

PGDM *iConnect*

Syllabus - Course Outline

PGDM – FINTECH (2023 - 2025)



ITM Business School

Institute for Technology & Management

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PGDM FinTech

ABOUT THE PROGRAM

This program is designed to cater to the fast emerging and growing area of technology driven innovations in finance, also called FinTech. The course is practice and real-life work experience oriented.

In Semester I, students obtain an overview of Economics, Accounting, Marketing, Organizational Management, Information Technology, Decision Sciences, Operations Management, Soft Skills etc. Specialized topics are taught in semester II along with core finance subjects. Latest technologies that are being extensively used in FinTech such as Cloud Computing, Block-chain, Crypto currencies, Internet of Things, Analytics with Python are taught. Along with these technologies, finance subjects such as Corporate Finance, Financial Markets, Investment Banking are also imparted to the students for inculcating domain knowledge of finance. After being introduced to finance as well as technology, students are well equipped to undergo industry internship after this semester. Students spend time with NGOs and start working on research projects. In semester III advanced topics such as Risk Management, Algorithmic Trading, Natural Language Processing, BankingTech, InsurTech etc. are taught. Semester IV is dedicated to research Capstone project. Students also undergo a course leading to relevant certification in their chosen FinTech area(s).

PROGRAM OBJECTIVE

The PGDM FinTech program will provide:

1. Domain knowledge required to function effectively in the Banking, Finance, Securities and Insurance (BFSI) sectors.
2. Theoretical knowledge and practical skills in key technologies used in the Fintech sector.
3. Industry experience through internships with FinTech organizations and research projects.
4. Product and service ‘Design’ skills, entrepreneurial, ethical, regulatory and soft skills would prepare the students for the fast evolving and innovation driven field of Fintech.
5. Importance of ethical values, corporate social responsibility and regulatory frameworks are taught to every student.

PROGRAM OUTCOME

1. Students gain knowledge and skills required in FinTech sector
2. Understand the eco-system and business dynamics.

3. Apply their knowledge and skills to be able to ‘hit the ground running’ and be productive in their respective organization.
4. Analyze the data & design to implement effective solutions.
5. Evaluate business options through research and opt for right course of action.
6. Create start-up FinTech ecosystem in India and abroad. Students drive the next generation of innovations in FinTech.

PGDM FinTech Course Structure – 2023-25 Batch – Proposed				
Sr. No.		Semester I	Credits	Hours
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
		TOTAL	40	400
Sr. No.	Course Code	Semester II	Credits	Hours
1		FinTech Technology	2	20
2		FinTech Applications	2	20
3		Finance Analytics with Python	2	20
4		Design Thinking	2	20
5		Payment Infrastructure and API	2	20
6		RegTech	2	20
7		Corporate Financial Management	2	20
8		FinTech in Investment Management and Robo Advisory	4	40
9		Fixed Income and Forex Markets	4	40
10		Commodity and Technical Analysis	2	20
11		Selling Skills for Fintech	2	20
12		Research Methodology	2	20
13		NGO Internship	2	20
14		Leadership Lab	2	20
15		Managerial Communication - 2	2	20

16		Advanced Excel	2	20
17		Verbal Skills & Quantitative Analysis - 2	2	20
18		Career Management – 2	2	20
19		Capstone Project Phase - I	2	20
		TOTAL	42	420
		Industry Internship Project	8	80

Sr. No.	Course Code	Semester III	Credits	Hours
1		Strategic Management	2	20
2		Business Ethics And Corporate Governance	2	20
3		Artificial Intelligence and Machine Learning	2	20
4		Banking and Banking Technology	4	40
5		Risk Management	2	20
6		InsurTech	2	20
7		Comprehensive Review Module	2	20
8		Placement Readiness Module	2	20
9		Career Management – 3	2	20
10		Corporate Transition Module	2	20
11		Verbal & Quantitative Analysis – 3	2	20
12		Capstone Project Phase – II	2	20
		TOTAL	26	260
Sr. No.	Course Code	Semester IV	Credits	Hours
1		Capstone Project – Final	4	40
2		Global FinTech Systems	2	20
3		Career Management	-	-
		TOTAL	6	60
		GRAND TOTAL	120	1220

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

Course Outcome s	Description	Cognition	Hour s	Evaluation Tools
CO1	Explain accounting principles, standards, and basic cost concepts which are required for maintaining business accounting records.	L2 Understand	3	<u>Internal</u> Assessment: Assignment <u>End term</u> - Theory
CO2	Apply accounting principles and standards for preparation of Financial Statements.	L3 Apply	9	<u>Internal</u> Assessment: Class test, Assignment <u>End term:</u> Case study
CO3	Calculate Costs and Budgets to determine profit	L 4 Analyze	6	<u>Internal</u> Assessment: Class test, Assignment <u>End term:</u> Theory & Numerical
CO4	Compute the financial statements of the companies to enable users for decision making purpose	L 4 Analyze	12	<u>Internal</u> Assessment: Project <u>End term:</u> Case

				Study,
CO5	Assess the financial statements of companies to foster analytical and critical thinking abilities.	L 5 Evaluate	10	Internal Assessment: Assignment, Class test, End term -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

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

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

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

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

		control	Cost Accounting concepts for the preparation of Budgets	Analyze	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:

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

Assessment Mapping:

Parameters	Cos	CO1	CO2	CO3	CO4	CO5
	Marks					

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

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, 6th edition, 2010
10. Accounting for Management - M N Arora, Himalaya Publishing House, 1st 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
1	10	Introduction to Marketing			
(i)	10	Introduction – demand states, Sales Vs Marketing, types of marketing, customer satisfaction, loyalty and Value	CO1 - Explain the basics of Marketing, concepts, theories, principles for organizational, customer and societal value	L2: Understand	<u>End term:</u> Case study/short answers
2	10	Strategic Marketing			
(i)	10	Strategic Marketing planning, competition analysis, environment scanning, core competence and competitive advantage	CO2 – Apply the Value creation and delivery concepts in the context of competitive environment to benefit the stakeholders	L3: Apply	<u>Internal Evaluation:</u> Assignment, class test <u>End term:</u> Case study/short answers
3	9	Marketing mix and competition			
(i)	9	STP, consumer behavior analysis, introducing marketing mix, product strategies	CO3 - Examine the competitive environment and integrate the marketing strategies for better marketing	L4: Analyse	<u>Internal Evaluation:</u> Case study Analysis, Assignment

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

7. Lecture
8. Case Studies
9. Presentation and assignments
10. Articles reading

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

7. Attendance
8. Class Participation
9. Class Test
10. Case study discussion
11. Assignments
12. 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%
End Term	60	20%	15%	30%	20%	15%

Textbook:

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

Reference Book:

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

E-Books:

Book Title	Name of Author	Publisher	LinL	Year
Marketing Management with Indian cases	Philip Kotler & Levin Lane Keller	Pearson	https://1lib.in/booL/5285475/1e8c03	2017
Strategic Marketing Management: planning, implementation and control	Richard MS Wilson, Colin Gilligan	Butterworth-Heinemann	https://1lib.in/booL/701127/32ede3	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
1	5	Introduction to Management Concepts			
1.1	2	Importance of Management, Functions of Managers, Introduction to Human Resource Management, Introduction to Organizational Behaviour.	CO 1 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,	CO1 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	CO1 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.
2	2	Planning			
2	2	Definition, Need, importance Planning, levels of Planning & Strategic Planning Process.	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
3	2	Structuring			
3	2	Definition, Need, Importance of Structuring. Types of Organisational structure. structuring in Organizations	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
4	2	Organizing and controlling			
4.1	1	Definition of Organizing, Scope, need and importance Organizing Function, Elements	CO2 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	Leadership			
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		Human Resource Management			
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	Recruitment and Selection.			
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	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
8	2	Performance Management			
8.1	1	Definition of Performance Management, Need and importance.	CO2 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.	CO2 Interpret contemporary HR practices for better workplace productivity.	L3: Apply	<u>Internal</u> Evaluation: Project, Class test Question in End term exam.
9	2	Compensation and Benefits			
9.1	1	Definition, need for and importance of compensation. Types of compensation.	CO2 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	CO5 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	Introduction to OB and Personality			
10.1	2	Definition of OB, Definition of personality, types of personality,	CO4 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	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.
11	5	Perception and Individual Decision Making			
11.1	2	Overview of Perception, Attribution Theory, Perception and Individual Decision Making	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.
11.2	2	Attitude, Values and Job Satisfaction, Managerial implication & application in industry	CO4 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	CO4 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	Motivation and Motivation theories			
12.1	2	Motivation Concepts and Application: Defining Motivation, Theories of Motivation, Maslow, Mc Gregor, McClelland, Herzberg	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.
12.2	2	Theories of Motivation, Maslow, Mc Gregor, McClelland, Herzberg	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.
13	4	Group and Group Dynamics			
13.1	3	Foundations of Group Behaviour, Group Development Process, Understanding	CO4 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	CO4 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	Conflict and Stress Management			
14.1	1	Definition of conflict, reasons of conflict , Conflict management techniques	CO4 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.	CO5 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.

Pedagogy
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

Evaluation:	
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%
End Term	60	10%	20%	20%	25%	25%
Total	100	15%	21%	21%	24%	21%

Textbook:

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

Reference Books:

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

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|--|---|
| 9. Organizational Behaviour – Text & Cases | - Kavita Singh, Vikas Publishing House Pvt. Ltd., 3 rd Edition, 2015. |
| 10. Organizational Behaviour – A Modern | - Arun Kumar & N Meenakshi, Vikas Approach Publishing House Pvt. Ltd., 1 st Edition, 1 st 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://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				
CO1	Understand the fundamental theories and concepts of managerial economics.	L2: Understand	3.75	Internal Evaluation: Class Test & Assignment End term: Theory Question
CO2	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
CO3	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
CO4	Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	6.25	Internal Evaluation: Class Test & Assignment End term: Theory Question
CO5	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
CO-1	3	2	1	3	1
CO-2	3	3	2	3	2
CO-3	3	3	2	3	2
CO-4	3	3	2	3	2
CO-5	3	3	2	3	2
CO	3	2.8	1.8	3	1.8
CO EQ	3	3	2	3	2

Session Plan:

Session	Hours	Topic	COs	Cognition	Evaluation Tools
1	1.25	The Nature and Scope of Managerial Economics and Theory of the Firm			
	1.25	<p>13. What is Economics and Managerial Economics? - Scope of Managerial Economics.</p> <p>14. Economic Principles: Concept of Scarcity, Opportunity Cost, PPC, Margin, Increment & Discounting Principle.</p> <p>15. Objective of the Firm: Maximization Theory of Profit, Sales Revenue, Growth, Managerial Utility Function & 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	Demand, Supply, and Market Equilibrium			
	0.50	<p>16. Definition of Demand - Demand Function - Law of Demand</p> <p>17. 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>18. 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>19. Supply Schedule and Supply Curve - Determinants of Supply -</p>	<p>CO-2</p> <p>Apply the key concepts and techniques of microeconomics to recognize and solve business problems faced by an</p>	L3: Apply	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>

		Change in Quantity Supplied Vs. Change in Supply - Individual Supply and Market Supply. 20. Market Equilibrium - Effects of Changes and Simultaneous Changes in Demand and Supply.	organization.		
4	1.25	Elasticity of Demand			
	1.25	21. Price Elasticity of Demand - Degrees of Elasticity - Point and Arc Elasticity - Price Elasticity and Total Revenue. 22. Cross-Price Elasticity 23. 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	Supply-Side Economics: Theory of Production and Cost			
	2.50	24. Definition of Production - Short Run and Long Run Function of Production - Classification of Factors of Production - Law of Diminishing Marginal Returns. 25. Concepts of Revenue: Total Revenue (TR) and Marginal Revenue (MR). 26. 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	Market Structure: Introduction and Basic Features			
	1.25	Market Morphology - Perfect	CO-1	L2: Understand	Class Test

		Competition, Monopoly, Monopolistic Competition, and Oligopoly: Market Features – Existence in Real World(examples).	Understand the fundamental theories and concepts of managerial economics.		Assignment <u>End term</u> Theory Question
8 & 9	2.50	Nature and Scope of Macroeconomics and National Income: Concept and Measurement			
	1.25	27. Definition and Nature of Macroeconomics - Circular Flow: Two, Three and Four Sector Economy - Aggregate Demand & Supply - Consumption & Investment.	CO-1 Understand the fundamental theories and concepts of managerial economics.	L2: Understand	Class Test Assignment <u>End term</u> Theory Question
	1.25	28. 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	Inflation: Theories and Control Measures			
	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 -	CO-4 Analyze the impact of macroeconomic factors on business decision-making.	L4: Analyze	Class Test Assignment <u>End term</u> Theory Question

		Inflation and Money Supply - Inflation and Interest Rates - Effects of Inflation - Philips Curve - Policy Measures to Control Inflation.			
12 & 13	2.50	Monetary Policy			
	2.50	<ol style="list-style-type: none"> 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 and Deposit Multiplier - Credit Multiplier. 3. Monetary Policy: Meaning, Scope, and Quantitative and Qualitative Instruments. 	<p>CO-5</p> <p>Evaluate the intent and outcomes of monetary and fiscal policies to address the economic issues.</p>	L5: Evaluate	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>
14	1.25	Fiscal Policy and Union Budget			
	1.25	<p>11. Meaning and Objectives of Fiscal Policy - Fiscal Instruments & Target Variables - Fiscal Deficit - Union Budget 2022-2023.</p>	<p>CO-5</p> <p>Evaluate the intent and outcomes of monetary and fiscal policies to address the economic issues.</p>	L5: Evaluate	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>
15 & 16	2.50	Balance of Payment			
	2.50	<ol style="list-style-type: none"> 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 	<p>CO-4</p> <p>Analyze the impact of macroeconomic factors on business decision-making.</p>	L4: Analyze	<p>Class Test</p> <p>Assignment</p> <p><u>End term</u></p> <p>Theory Question</p>

		Exchange Rate: NEER and REER - Purchasing Power Parity.			
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Pedagogy	
1. Lecture	
2. Case Study	
3. News/Article Analysis	
4. Live Activity/Exercise	
5. Videos	
Evaluation:	
Internal	40%
External	60%
Total	100%

Evaluation:
Internal Assessment
External Assessment
Total

External Assessment:
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%

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

Reference Books:	
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 th Edition, Tata McGraw Hill Education Pvt Ltd, New Delhi, 2011.
Macroeconomics Policy Environment (MPE)	Shyamal Roy. 2 nd 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 th International Edition, Oxford University Press, 2015.
Macroeconomics	Dornbusch Rudiger, Fischer, Stanley, Startz, 12th Edition, McGraw Hill Education, 2018.

eBooks:	
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. https://laecon1.lyryx.com/textbooks/OPEN_CURTIS_MIC_1/marketing/CurtisIrvine-Microeconomics-2017A.pdf
Simplified Principles of Microeconomics	Hazbo Skoko, 1 st Edition, Bookboon.com, 2015.

