guide-to-islamic-banking-and-finance.pdf</a>	2014
Understanding-Alternative-Finance	-	University of Cambridge	<a href="https://www.sbs.ox.ac.uk/sites/default/files/Entrepreneurship_Centre/Docs/OxEP R2/nesta-understaning-alternative-finance.pdf">https://www.sbs.ox.ac.uk/sites/default/files/Entrepreneurship_Centre/Docs/OxEP R2/nesta-understaning-alternative-finance.pdf</a>	2014
The Islamic Insurance Theory and Practice	Dr. Ahmed Salem Mulhim, Ahmed Mohammed Sabbagh	lbaraka.com	<a href="https://www.albaraka.com/media/pdf/Research-Studies/Book-Islamic-Insurance.pdf">https://www.albaraka.com/media/pdf/Research-Studies/Book-Islamic-Insurance.pdf</a>	2016
Pushing Boundaries, the 2015 UK Alternative Finance industry report	-	University of Cambridge	<a href="https://www.jbs.cam.ac.uk/fileadmin/user_upload/research/centres/alternative-finance/downloads/2015-uk-alternative-finance-industry-report.pdf">https://www.jbs.cam.ac.uk/fileadmin/user_upload/research/centres/alternative-finance/downloads/2015-uk-alternative-finance-industry-report.pdf</a>	2016
Non-Banking Finance Companies: The Changing Landscape	-	Assocham	<a href="https://www.pwc.in/assets/pdfs/publications/2016/non-banking-finance-companies-the-changing-landscape.pdf">https://www.pwc.in/assets/pdfs/publications/2016/non-banking-finance-companies-the-changing-landscape.pdf</a>	2016
Cultivating Growth The 2nd Asia Pacific Region Alternative Finance Industry Report		University of Cambridge	<a href="https://assets.kpmg.com/content/dam/kpmg/au/pdf/2017/cultivating-growth-asia-pacific-alternative-finance-report-2017.pdf">https://assets.kpmg.com/content/dam/kpmg/au/pdf/2017/cultivating-growth-asia-pacific-alternative-finance-report-2017.pdf</a>	2017