	https://bookboon.com/en/simplified-principles-of-microeconomics-ebook#download
Principles of Microeconomics for AP courses	Timothy Taylor, Openstax College, Rice University, 2015. https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofMicroeconomicsforAPCourses-OP.pdf
Principles of Economics	Timothy Taylor, Openstax College, Rice University, 2014. https://d3bxy9euw4e147.cloudfront.net/oscms-prodcms/media/documents/PrinciplesofEconomics-OP.pdf
Essentials of Macroeconomics	Peter Jochumzen, 1 st Edition, Bookboon.com, 2010. https://bookboon.com/en/macroeconomics-uk-ebook
Practical Guide to Contemporary Economics	Yuri Yevdokimov, Bookboon.com, 2012. https://bookboon.com/en/practical-guide-to-contemporary-economics-ebook

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.	L2: Understand	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.	L3: Apply	6	<u>Internal-</u> Practical <u>End Term-</u> Theory
CO3	Apply various e-commerce strategies to achieve innovative digital markets.	L3: Apply	2	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory
CO4	Analyse enterprise systems strategies to gauge their impact on business decisions.	L4: Analyse	3	<u>Internal-</u> Test, Assignment <u>End Term-</u> Theory
CO5	Assess the impact of futuristic and challenging trends in enterprise systems.	L5: Evaluate	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
CO	3	2.6	3	1.6	1.25

Session Plan

Sr. No	Hours	Units	COs	Cognition	Evaluation Tools
		Introduction to ESM			
1	2	29. Introduction to Enterprise Systems Management 30. Introduction to database concepts 31. 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 Quiz, Test</u> <u>End Term-Theory</u>
		ERP Module - 1			
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-Practical</u> <u>End Term-Theory</u>
		ERP Module - 2			
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-Practical</u> <u>End Term-Theory</u>
		ERP Module - 2			

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-Test, Practical End Term-Theory</u>
		ERP Module - 1			
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 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 End Term-Theory</u>
		E-commerce			
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 End Term-Theory</u>
		E-commerce			
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	CO 5: Assess the impact of futuristic and challenging trends in enterprise systems.	L5: Evaluate.	<u>Internal-Assignment End Term-Theory</u>

		when building an e-commerce presence? 5. Types of E-Commerce 6. E-Commerce Payment Systems			
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Pedagogy

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

Evaluation

Internal	40%
External	60%
Total	100%

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%
End Term	60			30%	40%	30%

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
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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 th	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			http://www.uotechnology.edu.iq/depts/mypdf/subjects/4is/4mis.pdf	
MIS			http://www.academia.edu/5275161/Management_Information_Systems_12th_Edition_	
MIS			https://drive.google.com/file/d/1Arp1vggiOgxjksUrIScOBIt7b5Q8vvNF/view	
Introduction to MIS			https://drive.google.com/file/d/1DQ48mt_EbzBRRCX_Zyzmtz6SOhdsoagL/view	
MIS – Basic Concepts			https://drive.google.com/file/d/1xhxT8ReGYpmlfApE8lBXij0cCGH7Ji9F/view	
MIS			https://www.sigc.edu/departments/mba/studymet/ManagmentInformationSystem.pdf	
MIS			http://dinus.ac.id/repository/docs/ajar/Kenneth_C.Laudon,Jane_P.Laudon_-_Management_Information_Sysrem_13th_Edition_.pdf	
MIS			http://www.pearsonmiddleeastawe.com/pdfs/SAMPLE-MIS.pdf	

MIS			Managing the digital firm - http://iefb.weebly.com/uploads/1/4/2/4/14240576/libri_per_msi.pdf	
ERP - Making it happen			http://www.labee.ufsc.br/~luis/egcec/livros/ERP/ERP%20-%20Making%20It%20Happen.pdf	
ERP - Global opportuni ties and challenge s			http://www.csbd.edu.in/csbd-ol/pdf/Enterprise_Resource_Planning.pdf	
Thinking about ERP -			https://www.syspro.com/dl/EB/SYSPRO-Thinking-About-ERP-ALL-EB.pdf	
Open ERP			http://brochures.sisalp.fr/openerp-book-v6.pdf	
Business Analysis	Steve n P.Blai s		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
1	1	Introduction to Decision Sciences			
(i)	1	Meaning and Importance of Decision Science	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal - Test</u>
2	2.0	Representation of Data			
(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>
3	3.5	Measures of Central Tendency			
(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>

4	2.5	Measures of Dispersion			
(i)	.5	Various concepts related with measures of dispersion	CO1: Understand the various statistical concepts used in Decision Science	L2 : Understand	<u>Internal-Test, Viva, Practical</u>
(ii)	2	Sums related to dispersion	CO3: Analyze the statistical information for business decision making	L4: Analyse	<u>Internal - Project work, Test</u>
5	1.5	Measures of Symmetry			
(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>
6	3.5	Probability & its Distributions			
(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>
7	1.0	Theory of estimation			
(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>
8	3.5	Hypothesis Testing			
(i)	1	T test & F Test : Concepts	CO3 : Analyze the statistical information for business decision making	L4 : Analyse	<u>Internal-Project work End term</u>

					-Practical
(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</u> <u>End term</u> -Practical
9	1	Chi-Square test			
(i)	1	Introduction to Chi-square	CO1 : Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal-Viva Test,</u> <u>End Term-</u> Theory
10	2	Analysis of Variance			
(i)	1	Concept of ANOVA	CO2 : Illustrate the use of statistical concepts to solve business problems	L3: Apply	<u>Internal-Project work</u> <u>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</u> <u>End term</u> -Practical
11	4.0	Measures of Association			
(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</u> <u>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</u> <u>End term</u> -Practical
12	5	Regression Analysis			
(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</u> <u>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</u> <u>End term</u> <u>-Practical</u>
(iv)	1	Multiple Regression Analysis	CO5: Develop suitable statistical models for business decision making	L6: Create	<u>Internal</u> <u>Project work</u> <u>End term-</u> <u>Sums</u>
13	1.5	Time Series and forecasting			
(i)	.5	Introduction and components of time series	CO1: Understand the various statistical concepts used in Decision Science	L2: Understand	<u>Internal</u> <u>-Viva</u> <u>End term</u> <u>-Theory question</u>
(ii)	1	Forecasting Techniques : Moving Average & Weighted Moving Average	CO3 : Analyze the statistical information for business decision making	L4: Analyse	<u>Internal-Project work</u> <u>End term</u> <u>-Practical</u>

Pedagogy

- 12. Lecture
- 13. Case Studies
- 14. Presentation and assignments

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

- 32. Attendance
- 33. Class Participation
- 34. 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%
End Term	60	16.7%	16.7%	25.0%	25.0%	16.7%
Total	100	17.0%	20.0%	25.0%	21.0%	17.0%

Text Book:

Statistical techniques in Business & Economics- Lind, Marchal & Wathen, Mc Graw Hill Education, 16th 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 nd Edition	2014
Statistics for Management Prentice	Levin and Rubin	Pearson	7 th 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 st Edition	2011
Business Statistics	S C Gupta	Himalaya Publishing	6 th Edition	2013

E-Books details:

Sr. No.	Name of the Book	Author's Name	Publication	link	Edition
1)	Introductory Statistics : Concepts, Models and	David. W. Stockburger	Atomic dog publishing. com	http://www.pdf titles.com/book/13223/introductory-statistics-concepts-models-and-applications	1996

	Applications				
2)	Business Statistics	Bajpai Naval	Pearson India	https://www.pinterest.com/pin/760404718307803413/	2008
3)	Fundamentals of Business Statistics	Sharma J.K	Pearson India	https://docs.google.com/document/d/12xXI9UF2FEMuJ_uN6J6h7TJ1biiAp2kt1DKlh0y0yvA/edit	2008
4)	Problems & Solutions of Business Statistics	Sharma, J. K.	Pearson India	https://www.amazon.in/Business-Statistics-Problems-Solutions-Sharma-ebook/dp/B00CDIDNAG#reader_B00CDIDNAG	2011
5)	Statistics for Economics, Accounting and business studies	Michael Barrow	Financial Times/ Prentice Hall	https://thenigerianprofessionalaccountant.files.wordpress.com/2013/04/statistics-for-economics-accounting-and-business-studies-4th-ed.pdf	2006
6)	Business Statistics	Ken black	Wiley India	https://www.pdfdrive.net/business-statistics-e23260267.html	2010

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

Course Outcome

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain Yoga concepts and principles to regulate and discipline lifestyle.	L2: Understand	2.0	<u>Internal</u> , Practical, <u>End Term</u> Theory
CO2	Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	6.0	<u>Internal</u> - Practical
CO3	Demonstrate various yoga concept, , Mudras and asanas for energy conservation, Personality development and positive health	L3: Apply	7.0	<u>Internal</u> - Practical
CO4	Assess the impact of Pranayama and Meditations in reducing stress.	L5: Evaluate	2.0	<u>Internal</u> - Test, Practical <u>End Term</u> -
CO5	Evaluate 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
CO-1	3	2	-	-	-
CO-2	3	3	2	-	2
CO-3	3	3	2	1	2
CO-4	3	3	2	1	2
CO-5	3	3	3	1	2
CO	3	3	2.23	1	2

Session Plan

Session	Hrs	Topic	COs	Cognition	Evaluation Techniques
1	2 hrs	<u>Introduction to LSM</u> 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?	CO1: Explain Yoga concepts and principles to regulate and discipline lifestyle.	L2: Understand	<u>Internal, Practical, End Term Theory</u>
2	1 hrs	HELM-CONNECT 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.	CO2: Apply the HELM (Heartfulness Enabled Leadership Mastery) concepts for Inner strength and strength building.	L3: Apply	<u>Internal-Practical</u>
3	1 hrs	<u>Personality Development Tools</u> Suryanamaskar simplified in steps. Build your strength. Guided Meditation 1:	CO3: Demonstrate various yoga concept, ,	L3: Apply	<u>Internal-Practical</u>

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

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

		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	CO5: 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	CO5: Evaluate the Yogic and Lifestyle Management techniques in developing value-based leadership	L5: Evaluate	<u>Internal-Test, Practical End Term- Test</u>

	Pedagogy
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%
End Term	30	25%	15%	30%	20%	10%

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	Internal- Quiz, Test End Term- Theory
CO2	Illustrate the use of latest technologies tools to create value and enhance business opportunities.	L3: Apply	6.5	Internal- Practical End Term- Theory
CO3	Demonstrate the application of technological innovation in various business domain.	L3: Apply	3.5	Internal- Test, Practical End Term- Theory
CO4	Contrast the use of latest technological tools & techniques across industry to have in-depth insights.	L4: Analyse	3.5	Internal- Project End Term- Theory
CO5	Assess the impact of technology innovations to to measure its success and disruptions.	L5: Evaluate	4	Internal- Project End Term- 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
CO	2.4	2.8	2.0	2.4	2.0

Session Plan

Sr. No	Hours	Units	COs	Cognition	Evaluation Tools
		Introduction to the Latest Technologies			
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
		Applications of the latest technologies			
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 - 15. Machine Learning and Deep Learning 16. 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

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

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

- | | |
|----|---------------------|
| 1. | Attendance |
| 2. | Class Participation |
| 3. | Class Test |
| 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%
End Term	30	13.3%	26.7%	20.0%	20.0%	20.0%
Total	50	15.0%	24.0%	19.0%	20.0%	22.0%

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
The Digital Transformation Playbook – Rethink Your Business for the Digital Age	David Rogers	Columbia Business School Publishing	2nd	2016
Digital Transformation	Lindsay Herbert	Bloomsbury Publication		2018
Demystifying Digital	Nishith Sharan			2018

Transformation: A Practitioner's Companion				
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E-Books:

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

Course Title : **Introduction to Operations Management**
Semester : **I**
Credits : **2**
Contact Hours : **20 Hrs**

Course Outcome s	Description	Cognition	Hours	Evaluation Tool
CO1	Explain the concepts, principles, practices & challenges of operations management for managing business operations.	L2: Understand	5	<u>Internal-Test</u> , Assignment
CO2	Apply various framework, to New product design & development for value proposition.	L3: Apply	2	<u>Internal-Test</u> , Case Study, Exercise
CO3	Apply appropriate methods related to the selection of facility location, layout	L3: Apply	5	<u>Internal-Test</u> , Case Study <u>End Term-Theory</u>
CO4	Analyse the various inventory management tools, capacity planning for better productivity, cost effectiveness and efficiency of the business	L4: Analyze	6	<u>Internal-Test</u> , Case Study, Numerical
CO5	Evaluate the continuous improvement tools for better quality and decision making.	L5: Evaluate	2	<u>Internal-Test</u> , 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
CO	3	3		2	2

Session Plan

Sr. No.	Hours	Syllabus- Course Contents	Course Outcome (CO)	Cognition	Evaluation Tools
1	3	Introduction to Operations Management 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	Future of Operations -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	New Product/Service Development	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 - over-view	New product design & development, for continuous successes of the business		
5	2.50	Facility Location 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	Facility Layout 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	Production / Operations Planning & Control 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 of the business	L4: Analyze	<u>Internal-Test, Case Study, Numericals</u>

8	3	Inventory Management: 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	L4: Analyze	<u>Internal-</u> Test, Case Study, Numericals
9	2	Quality management 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

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

Evaluation

Internal	40%
External	60%
Total	100%

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%	
End Term	30	20%	16%	22%	22%	20%
Total	50	20%	15%	22%	23%	20%

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, 3rd
Edition, 2015
- 3) Operations & Supply Management: - S.N. Chary, Mc Graw Hill Education
(India) Pvt Ltd
2013,
5th Edition, Reprint
- 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:

35. 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

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

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

Semester: I

Course Title: Introduction to MS-Excel and Advance Methods

Credit: 4

Duration: 40 hrs.

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Apply basic excel fundamentals and commands to manage worksheet effectively.	L3: Apply	7.25	<u>Internal</u> Assignment, Test
CO2	Solve numerical, text, date, and lookup formula.	L3: Apply	13.0	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
CO3	Analyse the use of different charts.	L4: Analyse	11.0	<u>Internal-</u> Assignment, Test, Practical <u>End Term-</u> Test
CO4	Analyse 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	Analyse 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
CO	2.0	3.0	1.4	1.0	1.4

Session Plan

Sr. No	Hrs	Units	COs	Cognition	Evaluation Tools
1	1.5	Microsoft Excel Fundamentals:			
(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 manage worksheet	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	effectively.		Practical <u>End Term-</u> Test_
2	3.0	Microsoft Excel Fundamentals:			
(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_
3	3.0	Entering and Editing Text and Formulas			
(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
4	2.0	Working with Basic Excel Functions			
(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,
5	2.5	Study of Basic and Advance filter:			
(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
6	2.0	Paste Special Functions and Protection of cells, workbook, and worksheets:			
(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
7	2.0	Working with Excel's Lookup Functions			
(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
8	2.5	Transpose and Date Functions			
(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
9	2.5	Text Based Functions and working with Match and Index:			
(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,
10	4.0	Analyse Basic Charts in Excel:			
(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
11	7.0	Analyse different chart and its uses:			
(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
12	2.5	Working with Google Drive, Google Calendar and Google forms			
(i)	1.0	Google Drive: 37. Uploading and downloading files and folders in Google Drive. 38. Exploring Shared drive 39. 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					
13	1.0	Introduction to Functions and Conditional Functions			

(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
14	2.0	Nested Conditional Functions			
(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
15	2.0	Working with TEXT functions			
(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
16	1.5	Working in a Collaborative environment and protection of worksheet and named ranges			
(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
17	1.5	Stock Picking and Real Time Translators with GOOGLE FINANCE and GOOGLE TRANSLATE			
(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

17. Lecture

18. Assignments

19. 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%
End Term	60	10%	70%	10%	5%	5%

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 st	2016

E-Books:

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

Corporate Finance Institute-Excel	-	Corporatefinanceinstitute.com	https://corporatefinanceinstitute.com/resources/ebooks/excel-book-pdf/	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
		Presentation Skills			
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
		Persuasive Story Telling			
4-5	2.5	Story Telling	CO4: Develop strategies to create compelling and persuasive stories.	L4 - Analyse	<u>Internal</u> Role Play <u>End Term</u> Theory
		Business Writing Skills			
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 WritingThe Speaking Circle	CO5 - Develop effective written communication skills to ace personal and professional interactions.	L5: Evluate	<u>Internal</u> Assignment <u>End Term</u> Theory
		The Speaking Circle			
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.	L4 - Anlayse	<u>Internal</u> Role Play <u>End Term</u>

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

Evaluation:	
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%
End Term	30	10%	20%	20%	20%	30%

Textbooks/Reference Books:

Business Communication (Connecting at Work) Hory Sankar Mukerjee 1st 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	Understand the grammar rules to solve parts of speech questions.	L2 -Understand	2	<u>Internal Quiz</u> <u>End Term</u> Practical
CO2	Apply the principles of probability combined with permutation and combination to determine event dynamics.	L3 -Apply	3	<u>Internal Quiz</u> <u>End Term</u> Practical
CO3	Apply deduction techniques to solve reading comprehension and vocabulary questions.	L3 - Apply	3	<u>Internal Quiz</u> <u>End Term</u> Practical
CO4	Apply different tricks and techniques to solve mathematical problems.	L3 - Apply	9	<u>Internal Test</u> <u>End Term</u> Practical
CO5	Analyze the problems to decipher codes, patterns, directions, and relationships.	L4 - Analyse	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
		Verbal Skills			
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>
		Quantitative Aptitude			
5-6	2.5	Numbers: Basics, Surds, and Indices, Factors and Multiples, Divisibility, LCM, HCM, BODMAS, PEMDAS, Cyclicity, 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	Equations: 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	Percentages: 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	Profit and Loss: 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	Simple Interest,	CO4: Apply	L3: Apply	<u>Internal</u>

		Compound Interest: 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	Permutation and Combination: 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	Probability: 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
		Logical Reasoning			
15	1.25	Blood Relations, Direction, Coding-Decoding: 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	Number Series, and Analogies: 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

Pedagogy	
1. Lecture	
2. Practice exercises	
Evaluation:	
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%
End Term	30	20 %	20%	20%	20%	20%
Total	50	18%	20%	20%	21%	21%

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	Understand basic Entrepreneurship concepts to learn the process of entrepreneurship	L2: Understand	2.5	<u>Internal</u> Quiz, <u>End Term-</u> Theory
CO2	Apply basic entrepreneur tools for generating new business ideas.	L3: Apply	5	<u>Internal-</u> <u>Assignment</u> <u>End Term-</u> Theory
CO3	Analyze tools, techniques, and frameworks for starting a business venture.	L4: Analyze	7.5	<u>Internal-</u> Quiz, <u>End Term</u> Theory
CO4	Evaluate 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	Create the business model & MVP to start own business.	L6: Create	2.5	<u>Internal-</u> <u>Group</u> <u>Presentation</u> <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
CO	1.8	2.8	2.8	2.4	2

Session Plan

Sr. No	Hrs	Units	COs	Topics Mapped with CO	Evaluation Tools
1	2.5	Introduction to Entrepreneurship			
(i)	2.5	Understanding Entrepreneurship, Characteristics and types of Entrepreneurs, Types of Enterprises,	CO1: Understand 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
2	2.5	Principles of Effectuation			
(i)	2.5	Principles of Effectuation, Entrepreneurship Style- 5 M Model,	CO2 Apply 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
3	1.15	Design thinking			
(i)	1.15	Design thinking -Introduction, Difference between causal thinking and Design Thinking, Steps of Design Thinking, Role of Design Thinking in creating solutions	CO2: Apply 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>
4	1.15	Idea Generation			
(i)	1.15	Idea Generation Methods & Creative Problem Solving, Value Proposition	CO2 Apply 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>
5	1.15	Idea Evaluation			
(i)	1.15	Idea Evaluation- Mullins Framework/ Decision Matrix Analysis & 5 Q Model	CO3: Analyze the acquire knowledge of tools, techniques, and frameworks for starting a business venture and		<u>Internal-Assignment</u>
6	1.15	Customer Segment			
(i)	1.15	Value proposition and Customer segments	CO3: Analyze the acquire knowledge of tools, techniques, and frameworks for starting a business venture and	L4: Analyze	<u>Internal-Quiz</u>

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

Pedagogy

20. Lecture
21. Case Studies, collaboration
22. Presentation and assignments
23. Quiz

Evaluation

Internal 40%

External 60%

Total 100%

Parameters of Internal Assessment:

- 40. Attendance
- 41. Class Participation
- 42. Test
- 43. 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%
End Term	30		10%	30%	30%	30%

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, 10th 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> <u>Practical</u>
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> <u>Practical</u>
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> <u>Practical</u>
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> <u>Practical</u>
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> <u>Practical</u>

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
		Resume Building			
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 tailormade 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
		Social Media Management			
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

		Resume Building			
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
		Personal Interview			
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

Pedagogy	
1. Lecture	
2. Case Study	
3. News/Article Analysis	
4. Live Activity/Exercise	
5. Videos	
Evaluation:	
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
Internal	40	10%	30%	30%	10%	20%
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%
End Term	60	10%	30%	30%	20%	10%

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

Course code : : 0207300311
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</u> Quiz, Test <u>End Term-</u> Theory
CO2	Apply the various concepts learnt in market research in solving business problems	K3: Apply	3.5	<u>Internal-</u> Assignments , project work,Viva <u>End Term-</u> Practical question in SPSS
CO3	Analyze a business research problem with the help of marketing research tools and techniques for effective decision making	K4: Analyze	4.5	<u>Internal-</u> Assignment Viva project work <u>End Term-</u> Question
CO4	Assess the results for business decision making in research	K5: Analyze	4.0	<u>Internal</u> :Project work <u>End term :</u> <u>Question</u>
CO5	Evaluate the output resulting from different analysis for effective decision making	K5: Evaluate	3.0	<u>Internal :</u> <u>Project</u> <u>End term</u> :Question

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</u> Quiz, Viva,Test
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</u> work, Viva <u>End Term-</u> theory
	.5	Case study	CO2:Apply the various steps learnt in	K3:Apply	<u>Internal</u> <u>Project</u>

			solution of a business problem		<u>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>
4	3.5	Sampling and Sampling methods			
	.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 End Term-Theory</u>
	3.0	Case study	CO3 : Apply the concepts learnt in solving business problems	K3: Apply	<u>Internal Project work End term -Theory</u>
5	1.0	Questionnaire designing			
	.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 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 End term -theory</u>
6	1.0	Data Collection Methods			
	.5	Various methods of data collection	CO1: Explain the various methods of data collection	K2: Understand	<u>Internal- Project work End Term-Theory</u>
	.5	Case Study	CO2 :Apply the	K3:Apply	<u>Internal-</u>

			various concepts learnt in solving business problems		Project work <u>End Term-</u>
7	1.5	Data analysis methods			
	1.0	Methods of data analysis : an introduction	CO1: Explain the various methods involved in data analysis	K2: Understand	<u>Internal- Quiz, Test, 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 End Term- Theory</u>
8	10.5	Performing Univariate, bivariate and parametric , non -parametric test in SPSS			
	.5	Univariate , bivariate analysis in SPSS	CO2 : Apply the various concepts learnt in solution of a research problem	K3: Apply	Internal Project work 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 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 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 End term : Practical</u>
9	1.0	Report preparation and presentation			
	.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 Viva End term-</u>

					<u>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</u> <u>:Question</u>

Pedagogy

24.Lecture

25.Case Studies

26.Presentation and assignments

Evaluation

Internal 80%

External 20%

Total 100%

Parameters of Internal Assessment:

44.Attendance

45.Class Participation

46.Class Test

47.Viva

48.Assignments

49.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%
End Term	20	5%	15%	30%	30%	20%

Pedagogy (different for subjects)

27.Lecture

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

29.Presentation and assignments

Evaluation

Internal 80%

External 20%

Total 100%

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

50.Attendance

51.Class Participation

52.Class Test

53.Class Activity

54.Assignments

55.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%
End Term	20	5%	15%	30%	30%	20%

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

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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Pos					
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</u> Quiz, Viva,Test
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-</u> Project work, Viva <u>End Term-</u> theory
	.5	Case study	CO2:Apply the various steps learnt in solution of a business problem	K3:Apply	<u>Internal</u> <u>Project</u> <u>End term –</u> <u>Case</u> <u>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-</u> Practical <u>End Term-</u> Sums
	.5	Qualitative research procedures :focus group interview ,depth interview and	CO2: Apply the various concepts in	K3: Apply	<u>Internal :</u> <u>Project</u>

		projective techniques	solving business problems		<u>work</u>
4	3.5	Sampling and Sampling methods			
	.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>
5	1.0	Questionnaire designing			
	.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>
6	1.0	Data Collection Methods			
	.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>
7	1.5	Data analysis methods			
	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>
8	10.5	Performing Univariate, bivariate and parametric , non -parametric test in SPSS			
	.5	Univariate , bivariate analysis in SPSS	CO2 : Apply the	K3: Apply	Internal

			various concepts learnt in solution of a research problem		Project work 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	Report preparation and presentation			
	.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</u> <u>:Question</u>

Pedagogy

30.Lecture

31.Case Studies

32.Presentation and assignments

Evaluation

Internal 80%

External 20%

Total 100%

Parameters of Internal Assessment:

56. Attendance

57. Class Participation

58. Class Test

59. Viva

60. Assignments

61. 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%
End Term	20	5%	15%	30%	30%	20%

Pedagogy (different for subjects)

33.Lecture

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

35.Presentation and assignments

Evaluation

Internal 80%

External 20%

Total 100%

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

62.Attendance

63.Class Participation

64.Class Test

65.Class Activity

66.Assignments

67.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%
End Term	20	5%	15%	30%	30%	20%

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

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the key technologies driving the FinTech Industry to get an overview.	L2: Understand	2	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO2	Examine the role of Hardware in implementing technology.	L4: Analyse	4	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO3	Classify different software to learn its usages and applicability.	L4: Analyse	5	<u>Internal-Test,</u> <u>Assignment</u> <u>End Term-</u> <u>Theory</u>
CO4	Assess the use of latest FinTech Technologies to gauge its impact on innovation.	L5: Evaluate	6	<u>Internal-Project,</u> <u>Assignment</u> <u>End Term-</u> <u>Theory</u>
CO5	Explain concept of Big Data and Analytics to get a basic grasp.	L2: Understand	3	<u>Internal-Project,</u> <u>Assignment</u> <u>End Term-</u> <u>Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2	Overview of FinTech Technology			
(i)	2	Hardware, Software, Files & Database, Network, Web. Mobile, Blockchain, AI & ML, Data Analytics, AR/VR, Software Project Management, Software Testing, Cyber security, Quality Standards	CO1: Outline the key technologies driving the FinTech Industry to get an overview.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
1	3	Hardware			
	3	History of Computers, Hardware, Software, FirmWare, CPU, Peripherals, Networks, TCP/ IP, Internet, message packets Computer Systems Architecture, Computer Server, Web, Mobile, Embedded, Cloud, Containers	CO2: Examine the role of Hardware in implementing technology.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
	4	Software			
	4	<u>Operating Systems</u> Windows, MacOS, Linux, iOS, Android, RTOS <u>Types – Proprietary and Open Sources</u> <u>System, Application, Procedural, OOP</u> <u>Programming Language</u> FORTRAN, BASIC, COBOL, C, C++, C#, Java, Python (Flask, Django) <u>Web Technology</u> HTML, Java, PHP, XML, CSS <u>Firmware, FPGA</u>	CO3: Classify different software to learn its usages and applicability.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Theory</u>
	1	Cloud Engineering - Computing			
		Cloud Engineering and Cloud Computing Types (Public and Private), Cloud service Delivery Models, Deployment Models; SaaS, PaaS, IaaS, Model Stack, Major Providers.	CO3: Classify different software to learn its usages and applicability.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
	1.5	Artificial Intelligence and Machine Learning			
(i)	1.5	Introduction,	CO4: Assess the use of	L5:	<u>Internal-</u>

		Application of AI – Chat bot, computer vision, data recognition, neural networks Application of ML – ML Model – steps, main applications introduction	latest FinTech Technologies to gauge its impact on innovation.	Evaluate	Project, Assignment <u>End Term-</u> Theory
	2.5	Blockchain Technology			
	2.5	<u>Blockchain</u> Introduction, classification, building blockchain, identities on blockchain, blockchain data, blockchain consensus, blockchain network data and data processing, technology challenges	CO4: Assess the use of latest FinTech Technologies to gauge its impact on innovation.	L5: Evaluate	<u>Internal-</u> Project, Assignment <u>End Term-</u> Theory
	2	APIs and Mobile Application			
		<u>APIs</u> Ecosystems, working, API Management Platform & features. <u>Mobile Applications</u> Introduction, Types (Native, Web-based, Hybrid), Development, Distribution, Mobile application management, Enterprise mobile application	CO4: Assess the use of latest FinTech Technologies to gauge its impact on innovation.	L5: Evaluate	<u>Internal-</u> Project, Assignment <u>End Term-</u> Theory
	1	Internet of Things			
	1	Introduction, IOT Mechanism, IOT Resources, IoT architecture, Intelligence, Size and Space consideration, Enabling Technology, Applications in Finance	CO2: Examine the role of Hardware in implementing technology.	L4: Analyse	<u>Internal-</u> - <u>End Term</u> Theory
	3	Big Data and Analytics			
	3	Big Data and Analytics Introduction; Big Data vs Traditional Data, Real Time Big Data Analytics Architecture, Applications	CO5: Explain concept of Big Data and Analytics to get a basic grasp.	L2: Understand	<u>Internal-</u> Project, Assignment <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	-
CO2	3	-	-	1	-
CO3	3	2	1	-	-
CO4	3	1	1	1	2
CO5	2	2	1	1	2
CO	2.8	1.7	1.0	1.0	2.0

Pedagogy

17. Lecture

18. Presentations

19. Discussions – Case Studies

Evaluation

Internal 40%

External 60%

Total 100%

Parameters of Internal Assessment:

10. Attendance

11. Class Participation

12. Class Test

13. Projects / Assignments

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	20.0%	20.0%	20.0%	20.0%	20.0%
Class Test	5	40.0%	40.0%	20.0%	0.0%	0.0%
Project / Assignment	5	0.0%	0.0%	20.0%	40.0%	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%
End Term	30	10.0%	10.0%	30.0%	30.0%	20.0%
Total	50	14.0%	14.0%	26.0%	26.0%	20.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
FinTech Future	Sanjay Phadke	Sage	1st	2020

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
The FinTech Book	Sussanne Chishti, Janos Barberis	Wiley	1st	2016
3F - Future FinTech Framework	Kartik Swaminathan	Notion Press	1 st	2021
Cloud-Computing	Shailendra Singh	Oxford	1 st	2018
Internet of Things	Rahul Dubey	Cengage	1 st	2019

E-Books

Book Title	Name of Author	Publisher	Link	Year
Disrupting Finance	Theo Lynn, John Mooney	Palgrave Macmillan	Soft copy	2019

Course code :
Semester : **II**
Course Title : **FinTech Application**
No of Credits : **2**

Contact Hours : 20 hrs (75 minutes per session)

Course Faculty :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Describe FinTech Ecosystems to gain overall perspective of FinTech.	L2: Understand	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Contrast different FinTech Models for its suitability in applications within Financial Services.	L4: Analyse	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Analyse FinTech applications in Financing and Payment Systems to gauge its impact.	L4: Evaluate	6	<u>Internal-Test</u> , <u>Assignment</u> <u>End Term-Theory</u>
CO4	Assess the use of FinTech Models in Investment field to recognise its benefit.	L5: Evaluate	5	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO5	Examine the role of FinTech for its Social Impact.	L4: Analyse	3	<u>Internal-Assignment</u> <u>End Term-Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	3	Introduction to FinTech			
(i)	3	Financial Services and BFSI Sector in India; Future of Financial Services FinTech Terminology, Scope, Evolution, Factors driving growth; Market Size; Emerging Technologies, FinTech Ecosystem FinTech vs TechFin	CO1: Describe FinTech Ecosystems to gain overall perspective of FinTech.	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
1	3	FinTech Models			
(i)	4	FinTech Models FinTech Themes FinTech Hub; FinTech Communities FinTech Supermarket Work-Flow Automation	CO2: Contrast different FinTech Models for its suitability in applications within Financial Services.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
3	6	FinTech in Financing			
(i)	6	<u>Payment Systems</u> Payment Infrastructure, Payments and Retail Transactions, Digital Payment, E-Wallets <u>Financing</u> Lending & Personal Finance, Crowd-Funding and Business Financing, P2P, <u>Banking</u> BankTech, API, Open Banking, Neo Banki-ng, BaaS, Account Aggregators, Hybrid Model for Banks, Banking infrastructure,	CO3: Analyse FinTech applications in Financing and Payment Systems to gauge its impact.	L5: Evaluate	<u>Internal-Test,</u> <u>Assignment</u> <u>End Term-Theory</u>
	5	FinTech in Investment			
	5	<u>Investment</u> Equity, Trading, and Investments, Online Capital Marketplaces, Digital Investment Space, Robo Advisory, WealthTech, InsurTech Compliance eKYC, V-CIP and Identity On-boarding client automation, Digital Life Cycle <u>Cryptocurrencies</u> Introduction, Evolution, Mining & currency supply, PoW, PoS, DPoS, PoWg, PoC, PoA, PoB, UNL etc.	CO4: Assess the use of FinTech Models in Investment field to recognise its benefit.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Theory</u>

		Crypto as an asset class, return & risk of crypto, future of crypto, trends.			
5	3	Social Impact of FinTech			
(i)	3	Inclusive finance, inclusive banking, FinTech and Education, Social Impact of FinTech ESG in Fintech Discussion of Case studies, papers	CO5: Examine the role of FinTech for its Social Impact.	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	-	-	1	-
CO2	2	2	-	1	-
CO3	3	2	1	2	2
CO4	3	2	1	2	2
CO5	1	-	1	2	2
CO	2.2	2.0	1.0	1.6	2.0

Pedagogy

11. Lecture

12. Presentations

13. Discussions – Case Studies

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

12. Attendance
13. Class Participation
14. Class Test
15. Projects/ Assignments

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	17.5%	17.5%	27.5%	20.0%	17.5%
Class Test	5	30.0%	30.0%	40.0%	0.0%	0.0%
Project / 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%
End Term	30	16.7%	20.0%	26.7%	20.0%	16.7%
Total	50	17.0%	19.0%	27.0%	20.0%	17.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
FinTech Future	Sanjay Phadke	Sage	1st	2020

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
The FinTech Book	Sussanne Chishti, Janos Barberis	Wiley	1st	2016
3F - Future FinTech Framework	Kartik Swaminathan	Notion Press	1st	2021
Indian Financial Systems	Bhart Pathak	Pearson Education	5th	2018
Financial Services	M Y Khan	McGraw Hill	9th	2018

E-Books

Book Title	Name of Author	Publisher	Link	Year
Disrupting Finance	Theo Lynn, John Mooney	Palgrave Macmillan	Soft copy	2019

Course code :
Semester : **II**
Course Title : **Finance Analytics with Python**
No of Credits : **2**
Contact Hours : **20 hrs (75 minutes per session)**
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Illustrate the use and structure of Python programming to get basic grasp.	L2: Understand	2	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory, Practical
CO2	Outline the functions and operations of Python to use it for writing programs.	L2: Understand	3	<u>Internal-</u> Test, Practical <u>End Term-</u> Theory, Practical
CO3	Apply the techniques of time value of money and time series with python to make learning practical.	L3: Apply	6	<u>Internal-</u> Test, Practical, Assignment <u>End Term-</u> Theory, Practical
CO4	Analyse the results of financial models build with python programming for investment decisions.	L4: Analyse	6	<u>Internal-</u> Test, Practical, Assignment <u>End Term-</u> Theory, Practical
CO5	Classify the various graphs & charts for better data visualization.	L4: Analyse	3	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Practical

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2	Introduction to Python			
(i)	2	Introduction , Brief history, Python ecosystem; Python Syntax for Finance, Data Structure - Basic Data Types; Basic Data Structures; NumPy Data Structures; Vectorization of Code	CO1: Illustrate the use and structure of Python programming to get basic grasp.	L2: Understand	<u>Internal-Test</u> , Practical <u>End Term</u> Theory, Practical
1	3	Functions and Operations			
(i)	3	<u>Key Functions</u> like - Loop, For Loop, While Loops Creating customized Functions, <u>Introduction to Python Libraries and usages</u> <u>Input/Output Operations</u> Basic I/O with Python; I/O with pandas Fast I/O with PyTables	CO2: Outline the functions and operations of Python to use it for writing programs	L2: Understand	<u>Internal-Test</u> , Practical <u>End Term</u> Theory, Practical
3	3	Functions for Time Value of Money in Python			
(i)	1.5 1.5	Use of various Time value Coding to find out Future value, Present Value, annuity – ordinary and due, period of investment, rate of return with examples. Basic Amortization Financial Models Basic Investment Models	CO3: Apply the techniques of time value of money and time series with python to make learning practical.	L3: Apply	<u>Internal-Test</u> , Practical, Assignment <u>End Term-Theory</u> , Practical
4	3	Financial Time Series with Python			
(i)	3	Ingest Excel spreadsheet files into Python scripts and use of pandas; Data Import, Changes over Time, Rolling Statistics, Correlation Analysis.	CO3: Apply the techniques of time value of money and time series with python to make learning practical.	L3: Apply	<u>Internal-Test</u> , Practical, Assignment <u>End Term-Theory</u> , Practical
5	3	Derivative Valuation			
(i)	3	Introduction, Generic Valuation Class for European exercise BSM Model, Greeks, Put Call Parity	CO4: Analyse the results of financial models build with python programming for investment decisions.	L4: Analyse	<u>Internal-Test</u> , Practical, Assignment <u>End Term-Theory</u> , Practical
	3	Portfolio Management			
		Logarithmic Returns, OLS Regression,	CO4: Analyse the	L4:	<u>Internal-</u>

		High-Frequency Data, Standard Derivation and Beta 2 Asset Portfolio and risk	results of financial models build with python programming for investment decisions.	Analyse	Test, Practical, Assignment <u>End Term-</u> Theory, Practical
	3	Data and Visualisation			
	3	Introduction and creating various Charts and Graphs	CO5: Classify the various graphs & charts for better data visualization.	L4: Analyse	<u>Internal-</u> Assignment <u>End Term-</u> Theory, Practical

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	-	-	-
CO2	2	2	-	-	-
CO3	2	3	1	-	2
CO4	3	3	1	-	2
CO5	3	2	1	-	2
CO	2.2	2.2	2.2	2.2	2.2

Pedagogy

9. Lecture

10. Practical

Evaluation

Internal 40%
External 60%
Total 100%

Parameters of Internal Assessment:

10. Attendance

11. Class Participation

12. Class Test

13. Project / Assignments

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	15.4%	15.4%	25.6%	25.6%	17.9%
Class Test	5	20.0%	20.0%	30.0%	30.0%	0.0%
Project / Assignment	5	0.0%	0.0%	33.3%	33.3%	33.3%
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	13.3%	13.3%	26.7%	33.3%	13.3%
Total	50	14.1%	14.1%	26.3%	30.3%	15.2%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Python for Professionals	Matt Telles	BPB	1 st	2019

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Python For Finance	Yuxing Yan	Packt Publishing	1 st	2014

E Books:

Book Title	Name of Author	Publisher	Link	Year
Python for informatics	Charles Severance	Creative Common Attribution-	http://www.pythonlearn.com/book_007.pdf	0.0.7 2013
Think Python	Allen Downey	Green Tea Press	https://greenteapress.com/thinkpython2/thinkpython2.pdf	2 nd 2015
Mastering Python for Finance	James Ma Weiming on	Packet Publishing	http://3.droppdf.com/files/6yas8/mastering-python-for-finance.pdf	2015

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

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the tools, processes and principles of Design Thinking to get an overview.	L2: Understand	4	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Apply the design thinking tools to comprehend the problem in hand from all perspective to provide a solution.	L3: Apply	5	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Analyse the solutions & ideas generated from brainstorming to test it.	L4: Analyse	4	<u>Internal-Test,</u> <u>Assignment</u> <u>End Term-Theory</u>
CO4	Assess the solution prototypes to the problem by testing it against various possibilities.	L5: Evaluate	4	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO5	Recommend the final offering for implementation.	L5: Evaluate	3	<u>Internal-Assignment</u> <u>End Term-Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	4	Introduction to Design Thinking (Why and How)			
(i)	4	Design Thinking concepts, Four Questions and Ten Tools, process and principles	CO1: Outline the tools, processes and principles of Design Thinking to get an overview.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
1	5	Problem Assessment (What is)			
(i)	5	Visualization; Journey Mapping; Value Chain Analysis; Mind Mapping	CO2: Apply the design thinking tools to comprehend the problem in hand from all perspective to provide a solution.	L3: Apply	<u>Internal-Test</u> <u>End Term</u> Theory
3	4	Brainstorming and Idea Generation (What if)			
(i)	4	Brainstorming; Concept Development	CO3: Analyse the solutions & ideas generated from brainstorming to test it.	L4: Analyse	<u>Internal-Test</u> , Assignment <u>End Term</u> -Theory
4	4	Prototype Development	possibilities.		
(i)	4	Assumption Testing; Rapid Prototyping	CO4: Assess the solution prototypes to the problem by testing it against various possibilities.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term</u> -Theory
5	3	Recommendation and Review			
(i)	3	Customer Co-creation; Learning Launch; Testing Business Models & Business	CO5: Recommend the final offering for implementation.	L5: Evaluate	<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	1	-	-	-
CO2	3	3	-	2	-
CO3	2	3	1	2	2
CO4	2	3	1	2	2
CO5	2	3	2	2	2
CO	2.2	2.6	1.5	2.0	2.0

Pedagogy

12. Lecture

13. Presentations

14. Discussions – Case Studies

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

10. Attendance

11. Class Participation

12. Class Test

13. Project / Assignments

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	20.0%	20.0%	20.0%	20.0%	20.0%
Class Test	5	40.0%	40.0%	20.0%	0.0%	0.0%
Project / Assignment	5	0.0%	0.0%	20.0%	40.0%	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%
End Term	30	13.3%	13.3%	26.7%	26.7%	20.0%
Total	50	16.0%	16.0%	24.0%	24.0%	20.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Designing for Growth : A design thinking toolkit for managers	Jeanne Liedtka and Tim Ogilvie	Columbia University Press		

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Design Thinking	Thomas Lockwood	Allworth Press	-	2009
Complete Design Thinking guide for successful professionals	Daniel Ling	Creative Book Co	-	2015
Change By Design: How Design Thinking Transforms Organizations And Inspires Innovation	Tim Brown and Barry Katz	Harper Collins Publishers	1	2009

E-Books

Book Title	Name of Author	Publisher	Link	Year
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Design Thinking Business Analysis	Thomas Frisendal	Springer	http://booksdescr.org/ads.php?md5=4bf62fdd377be1759318d1bfb4b3b188	
Solving Problems with Design Thinking	Jeanne Liedtka, Andrew King and Kevin Bennett	Columbia Business School Publishing	http://booksdescr.org/ads.php?md5=a468e5053dd0deea927f7793dd825d50	

Course code :
Semester : **II**
Course Title : **Corporate Financial 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 scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	2	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Compute the Return & Risk along with time value of money techniques to gauge its impact on financial decisions.	L3 Apply	5	<u>Internal-Test</u> <u>End Term Sums</u>
CO3	Analyse different valuations techniques used for equity and bonds to ascertain its valuations.	L4 Analyse	4.5	<u>Internal-Test</u> <u>End Term Sums</u>
CO4	Assess the results carried out using appropriate tools & techniques to make feasible investment and financing decisions.	L5 Evaluate	5	<u>Internal-Project</u> <u>End Term-Theory, Sums</u>
CO5	Evaluate methodologies used in dividends decisions for the wealth maximization of shareholders.	L5 Evaluate	3.5	<u>Internal-Project</u> <u>End Term-Theory, Sums</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2	Introduction to Corporate Finance			
(i)	2	Principles and Goals of Financial Management, Agency theory, concept of value and return.	CO-1 Outline the scope of Corporate Finance to get an overview of basic fundamentals of financial management.	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
2	2.5	Time value of money			
(i)	2.5	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-Test</u> <u>End Term Sums</u>
3	2.5	Risk and Return			
(i)	2.5	Measuring risk returns. Shareholder wealth returns and performance return measures.	CO2- Compute the Return & Risk along with time value of money techniques to gauge its impact on financial decisions.	L3: Apply	<u>Internal-Test</u> <u>End Term Sums</u>
4	3	Concept of Cost of Capital			
(i)	3	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-Test,</u> <u>End Term Sums</u>
5	1.5	Valuation of Securities			
(i)	1.5	Equities and Debt – Concepts, Basic Valuations	CO3- Analyse different valuations techniques used for equity and bonds to ascertain its valuations.	L4: Analyse	<u>Internal- -</u> <u>End Term Sums</u>
6	3	Capital Budgeting			
(i)	3	Investment Decisions, Basic Methods for evaluation of investment decisions	CO-4 Assess the results carried out using appropriate tools & techniques to make feasible investment, financing decisions.	L5: Evaluate	<u>Internal- -</u> <u>End Term-Theory,</u> <u>Sums</u>
7	2	Capital Structure Theory and Policy			
(i)	2	Theories of capital structure; Capital Structure Decisions.	CO-4 Assess the results carried out using appropriate tools & techniques to make feasible investment, financing decisions.	L5: Evaluate	<u>Internal-Project</u> <u>End Term-Theory,</u> <u>Sums</u>

8	3.5	Dividend Policy			
(i)	3.5	Dividend Decisions and Dividend Policy	CO-5 Evaluate methodologies used in dividends decisions for the wealth maximization of shareholders.	L5: Evaluate	<u>Internal-Project 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	-	-	1	-
CO2	3	3	-	1	-
CO3	3	3	-	2	-
CO4	3	3	1	2	2
CO5	2	3	1	2	2
CO	2.8	3.0	1.0	1.6	2.0

Pedagogy

10. Lecture

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

12. Presentation and assignments

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

11. Attendance

12. Class Participation

13. Class Test

14. Project

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	15.0%	20.0%	20.0%	25.0%	20.0%
Class Test	5	20.0%	40.0%	40.0%	0.0%	0.0%
Project	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%
End Term	30	13.3%	13.3%	20.0%	33.3%	20.0%
Total	50	14.0%	16.0%	20.0%	30.0%	20.0%

Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Fundamentals of /Financial Management	Prasanna Chandra	Tata McGraw Hill	6th	2017

Reference Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Financial Management	IM Pandey	Vikas publication	12th	2021
Principles of Corporate finance	Richard a Brealey Stewart C Meyers, Franklin Allen and Pitabas Mohanty	McGraw Hill	8 th	

E-Books:

Book Title	Name of Author	Publisher	Link	Year
The World of Modigliani and Miller	Robert Alan Hill	Bookboon.com	https://bookboon.com/en/the-world-of-modigliani-and-miller-ebook	2015
Working Capital and Strategic Debtor Management,	Robert Alan Hill	Bookboon.com	https://bookboon.com/en/working-capital-and-strategic-debtor-management-ebook	2013
Strategic Financial Management	Robert Alan Hill	Bookboon.com	https://bookboon.com/en/strategic-financial-management-ebook	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		2011

		Education		
Financial Managem nt	I M Pandey	Vikas Publishing House Pvt Ltd I		2009

Course code :
Semester : **II**
Course Title : **Payment Infrastructure and API**
No of Credits : **2**
Contact Hours : **20 hrs (75 minutes per session)**
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Describe the Payment Ecosystems Evolution to have the basic overview.	L2: Understand	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Analyze the Payment Infrastructure used in different Payment Methods.	L4: Analyse	5	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Classify Traditional Payment Modes to learn its process mechanism.	L4: Analyse	4	<u>Internal-Test</u> <u>End Term-Theory</u>
CO4	Assess the role of technology used in Digital Payments.	L5: Evaluate	6	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO5	Compare various virtual currencies used as new transection means.	L2: Understand	2	<u>Internal-Assignment</u> <u>End Term-Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	3	Overview of Payment Systems			
(i)	1	Evolution from Traditional to Digital Payments: Discuss the history of traditional payments that has been in place for decades and introduce the evolution from traditional to digital payments.	CO1: Describe the Payment Ecosystems Evolution to have the basic overview.	L2: Understand	<u>Internal-Test</u> <u>End Term Theory</u>
	2	Digital Finance Ecosystem & New Technologies: Introduction to digital finance for financial inclusion; - Banks & Credit Unions - Store Cards Providers - Credit Card Associations - Payment Processors - Gateways Providers - POS Terminal Providers - Merchant Providers - Closed Network Providers - eWallets / eWallet Platform Providers - Virtual currencies Providers	CO1: Describe the Payment Ecosystems Evolution to have the basic overview.	L2: Understand	<u>Internal-Test</u> <u>End Term Theory</u>
1	3	Payment Infrastructure			
	3	<u>Critical Payments concepts</u> - Payments Terminology - Regulatory and Market Environment - Payment Types - Payment Processing - Industry Standards and Interfaces - B2B, B2C and C2C - Emerging Trends <u>Payments and its Types: Overview</u> - parties involved - methods - initiation channels - processing speed - payment region - payment value - payment volume	CO2: Analyze the Payment Infrastructure used in different Payment Methods.	L4: Analyse	<u>Internal-Test</u> <u>End Term Theory</u>
	4	Traditional Payment Modes			
	4	<u>Cheques and Demand Drafts</u> A brief overview <u>Cards:</u> learn the fundamentals and working of various cards.	CO3: Classify Traditional Payment Modes to learn its process mechanism.	L4: Analyse	<u>Internal-Test</u> <u>End Term Theory</u>

		<ul style="list-style-type: none"> - debit cards, - credit cards and -prepaid/stored-value cards <p><u>Wire Transfer</u> Wire Transfers: learn the fundamentals of wires transfers; understand the different funds transfer networks including</p> <ul style="list-style-type: none"> - NEFT / RTGS / IMPS / ECS / SWIFT etc. 			
	3	Digital Payment and Process			
(i)	3	<p>Introduction to Digital Payment Concepts Infrastructure, different payment models technologies involved; Digital Payment Process</p> <p>-</p>	CO4: Assess the role of technology used in Digital Payments.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Theory</u>
	3	APIs and Digital Payments			
	3	<p><u>APIs</u> Ecosystems, working, interface, API Management Platform & features. Importance of API in developing efficient payments solutions. <u>Examples</u> PayTM, Google Pay, PayPal, ApplePay etc.</p>	CO4: Assess the role of technology used in Digital Payments.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term-Theory</u>
	2	India Payment Systems & Infrastructure			
	2	<p>Overview of Payment Systems and Regulators Payment Modes Role of RBI, NPCI, NACH, NFS, AePS, NFS, others, IndiaStack Payment Mode in India</p>	CO2: Analyze the Payment Infrastructure used in different Payment Methods.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
	2	Virtual Currencies			
	2	<p>Brief overview of virtual currencies which includes:</p> <ul style="list-style-type: none"> - Rewards / tokens / coins - convertible / non-convertible - centralized / decentralized - crypto / Digital currencies 	CO5: Compare various virtual currencies used as new transaction means.	L2: Understand	<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 / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	1	-	1	-
CO2	3	1	-	2	-
CO3	2	1	-	2	-
CO4	2	2	1	2	2
CO5	2	1	1	2	2
CO	2.2	1.2	1.0	1.8	2.0

Pedagogy

13. Lecture

14. Presentations

15. Discussions – Case Studies

Evaluation

Internal	40%
External	60%
Total	100%

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
Internal	20	17.5%	20.0%	17.5%	27.5%	17.5%
Class Test	5	30.0%	40.0%	30.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	0.0%	70.0%	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%

End Term	30	13.3%	26.7%	20.0%	26.7%	13.3%
Total	50	15.0%	24.0%	19.0%	27.0%	15.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Digital Payments in India	Jaspal Singh	New Century	1	2019

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
3F - Future FinTech Framework	Kartik Swaminathan	Notion Press	1 st	2021
Cloud-Computing	Shailendra Singh	Oxford	1 st	2018
Internet of Things	Rahul Dubey	Cengage	1 st	2019

E-Books

Book Title	Name of Author	Publisher	Link	Year
Disrupting Finance	Theo Lynn, John Mooney	Palgrave Macmillan	Soft copy	2019

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

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Explain the concept and fundamental of RegTech to get an overview.	L2: Understand	3	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Infer the key acts and regulations governing Indian Financial Markets to have basic grasp.	L4: Analyse	4	<u>Internal-Test</u> <u>End Term-Theory</u>
CO3	Assess the steps to prevent cyber-crime to gauge its effectiveness.	L5: Evaluate	4	<u>Internal-Test</u> <u>End Term-Theory</u>
CO4	Appraise the tools use to regulate different FinTech segment to know its impact..	L5: Evaluate	5	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO5	Analyse the new trends and innovation in RegTech to discuss its future.	L4: Analyse	4	<u>Internal-Assignment</u> <u>End Term-Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	3	Introduction to RegTech			
(i)	3	Introduction to FinTech Security & Regulation , Relationship between security and regulation; RegTech; Drivers; Goals of RegTech;	CO1: Explain the concept and fundamental of RegTech to get an overview.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
1	4	Financial Market Regulations			
(i)	4	Overview of Key regulations affecting Financial Markets – SEBI; RBI	CO2: Infer the key acts and regulations governing Indian Financial Markets to have basic grasp.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
3	4	Cyber Security and Regulations			
(i)	4	<p>Introduction to Cyber Security ; Understanding Cyber Security; Need and Importance</p> <p>Cyber Attacks - Types, Challenges, Recommendations - Online Crime, Fraud and Securities; Cyber Threats; Cyber Crime/ terrorism/ Espionage, -</p> <p>Cyber Security in FinTech Markets – Forex, Banks & Payments, Security Markets, Finance</p> <p>Regulations - Internet Governance - Challenges and Constraints; Need for a Comprehensive Cyber Security Policy, Need for a Nodal Authority, Need for an International convention on Cyberspace. - Key Cyber Law in India</p>	CO3: Examine the steps to prevent cyber-crime to gauge its effectiveness.	L4: Analyse	<u>Internal-Test</u> <u>End Term</u> Theory
4	5	RegTech in Key Areas			
(i)		<p>Tools government use to regulate FinTech Legislation</p> <p>FinTech in Financial Institutions; AMC & KYC, Data Reporting, Anti-Money Laundering, Personal Data Protection Bill</p> <p>Open Banking, Account Aggregation, Compliance, etc.</p>	CO4: Appraise the tools use to regulate different FinTech segment to know its impact.	L5: Evaluate	<u>Internal-Assignment</u> <u>End Term</u> Theory

5	4	RegTech Innovations			
(i)	4	Regulatory Sandbox RegTech as Service (RaaS) Global Trends in FinTech RegTech vs SupTech Challenges faced by RegTech Discussion of Cases and Current Happening	CO5: Analyse the new trends and innovation in RegTech to discuss its future.	L4: Analyse	<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 / Pos	PO 1	PO 2	PO 3	PO 4	PO 5
CO1	2	-	-	2	-
CO2	3	2	-	3	-
CO3	2	1	-	2	-
CO4	2	2	1	2	2
CO5	1	-	1	2	2
CO	2.0	1.7	1.0	2.2	2.0

Pedagogy

7. Lecture
8. Presentations
9. Discussions – Case Studies

Evaluation

Internal	40%
External	60%
Total	100%

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
Internal	20	17.5%	17.5%	20.0%	25.0%	20.0%
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%
End Term	30	13.3%	16.7%	23.3%	26.7%	20.0%
Total	50	15.0%	17.0%	22.0%	26.0%	20.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Prevention of Cyber Crime Fraud Management	IIBF	McMillan	2	2020

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Cyber security and Cyber Laws	Basta, Brown, Kumar	Cengage		2018

E-Books

Book Title	Name of Author	Publisher	Link	Year
Fintech And Regtech in A Nutshell, and The Future In a Sandbox	CFAI	CFAI Report	Soft copy	2017
Draft Enabling Framework for Regulatory Sandbox	RBI	RBI Report	https://rbidocs.rbi.org.in/rdocs/PublicationReport/Pdfs/EFRARESADC108A0A98E146479C6D39D36EA5A76A.PDF	2019
Using RegTech to transform compliance and risk from support functions into business	Deloitte	Deloitte Report	https://www2.deloitte.com/content/dam/Deloitte/lu/Documents/about-deloitte/Inside/lu_inside-risk-2018.pdf	2018
Report of the Working Group on FinTech and Digital Banking	RBI	RBI Report	https://rbidocs.rbi.org.in/rdocs/PublicationReport/Pdfs/WGFR68AA1890D7334D8F8F72CC2399A27F4A.PDF	2017
Regtech - At The Crossroads Of Fintechs And Regulatory Compliance	TCS	TCS BaNCS Research Journal	https://www.tcs.com/content/dam/tcs-bancs/pdf/bancsprotected/RegTech-At-the-Crossroads-of-FinTechs-and-Regulatory-Compliance.pdf	2018
There is a revolution coming Embracing the challenge of RegTech 3.0	KPMG	KPMG Report	https://home.kpmg/content/dam/kpmg/uk/pdf/2018/09/regtech-revolution-coming.pdf	2015
Opportunities and Risks in Digital Financial Services: Protecting Consumer Data and Privacy	Responsible Finance Forum	Responsible Finance Forum	https://responsiblefinanceforum.org/wp-content/uploads/2017/06/RFFVIII-Opportunities_and_Risks_in_Digital_Financial_Services-Protecting_Consumer_Data_and_Privacy.pdf	2016

Course code :
Semester : **II**
Course Title : **FinTech in Investment Management and Robo Advisory**
No of Credits : **4**
Contact Hours : **40 hrs (75 minutes per session)**
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Assessment Tools
CO1	Describe the attributes of Equity Markets to learn its mechanisms.	L2: Understand	6	<u>Internal-Test</u> <u>End Term</u> Theory
CO2	Examine the mechanisms of the Financial Derivatives instruments to learn its usages.	L4: Analyse	8	<u>Internal-Test</u> <u>End Term-</u> Sums, Theory
CO3	Evaluate the use of portfolio management techniques to determine the optimal portfolio for the investors.	L5: Evaluate	8	<u>Internal-Test,</u> Assignment <u>End Term-</u> Sums, Theory
CO4	Assess the personal financial plan comprising different investment, insurance and retirement products for its appropriateness with investor's goals.	L5: Evaluate	10	<u>Internal-Assignment</u> Project <u>End Term-</u> Sums, Theory
CO5	Analyse the impact of digital wealth management & Robo-advisory on improving client services and benefits.	L4: Analyse	8	<u>Internal-Project</u> <u>End Term-</u> Theory

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	6.0	Equity Markets			
(i)	6.0	Overview of Financial Services and Equity Markets; Equity Markets - Primary and Secondary Markets, Market Design, Role of Stock Exchanges;	CO1: Describe the attributes of Equity Markets to learn its mechanisms.	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
2	8.0	Equity Derivatives			
	8.0	Financial Derivatives- meaning, definition, types, significance, advantages, and disadvantages. Forwards & Futures – Definitions, Mechanics, Differences Options - History, Definitions, Mechanics, types, differences with other derivatives – determinants of option prices.	CO2: Examine the mechanisms of the Financial Derivatives instruments to learn its usages.	L4: Analyse	<u>Internal-Test</u> <u>End Term-</u> Sums, Theory
3	8.0	Portfolio Management			
(i)	8.0	Introduction, Diversification and Portfolio risk, Portfolio return and Risk, Measurement of Co-movements in Security Returns, Calculation of Portfolio Risk; Efficient Frontier, Optimal Portfolio and Evaluation	CO3: Evaluate the use of portfolio management techniques to determine the optimal portfolio for the investors.	L5: Evaluate	<u>Internal-Test</u> , Assignment <u>End Term-</u> Sums, Theory
4	10.0	Financial Planning			
	10.0	Introduction to Financial Planning, A six-step process – Financial mathematics, personal financial statements; Investment Products Insurance Management, Products, Corpus calculation - Need Analysis - HLV/IRM; Retirement Planning - Process, Products, Calculation of corpus	CO4: Assess the personal financial plan comprising different investment, insurance and retirement products for its appropriateness with investor's goals.	L5: Evaluate	<u>Internal-Assignment</u> Project <u>End Term-</u> Sums, Theory
5	8.0	Robo Advisory and Wealth Tech			
(i)	8.0	Introduction to Robo-Advisory – WealthTech; Wealth Tech - Strategies and Models; Robo Advisory – Process and Models; Digitizing Client Advisory; Digital Platforms, Products	CO5: Analyse the impact of digital wealth management & Robo-advisory on improving client	L4: Analyse	<u>Internal-Project</u> <u>End Term-</u> Theory

			services and benefits.		
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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	-
CO2	2	3	-	1	-
CO3	3	3	1	2	2
CO4	3	3	1	2	2
CO5	2	2	1	3	2
CO	2.4	2.8	1.0	2.0	2.0

Pedagogy

3. Lecture
4. Class Discussions
5. Practical

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

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

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	17.5%	20.0%	21.3%	22.5%	18.8%
Class Test	10	30.0%	40.0%	30.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	30.0%	70.0%	0.0%
Project	5	0.0%	0.0%	0.0%	30.0%	70.0%
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%
End Term	60	13.3%	16.7%	20.0%	26.7%	23.3%
Total	100	15.0%	18.0%	20.5%	25.0%	21.5%

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
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E-Books:

Book Title	Name of Author	Publisher	Link	Year
Portfolio Theory & Financial Analyses	Robert Alan Hill	bookboon.com	https://bookboon.com/en/portfolio-theory-financial-analyses-ebook	2010
Investments: An Introduction	Prof. Dr. AP Faure	bookboon.com	https://bookboon.com/en/investments-an-introduction-ebook	2013
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
Fundamental Analysis	NCFM Module		Soft Copy	
Security Analysis and Portfolio Management		Rai Technology University	http://164.100.133.129:81/econtent/Uploads/Security_Analysis_&_Portfolio_Management.pdf	

Course code :
Semester : **II**
Course Title : **Fixed Income and Forex Markets**
No of Credits : **4**
Contact Hours : **40 hrs (75 minutes per session)**
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Assessment Tool
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CO1	Explain concepts and instruments of fixed income markets to grasp its functioning.	L2: Understand	6	<u>Internal-Test</u> <u>End Term</u> Theory
CO2	Examine the impact of macro-economic factors to determine bond price.	L4: Analyze	12	<u>Internal-Test</u> <u>End Term-</u> Sums, Theory
CO3	Describe the fundamental attributes of foreign exchange systems and markets to learn its mechanism.	L2: Understand	6	<u>Internal-Test, Project</u> <u>End Term-</u> Theory
CO4	Analyse data points pertaining to forex markets to build trading strategies.	L4: Analyze	12	<u>Internal-Assignment</u> <u>End Term-</u> Sums, Theory
CO5	Evaluate the mock portfolio created in Live markets to gain practical exposure.	L5: Evaluate	4	<u>Internal-Project</u> <u>End Term-</u> Sums, Theory

Session Plan

Sr. No.	Topics / Sub Topics	Cos	Topics Mapped with CO	Cognition
6	Overview of fixed income markets and Instruments			
6	<u>Overview of the Debt Markets:</u> Types and Instruments available in the bond market: Fundamental features of bonds; Types of issuers; Floating rate bonds; Bonds with embedded options; Convertible bond; <u>Risks and its determinants:</u> Understanding different risks associated with Bonds - Interest rate risk; Credit risk; Reinvestment risk; Default risk; Option risk; Liquidity risk; etc	CO1: Explain concepts and instruments of fixed income markets to grasp its functioning	L2: Understand	<u>Internal-Test</u> <u>End Term</u> Theory
12	Pricing of Fixed Income securities			
12	Macro-Economic Factors Impacting Debt Markets including credit rating Pricing of Money Market Instruments and Bonds – Methodology and valuation Understanding yield curve and Yield curve theories Duration and Convexity	CO2: Examine the impact of macro-economic factors to determine bond price	L4: Analyze	<u>Internal-Test</u> <u>End Term-</u> Sums, Theory
6	Overview of Foreign Exchange Markets			
6	International Exchange rate System Theories of Forex rates International Monetary System Factors affecting forex and its impact	CO3: Describe the fundamental attributes of foreign exchange systems and markets to learn its mechanism.	L2: Understand	<u>Internal-Test,</u> Project <u>End Term-</u> Sums, Theory
12	Forex Strategies			
12	Prediction of Forex rates Ready Exchange rates <u>Forex Derivatives:</u>	CO4: Analyse data points pertaining to forex markets to build trading strategies.	L4: Analyze	<u>Internal-Assignment</u> <u>End Term-</u> Sums, Theory

	Features & uses of future and options and forwards, Execution of Forward contracts Hedging Strategies Interbank rates & Arbitraging			
4	Portfolio Creation			
4	Tracking markets, creation of portfolio in live market, implementing strategies; tracking; and review	CO 5: Evaluate the mock portfolio created in Live markets to gain practical exposure.	L5: Evaluate	<u>Internal-Project</u> <u>End Term-Sums, 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	2	-	1	-
CO2	3	3	-	3	-
CO3	2	2	2	2	2
CO4	3	3	-	2	2
CO5	3	3	2	2	2
CO	2.6	2.6	2.0	2.0	1.3

Pedagogy

1. Lecture
2. Practical
3. Discussions

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

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

5. Assignments

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	17.5%	20.0%	22.5%	22.5%	17.5%
Class Test	10	30.0%	40.0%	30.0%	0.0%	0.0%
Assignment	5	0.0%	0.0%	0.0%	100.0%	0.0%
Project	5	0.0%	0.0%	40.0%	0.0%	60.0%
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%
End Term	60	16.7%	23.3%	16.7%	26.7%	16.7%
Total	100	17.0%	22.0%	19.0%	25.0%	17.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Fixed Income Markets in India	Sen & Aple	Shroff Publishers	5th	2018

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Foreign Exchange Arithmetic	I. Jeevananndan	Sultan Chand & Sons		2009
Currency Derivatives	NISM	Taxmann		2020
Fixed Income Markets and Their Derivatives	Suresh Sundaresan	RELX India	Third	2017
International Finance	Rajiv Srivastava	Oxford	3rd	2017
Indian Financial Systems	Bhart Pathak	Pearson Education	5th Edition	2018
Financial Services	M Y Khan	McGraw Hill	9 th Edition	2018

E-Books:

Book Title	Name of Author	Publisher	Link	Year
Fixed Income Markets and Their Derivatives	Suresh Sundaresan	RELX India	http://citeseerx.ist.psu.edu/viewdoc/download?doi=10.1.1.464.8349&rep=rep1&type=pdf2	3 rd Edition 2009
Bond Market: An Introduction	Prof. Dr AP Faure	bookboon	https://bookboon.com/en/bond-market-an-introduction-ebook	2013
CRISIL Yearbook On The Indian Debt Market 2018	CRISIL	CRISIL	https://www.crisil.com/en/home/our-analysis/reports/2018/10/crisil-yearbook-on-the-indian-debt-market-2018.html	2018

E-Books

Book Title	Name of Author	Publisher	Link	Year

Course code :
Semester : II
Course Title : **Commodity Markets and Technical Analysis**
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 and Commodity Exchanges for trading and investment purpose.	L4: Analyse	5	<u>Internal-Test</u> <u>End Term-Theory</u>
CO2	Evaluate predicted commodity prices to get equipped with its drivers.	L5: Evaluate	4	<u>Internal-Test</u> <u>End Term-Sums, Theory</u>
CO3	Explain basic concepts and terminology of Technical Analysis to have basic grasp.	L2: Understand	2	<u>Internal-</u> <u>End Term-Theory</u>

CO4	Infer the chart patterns to predict the future stock price direction.	L4: Analyse	5	<u>Internal-Assignment</u> <u>End Term-</u> Theory, Sums
CO5	Assess the signals depicted by indicators and oscillators to develop trading strategies.	L5: Evaluate	4	<u>Internal-Assignment</u> <u>End Term-</u> Theory, Sums

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2.5	Introduction to Commodity			
(i)	2.5	Types of Commodity; Features of commodity – Risks, 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 and Commodity Exchanges for trading and investment purpose.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
2	2.5	Commodity Exchanges			
(i)	2.5	Role and Functions of Exchange, Exchange Membership, Risk in Commodity Markets for Exchanges, Working of Clearing House and its Functions, Delivery, and Settlement Process Commodity Trading Systems, Role of Market Participants, Order Types	CO1: Contrast the characteristics of various commodities and Commodity Exchanges for trading and investment purpose.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
3	4	Commodity Pricing			
(i)	4	Commodity Future Pricing & Risk: Carrying Cost; Convenience yield, Basis & Basis risk; Factors affecting the Commodity prices in domestic and International Market, Drivers of Commodity Prices Margins and Other trading costs Related Calculations	CO2: Evaluate predicted commodity prices to get equipped with its drivers.	L5: Evaluate	<u>Internal-Test</u> <u>End Term-Sums, Theory</u>
4	2	Introduction to Technical Analysis			
(i)	2	Introduction: History, Definitions, assumptions, strengths, weakness Types of Charts - Line, Bar, Candles, X Charts,	CO3: Explain basic concepts and terminology of Technical Analysis to have basic grasp.	L2: Understand	<u>Internal-</u> <u>End Term-Theory</u>
5	5	Pattern Analysis			
(i)	5	Candlestick Analysis – One, Two, Three Candle Patterns Support, Resistance, Other Patterns	CO4: Infer the chart patterns to predict the future stock price direction.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Theory, Sums</u>
	4	Indicators and Oscillators			
		Meaning and usages, Moving Averages; RSI, MACD,	CO5: Assess the signals depicted by indicators and oscillators to	L5: Evaluate	<u>Internal-Assignment</u>

			develop trading strategies.		<u>End Term-</u> Theory, Sums
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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	1	-	2	-
CO2	3	3	-	1	-
CO3	1	1	-	-	-
CO4	3	3	2	2	2
CO5	3	3	2	2	2
CO	2.4	2.2	2.0	1.8	2.0

Pedagogy

1. Lecture
2. Presentations
3. Practical

Evaluation

Internal	40%
External	60%
Total	100%

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%	25.0%	10.0%	22.5%	22.5%
Class Test	5	40.0%	60.0%	0.0%	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%
End Term	30	20.0%	26.7%	16.7%	16.7%	20.0%
Total	50	20.0%	26.0%	14.0%	19.0%	21.0%

Text Book:

Book Title	Name of Author	Publisher	Edition No.	Year
Commodity Markets: Operations, Instruments, and Applications	Niti Nandini Chatnani	Tata McGraw-Hill		2010

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		
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
MCX Study Materials	MCX		Soft copy	
A Beginner's Guide to Indian Commodity Futures Markets	Neeraj Mahajan and Kavaljit Singh	Madhyam	http://www.madhyam.org.in/wp-content/uploads/2015/04/Commodity-Guide.pdf	2015
A Trader's First Book on Commodities	Carley Garner	Pearson Education	http://ptgmedia.pearsoncmg.com/images/9780133247831/samplepages/013324783X.pdf	2013
Commodities Demystified			https://www.commoditiesdemystified.info/pdf/CommoditiesDemystified-en.pdf#Commodities-Demystified	2018
The Mechanics of the Commodity Futures Markets	Mount Lucas Management Corp	Turtletrader	http://turtletrader.com/beginners_report.pdf	2000
NCFM Module – Technical Analysis				
The ultimate technical analysis handbook		Elliott Wave International	http://www.tradingportalen.com/dokument/The%20ultimate%20technical%20analysis%20handbook.pdf	2009
Step by Step Trading,	Dr. Alexander Elder	stockcharts.com	https://stockcharts.com/step-by-step-trading.pdf	2015
The E-Book of Technical Market		WallStreet Courier.com	http://www.wallstreetcourier.com/v/data_download/The_E-Book_of_Technical_Market_Indicators.pdf	2013

Indicators 2.0				
Candlesticks, Fibonacci and Chart Pattern, Trading Tools	Robert Fischer, Jens Fischer	Wiley	http://www.saham-indonesia.com/Ebooks/Technical%20Analysis/Candlesticks%20Fibonacci%20and%20Chart%20Pattern%20Trading%20Tools.pdf	2003

Course Title : Selling skills for Fintech

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 content:

15.Sales Process

16.Product information

17.Stores Operation

18.FABing technique

19.Customer analysis

20.Buying pattern

21.Closing the sales call

Course Outcomes	Description	Cognition
CO 1	Describe the introductory concepts related to selling and salesperson	L2- Understanding
CO 2	Build a list of the competitors to classify them	L3 - Apply
CO 3	Solve the various ethical dilemmas associated with selling practices	L3 - Apply

CO 4	Develop a plan of action for pre-selling preparations	L3 - Apply
CO5	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.	L3 - Apply

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

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

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

Session Plan:

Sessi on	Topic	TOPIC Mapped with CO	Cogniti on
1	Introduction to Sales Define selling & the sales process Difference between a product and a service	CO1	Analys e
	Attributes of a Professional Salesperson	CO2	Analys e

2	<p>Teamwork</p> <p>Assertiveness</p> <p>Effective communication</p> <p>Emotional Intelligence</p> <p>Famous salesmen through the ages</p>		
3	<p>Sales and Ethics</p> <p>Pillars of professional selling</p> <p>Ethical selling</p> <p>Ethical dilemmas</p> <p>Consequences of mis-selling</p> <p>Appropriate behaviour</p> <p>Anger management</p>	CO1	Analyse
4	<p>Understanding Customer Base</p> <p>Customer profiling – why is it necessary?</p> <p>Demographics & Segmentation</p> <p>Types of customer personalities</p> <p>Handling different types of customers</p> <p>Influencers</p>	CO2	Analyse
5	<p>How and Why of Competitor Analysis</p> <p>Current Finance solutions and real-life competitors</p>	CO2	Analyse
6	<p>FABing technique</p> <p>Real-life solutions and their FAB attributes</p>	CO3	Analyse
7	<p>Introduction to SPANCO</p>	CO3	Analyse

	Suspecting and Prospecting		
8	Methods of Prospecting BTL Marketing	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 Story-Telling	CO4	Create
13	Closing a Call Handling uncertain situations	CO4	Create
14	Selling Products Types of Instruments Identifying the right customers	CO2, CO4	Analyse Create
15	Recap & Practicing Selling Skills through Role-Play	CO4	Create
		-CO1,CO2, CO3	Analyse

16	Assessment	and CO4	e Create
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Pedagogy	
1. Lecture	
2. Case Study	
3. News/Article Analysis	
4. Live Activity/Exercise	
5. Videos	
Evaluation:	
Internal	40%
External	60%
Total	100%

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	10%	25%	25%	20%	20%
Attendance	5	20%	20%	20%	20%	20%
Class Participation	5	20%	20%	20%	20%	20%
Class Test	5	10%	10%	20%	30%	30%
Presentation	5	-	40%	40%	-	20%
End Term	30	10%	10%	25%	25%	30%

Reference Book:

Reading reference and the latest cases are also provided

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

Course Outcome: NGO Internship (0206300801)			
Course Outcomes	After the completion of course, students should be able to	Cognition	Remarks
0206300801.1	Build an understanding of the role of NGO in social welfare and development	Understanding	
0206300801.2	Apply management concepts and tools to help the poor and underprivileged communities	Applying	
0206300801.3	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

CO Code	PO1	PO2	PO3	PO4	PO5
0206300801.1	3	2	3	2	-
0206300801.2	3	3	3	2	2

0206300801.3	1	1	2	2	3
PO Attainment 0206300801	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
TOTAL	50 marks

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.

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:

Internal Assessment	20 Marks
External Assessment	30 Marks
Internal Assessment:	
Reflection Journals	10 Marks
Dialogue	05 Marks
Coaching circles	05 Marks
ETE	30 Marks

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

Evaluation:	
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, Random house, 2012

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:

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

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
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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	<u>Internal-</u> Presentation <u>End Term-</u> Case Study
CO4	Apply elements of public speaking creatively to deliver ted talks picture story telling, news discussions	K3: Apply	2.5	<u>Internal-</u> Class Test, Case Study <u>End Term-</u> Theory
CO5	Analyse the concepts and techniques of emotional intelligence to resolve personal and workplace problems.	K4: Analyse	2.5	<u>Internal-</u> Class Test, Case Study <u>End Term-</u> 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
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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 22. News Room 23. Make a Ted 24. Questions Battle 25. Picture Storytelling 26. Story Chain		

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

Evaluation:	
Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

- 14. Attendance
- 15. Class Participation

16.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%
End Term	30	10%	25%	25%	20%	20%

Text Book:

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

Reference Books:

Business Communication

(Connecting At work)

Technical Communication -
Press, 2010

- Hory Sankar Mukerjee. 1st Ed.,Oxford

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	Understand custom sorting techniques, identifying and removing duplicate entries	K2: Understand	2.0	<u>Internal</u> Test, Practical, Project

				Presentation
CO2	Compute financial, logical, database and statistical, lookup and nesting of formulae on databases.	K3: Apply	10.0	<u>Internal</u> Test, Practical, Project Presentation
CO3	Analyze 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	Infer reports using pivot tables and slicers. Infer dashboards for effective report creation.	K4: Analyze	3.5	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test
CO5	Examine 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	-	-
CO	1.2	1.75	2.2	-	1.0

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2.0	Working with Excel List functions			
(i)	2.0	11.Sorting a List Using Single Level Sort 12.Sorting a List Using Multi-Level Sorts 13.Using Custom Sorts in an Excel List 14.Filter an Excel List Using the AutoFilter Tool 15.Creating Subtotals in a List 16.Format a List as a Table 17.Using Conditional Formatting to Find Duplicates 18.Removing Duplicates	CO1: Understand	K2: Understand	<u>Internal</u> Test, Practical, Project Presentation
2	3.0	Excel Database and Statistical formulae			
(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: Compute	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: Compute.	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
3	3.0	Excel Logical and Financial formulae			
(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: Compute	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: Compute	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation
4	4.0	Working with Excel's Lookup Functions			
(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: Compute	K3: Apply	<u>Internal</u> Test, Practical, Project Presentation

5	1.5	Data Validation In Excel			
(i)	1.0	6. Data Validation using Indirect() 7. Creating a Validation List 8. Adding a Custom Validation Error 9. Department Specific Formulae	CO3: Analyze	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test
6	1.5	Mastering Excel's "What If?" Tools			
(i)	1.5	18. Working with Excel's Goal Seek Tool 19. Working with Excel's Solver Tool 20. Building Effective Data Tables in Excel 21. Analysing Scenario's in Excel	CO3: Analyze	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test
7	3.5	Excel Pivot Tables, Pivot Charts, and working on Dashboard			
(i)	2.5	13. Working with Excel PivotTable 14. Modifying Excel PivotTable Calculations 15. Grouping PivotTable Data 16. Formatting PivotTable Data 17. Drilling Down into PivotTable Data 18. Working with Pivot Charts 19. Filtering PivotTable Data	CO4: Infer	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test
(ii)	1.0	20. Filtering with the Slicer Tool 21. Working with Dashboard using the above tool.	CO4: Infer	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test

8	1.5	Microsoft Excel Macros and VBA			
(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: Examine	K4: Analyze	<u>Internal</u> Test, Practical, Project Presentation <u>End Term-</u> Test

Pedagogy

27. Lecture

28. Test

29. Project Presentation

Continuous Evaluation-50 Marks

Parameters of Internal Assessment:

14. Attendance-5 Marks

15. Class Participation-5 Marks

16. MCQ-10 Marks

17. Project-10 Marks

18. Viva-5 Marks

19. 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%

End Term	30	15%	40%	15%	30%	-
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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 st	2016

E-Books:

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

- 36.Time, Speed and Distance
- 37.Time and Work
- 38.Data Interpretation
- 39.Mensuration
- 40.Clocks and Calendars
- 41.Syllogism and Venn Diagrams
- 42.Logical Reasoning: Linear Arrangements
- 43.Logical Reasoning: Circular Arrangements
- 44.Logical Reasoning: Matrix Arrangements
- 45.Advanced Tenses
- 46.Advanced Prepositions
- 47.Sentence Completion Questions
- 48.Para jumbles

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Understand Rules of Tenses & Prepositions to solve sentence completion & correction questions	L2 -Underst and	2.5	Internal Test,
CO2	Understand the patterns of clocks, calendars and venn diagrams to encourage higher order thinking.	L2 -Underst and	4	Internal Test,
CO3	Apply short cut techniques and strategies to correctly answer parajumbles & sentence completion	L3 - Apply	2.5	Internal Test,

CO4	Apply tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	L3 - Apply	6	Internal Test,
CO5	Analyze the given data logically to enhance the problem-solving ability.	L4 - Analyse	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
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

Sessi on	Hou rs	Topics	Topic Mapped with CO	Cognitio n	Evaluati on 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 arrivals, problems on trains, boats & streams	CO1-Apply tricks and short-cuts to solve mathematical problems in the easiest and the fastest manner.	Apply	Internal Test,
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,	CO2- Understand the patterns of clocks, calendar, and Venn diagrams to	Understand	Internal Test,

		Tricks and Questions	encourage higher-order thinking.		
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Pedagogy
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%			
Class Test 2 Quants	10			50%	50%	
Class Test Verbal	10					100%

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:

- 14. Cover Letter
- 15. Building effective video resumes
- 16. 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	L2 - Understand	1	Internal - Assignment
CO2	Compare self and peer contribution w.r.t verbal and non-verbal communication during Case based Group Discussion for self-improvement	L3- Apply	2	Internal - Group Discussion
CO3	Outline an effective cover letter highlighting their suitability for the role to stand out among the pool of applicants	L3- Apply	10	Internal External - Case Study

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	L4-Analyze	2	Internal Class Test
CO5	Determine the industry of their choice by shortlisting the roles, profiles & sector for internship placements.	L5-Evaluate	1	Class 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	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

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	Apply	Internals

			resume highlighting their skills, education, achievements in the best possible way to have an edge over other applicants		
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

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:

- 68. Personal Interview
- 69. Class Participation
- 70. 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%
End Term	30	15%	15%	20%	20%	30%

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	L2: Understand	

	CO2 – To identify a business problem and to make a functional research topic	L2: Understand	
	C03 : Ability to compare existing literature , theories and evidence	L2 : Understand	
	CO4 : Able to identify gap in existing literature and develop scope for additional research	L3: Apply	
	CO5 – They will be able to apply research outcomes and prepare research design	L3: Apply	

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

Mapping COs with POs

71. 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
PO Attainment level	3	2.2	1.6	2.2	2

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
CO 1	Explain the Business Environment and its relation to the Strategic Management process.	K2 Understanding	4	<u>Internal Quiz</u> <u>End Term-Theory</u>

CO 2	Apply the Strategic Management tools for the optimum organizational performance.	K3 Applying	4	<u>Internal-Case</u> <u>End Term-</u> <u>Theory</u>
CO 3	Construct the strategic tools and techniques for corporate /business/functional levels of the decision making.	K3 Applying	3	<u>Internal-Test,</u> <u>Presentation</u> <u>End Term-</u> <u>Application</u> <u>Questions</u>
CO 4	Examine and infer the various strategic alternatives and determine the appropriate strategy in real world scenarios.	K 4 Analyzing	6	<u>Internal-Test,</u> <u>Presentations</u> <u>End Term-</u> <u>Theory & Case</u>
CO 5	Assess and integrate knowledge from Strategic Management to solve problems in a large multi-disciplinary context.	K5 Evaluating	3	<u>Internal-Test, Project</u> <u>End Term-</u> <u>Case/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	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
CO	2.4	2.0	1.2	2.2	2.4

Session Plan

Sr. No	Hrs	Units	COs	Topics Mapped with CO	Evaluation Tools
1	4	Introduction to Strategic Management			
(i)	4	Organizations and strategy- What is Strategy? What makes a strategy winner? Strategic Management and competitiveness	CO1: Explain the Business Environment and its relation to the Strategic Management process.	K2: Understand	Internal-Quiz <u>End Term-Theory/Short Notes</u>
2	6	Environmental Analysis			
(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: Apply 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: Examine and infer 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	Competition Analysis and Types of Strategy			
(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: Construct 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: Examine and infer 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	Cooperative Strategies and Organizational Structure Decisions			
(i)	3	Cooperative Implications for Strategy, Structure and Controls with Organizations, Stages of Development of Organization, Organization Design and Change.	CO5: Assess and integrate 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

49.Lecture
50.Case Studies
51.Flipped Classroom

Evaluation

Internal 60%

External 40%

Total 100%

Parameters of Internal Assessment:

72.Attendance & Class Participation
73.Class Test and Assignments

74.Reflection Journals

75.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%
End Term	20	5%	15%	30%	30%	20%

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 th
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	Outline the scope and importance of ethics and ethical behaviour in personal and professional life	K2-Understand	5	<u>Internal</u> Quiz, test
CO2	Manage 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	Assess 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	Introduction to Business Ethics and Overview			
(i)	4	Theoretical approaches to Business Ethics, Ethics and Morality, Indian Thoughts on Ethics, Ethical Dilemma	CO1: Outline the scope and importance of ethics and ethical behavior in personal and professional life	K2: Understand	<u>Internal</u> Quiz, Test
2	4	Business and Environment			
(i)	4	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	CO2: Manage 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	Ethics in Functional areas			
(i)	4	Ethical issues in Marketing and Consumer Protection Act, Ethical issues in HRM, Finance, IT	CO2: Manage 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		
4	4	Corporate Governance and Regulatory Framework			
(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
5	4	Corporate Social Mechanism			
(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
1	Introduction to Business Ethics and Overview,	CO1
2	Theoretical approaches to Business Ethics, Ethics and Morality, , Ethical Dilemma	CO1
3	Various theories of Ethics	CO1
4	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	CO2
5	Ethical issues in the Business and responsibility towards Environment. Discussing various theories of business ethics	CO2
6	Ethical issues in Marketing and Consumer Protection Act,	CO2
7	Ethical issues in HRM,	CO2
8	Ethical issues Finance, IT	CO2
9	Significance of Corporate Governance in business environment, regulatory framework,	CO3

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

Pedagogy

1. Lecture, Case Studies , Videos, Presentation and Assignments_

Evaluation

Internal 80%

External 20%

Total 100%

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

Textbook:

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

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 : **Artificial Intelligence and Machine Learning**
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 AI & ML to have a basic grasp over a subject.	L2: Understand	2	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO2	Classify various AI and SI techniques used in financial industry.	L4: Analyse	4	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>
CO3	Evaluate various AI Models on financial datasets to interpret its outcome.	L5: Evaluate	4	<u>Internal-Test</u> <u>End Term</u> <u>Theory</u>

CO4	Distinguish between various ML architectures used in financial industry.	L4: Analyse	5	<u>Internal-Assignment</u> <u>End Term-Theory</u>
CO5	Evaluate ML Models on financial datasets to interpret its results.	L5: Evaluate	4	<u>Internal-Assignment</u> <u>End Term-Theory</u>

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2	Introduction to AI & ML			
(i)	2	Overview of Artificial Intelligence, Machine Learning and Deep Learning	CO1: Explain the concepts of AI & ML to have a basic grasp over a subject	L2: Understand	<u>Internal-Test</u> <u>End Term-Theory</u>
1	4	Artificial Intelligence and Superintelligence			
(i)	4	<u>Artificial Intelligence</u> - AI Technique, - Level of the Model, - Problem Spaces, and Search; Analysis, - Knowledge Representation; Matching, - Control Knowledge <u>Superintelligence</u> Importance of Hardware - Forms of Intelligence - Paths to Superintelligence - Intelligence Explosion - Goals and Control	CO2: Classify various AI and SI techniques used in financial industry.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>
3	5	Applications of AI			
(i)	5	Algorithm - Importance of Data - Artificial Neural Networks, - Introduction to Intelligent Agents, - Natural Language Processing	CO3: Evaluate various AI Models on financial datasets to interpret its outcome.	L5: Evaluate	<u>Internal-Test</u> <u>End Term-Theory</u>
4	3	Machine Learning			
(i)	3	- Learning systems, - Goals and applications of machine learning, Aspects of developing a learning system: - training data, concept representation, - function approximation.	CO4: Appraise the tools use to regulate different FinTech segment to gauge its impact.	L4: Analyse	<u>Internal-Assignment</u> <u>End Term-Theory</u>
5	6	Applications of ML			
(i)	6	<u>Supervised learning</u> Classification - Regression / K Nearest Neighbours	CO5: Evaluate ML Models on financial datasets to interpret its results.	L5: Evaluate	<u>Internal-Assignment</u>

		- Classification and Regression Trees - Decision Trees / Random Forest - Naïve Bayes / Others <u>Regression</u> - Linear Regression - Penalized Linear Regression : Lasso and Ridge - Non-Linear Regressions -Support Vector Machine -Deep Regressions <u>Unsupervised learning</u> - Principal Component Analysis - Clustering Decision Trees/ Random Forests Support Vector Machines			<u>End Term-Theory</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	-	-	-	-
CO2	2	1	-	1	-
CO3	3	3	-	1	-
CO4	3	1	1	1	2
CO5	3	3	1	1	2
CO	2.6	2.0	1.0	1.0	2.0

Pedagogy

1. Lecture
2. Presentations
3. Practical
4. Discussion – Case studies

Evaluation

Internal	40%
External	60%
Total	100%

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	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%
End Term	30	13.3%	20.0%	20.0%	26.7%	20.0%
Total	50	12.8%	16.8%	26.8%	16.8%	26.8%

Text Book

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

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Hands-On Machine Learning with Scikit-Learn & TensorFlow	Aurelien Geron	O'Reilly	8 th Indian	March 2019
A First Course in Artificial Engineering	Deepak Khemani	McGraw Hill		2018
Artificial Intelligence and Intelligent Systems	N.P.Padhy	Oxford	14 th	2015
Artificial Intelligence	Saroj Kaushik	Cengage		2011

E-Books

Book Title	Name of Author	Publisher	Link	Year
Deep Learning Tutorial	Lisa Lab (Team)	University of Montreal	https://github.com/lisa-lab/DeepLearningTutorials deeplearning.net/tutorial/deeplearning.pdf	-

Course code :
Semester : **III**
Course Title : **Banking and Banking Technology**
No of Credits : **4**
Contact Hours : **40 hrs (75 minutes per session)**
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Assessment Tools
CO1	Describe the role of Banking by listing its functions.	L2: Understand	6	<u>Internal-</u> Assignment <u>End Term-</u> Theory
CO2	Classify various banking products and services to learn its usages.	L4: Analyse	8	<u>Internal-</u> Project, Assignment <u>End Term-</u> Theory
CO3	Evaluate the lending products of banks for its credit management.	L5: Evaluate	8	<u>Internal-</u> Test <u>End Term-</u> Theory, Sums
CO4	Examine the IT Infrastructure and Architecture required for implementing Bank Technology.	L4: Analyse	10	<u>Internal-</u> Test <u>End Term-</u> Theory
CO5	Assess the role of Smart Banking Technology to gauge its impact on future of banking.	L5: Evaluate	8	<u>Internal-</u> Project <u>End Term-</u> Theory

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	4.0	Basics of Banking			
(i)	2.0	<u>Introduction</u> Money, Banking and Financial Services Indian Financial System; Banking Structure of India; Roles played by banks; Banking functions/ Financial Intermediation / Payment Systems / Tertiary functions	CO1: Describe the role of Banking by listing its functions.	L2: Understand	<u>Internal-Assignment</u> <u>End Term-Theory</u>
(ii)	2.0	<u>Banking Regulations</u> Overview of Banking Regulations RBI role and regulation Bank/branch licensing; Operations – KYC/AML; Customer Service; IRAC; Supervision			
2	5.0	Bank Savings Products			
(i)	5.0	- <u>CASA Deposits</u> Current Accounts/SB Accounts - <u>Term Deposits</u> – Term/Reinvestment/Cash Certificates/RD Flexi - <u>Negotiable Instruments</u> : Pro notes/Bills Collections: Cheques/Bills Clearing: Traditional, MICR & CTS	CO2: Classify various banking products and services to learn its usages.	L4: Analyse	<u>Internal-Project, Assignment</u> <u>End Term-Theory</u>
4	3.0	Payment & Settlement Systems			
	3.0	Net & Gross Settlements DDs & other paper based payments RTGS, NEFT, IMPS, UPI, Payment Apps Settlement of Debit/Credit Card/Ecommerce transactions – Merchant Acquirer, Card Association, Issuer Bank. Settlement Solution Architecture	CO2: Classify various banking products and services to learn its usages.	L4: Analyse	<u>Internal-Project, Assignment</u> <u>End Term-Theory</u>

5	8.0	Principles of Lending			
(i)	8.0	<ul style="list-style-type: none"> - Differentiating between Loans & Advances Working Capital Finance/ Term Finance - Primary & Collateral Security Charge Creation: Lien, Set Off, Pledge, Hypothecation, Mortgage & Assignment Perfection of Security - Credit Cards, Home Loans, Personal Loans, and Consumer Loans. - Credit Management- Credit Appraisal; term Finance, Working Capital Finance Follow up, Recovery, NPA Management: DRT, SARFAESI, IBC 	CO3: Evaluate the lending products of banks for its credit management.	L5: Evaluate	<u>Internal-Test</u> <u>End Term-Theory</u> , Sums
	2.0	Banking Distribution and Channel Management			
	2.0	Branches, ATMs, Internet Banking, Mobile Banking, Virtual Branches, Banking Correspondents	CO1: Describe the role of Banking by listing its functions.	L2: Understand	<u>Internal-Assignment</u> <u>End Term-Theory</u>
	7.0	Banking Technology			
	7.0	<u>Financial Information Systems:</u> Accounting, Fund Management, Control <u>Computer Networks for Bankers</u> LAN/WAN/Internet/Cloud <u>Due diligence in IT product acquisition</u> <u>Banking Technology Management</u> <ul style="list-style-type: none"> - Critical decisions making - Applications: develop, acquire or hybrid - CRM: own/outsource - Data Centres: Own, Colocation, Hire, private cloud/public cloud/hybrid <u>IT Infrastructure Management for Banks</u> <ul style="list-style-type: none"> - Resource planning - Vendor Management - SLA Management <u>Software Architecture</u>	CO4: Examine the IT Infrastructure and Architecture required for implementing Bank Technology	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory</u>

		<ul style="list-style-type: none"> - Stand-alone applications - Core Bank Applications - Internet based applications - Interfacing and inter app communication using APIs & middleware <p><u>Data warehousing and Data Mining Data extraction</u> Data cleansing & transformation; Data storage & retrieval Data Analysis</p>			
	3.0	Information Security for Banks and Audit			
	3.0	<p><u>Physical Security</u> Network Security; Application Security; PKI, Digital Certificates & SSL; DR/BCP Arrangements</p> <p><u>Information System Audit</u> Detailed discussions on RBI recommendations of IS Audit</p>	CO4: Examine the IT Infrastructure and Architecture required for implementing Bank Technology	L4: Analyse	<u>Internal-Test End Term-Theory</u>
	8.0	Smart Banking Technologies			
	8.0	<ul style="list-style-type: none"> - Net Banking / Mobile Banking - Branchless banking using banking correspondents - Use of API - Neo Banking - Open Banking Systems - Account aggregator - BaaS - BaaP 	CO5: Assess the role of Smart Banking Technology to gauge its impact on future of banking.	K5: Evaluate	<u>Internal-Project 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	1	-	1	2	2
CO2	3	1	1	2	2
CO3	3	3	-	2	-
CO4	2	2	-	1	-
CO5	3	3	2	2	2
CO	2.4	2.3	1.3	1.8	2.0

Pedagogy

14. Lecture

15. Class Discussions

16. Practical

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

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

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	40	17.5%	18.8%	22.5%	22.5%	18.8%
Class Test	10	0.0%	0.0%	50.0%	50.0%	0.0%
Assignment	5	60.0%	40.0%	0.0%	0.0%	0.0%
Project	5	0.0%	30.0%	0.0%	0.0%	70.0%
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%
End Term	60	16.7%	16.7%	23.3%	26.7%	16.7%
Total	100	17.0%	17.5%	23.0%	25.0%	17.5%

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

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

Course code :
Semester : **III**
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 to get equipped with its analysis.	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
1	2	Introduction to Risk Management			
(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>
2	4	Risk Analysis			
(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>
3	6	Asset Liability Match in Banks			
(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 it impact.	L5: Evaluate	<u>Internal-Test, Assignment End Term-Theory, Sums</u>
4	3.5	Bond Price & Risk Measurement			
(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>
5	2.5	Models for Risk Management			
(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>
6	2	Setting up a Risk Organisation			

	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	-
CO	2.6	2.8	1.0	2.6	2.0

Pedagogy

1. Lecture
2. Discussions

Evaluation

Internal	40%
External	60%
Total	100%

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	10.0%	22.5%	32.5%	25.0%	10.0%
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%
End Term	30	16.7%	20.0%	20.0%	26.7%	16.7%
Total	50	14.0%	21.0%	25.0%	26.0%	14.0%

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

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

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the scope of Insurance and InsurTech to get an overview.	L2: Understand	4	<u>Internal-</u> - <u>End Term-</u> Theory
CO2	Analyse insurance pricing and final payout to compare the insurance products.	L4: Analyse	3	<u>Internal-</u> Test <u>End Term-</u> Theory, Sums
CO3	Determine insurance corpus by different methodologies to select appropriate insurance policy.	L5: Evaluate	4	<u>Internal-</u> Test <u>End Term-</u> Theory, Sums
CO4	Distinguish categories & models of InsurTech companies to learn their offerings.	L4: Analyse	5	<u>Internal-</u> Assignment <u>End Term-</u> Theory
CO5	Examine key drivers, challenges and trends of Insurtech to discuss the future.	L4: Analyse	4	<u>Internal-</u> Assignment <u>End Term-</u> Theory

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	2	Introduction to Insurance			
(i)	2	Risk Analysis and Insurance, Insurance Business, Principles	CO1: Outline the scope of Insurance and InsurTech to get an overview.	L2: Understand	<u>Internal- - End Term- Theory</u>
2	3	Insurance Financials			
(i)	3	Insurance Pricing and Claims, Estimation of Life Insurance Needs	CO2: Analyse insurance pricing and final payout to compare the insurance products.	L4: Analyse	<u>Internal- Test End Term- Theory, Sums</u>
3	4	Insurance Products			
(i)	4	Insurance Products Selection of Insurance Policies,	CO3: Determine insurance corpus by different methodologies to select appropriate insurance policy.	L5: Evaluate	<u>Internal- Test End Term- Theory, Sums</u>
4	2	Introduction to InsurTech			
(i)	2	Introduction to InsurTech, InsurTech Eco-Systems	CO1: Outline the scope of Insurance and InsurTech to get an overview.	L2: Understand	<u>Internal- - End Term- Theory</u>
5	5	InsurTech Models			
(i)	5	InsurTech Models - Buy / Build / Collaborate - Enablers / Software Providers / Distributors - Aggregators / APIs - Claim Management - IOTs InsurTech - Player Analysis.	CO4: Distinguish categories & models of InsurTech companies to learn their offerings.	L4: Analyse	<u>Internal- Assignment End Term- Theory</u>
6	4	InsurTech – Trends and Challenges			
	4	Blockchain, AI and Robotics in Insurance InsurTech Going Forward - Trends in Life / Non-Life / Property / etc - Challenges	CO5: Examine key drivers, challenges and trends of Insurtech to discuss the future.	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	1	-	-	3	-
CO2	3	3	-	2	-
CO3	2	3	-	2	-
CO4	2	3	2	2	2
CO5	2	2	2	2	2
CO	2.0	2.8	2.0	2.2	2.0

Pedagogy

1. Lecture
2. Practical
3. Discussions

Evaluation

Internal	40%
External	60%
Total	100%

Parameters of Internal Assessment:

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

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	10.0%	22.5%	22.5%	22.5%	22.5%
Class Test	5	0.0%	50.0%	50.0%	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%
End Term	30	20.0%	20.0%	20.0%	20.0%	20.0%
Total	50	16.0%	21.0%	21.0%	21.0%	21.0%

Text Book

Book Title	Name of Author	Publisher	Edition No.	Year
Insurance and Risk Management	P. K. Gupta	Himalaya Publication	2nd	2019

Reference Book

Book Title	Name of Author	Publisher	Edition No.	Year
Insurance Principles & Practice	M Mishra and S Mishra	Chand	22nd	2016
Principles of Insurance Management	Neelam Gulati	Excel Books		2012

E-Books

Book Title	Name of Author	Publisher	Link	Year
The Insurtech Book	Wiley	Sabine L.B.Vanderlinden Shan M.Millie Nicole Anderson	Soft copy	
FinTech_Insurance_Tech_Digital	Report	Mckinsey	https://www.mckinsey.com/~/media/McKinsey/Industries/Financial%20Services/Our%20Insights/Time	2017

disruption in insurance			%20for%20insurance%20companies%20to%20face%20digital%20reality/Digital-disruption-in-Insurance.ashx	
The rise of Insurtech	Report	Accenture	https://www.accenture.com/t00010101T000000__w_/gb-en/_acnmedia/PDF-50/Accenture-Insurtech-PoV.pdf	2017
InsurTech-Working Committee Findings and Recommendation	Working Paper	IRDA	https://www.lifeinscouncil.org/component/Insuretech.pdf	2017
Technology and innovation in the insurance-sector	Report	IRDA	FinTech_InsurTech_Technology and innovation in the insurance-sector_OECD_2017	2017
Competing in a new age of insurance	Report	PWC	https://www.pwc.in/assets/pdfs/consulting/financial-services/competing-in-a-new-age-of-insurance.pdf	2019
Insuretech - The Revolution in Insurance	Presentation, Safder Jaffer,	IAI	http://www.actuariesindia.org/SeminarDocs/5thCIGI/ppt/Insuretech%20-%20The%20Revolution%20in%20Insurance%20-%20Safder%20Jaffer.pdf	2018
InsurTech_Overview of the Indian Insurance Sector and Opportunities in InsurTech_Discussion Paper	Report	PIF	http://pahleindia.org/pdf/publication/Overview-of-the-Indian-Insurance-Sector-and-Opportunities-in-InsurTech.pdf	2018
Insurance Law and Practice	ICSI	ICSI	https://www.icsi.edu/docs/webmodules/Publications/9.3%20INSURANCE%20LAW%20AND%20PRACTICE.pdf	2014
Principles and	Office of the		https://ia.org.hk/en/supervision/reg_ins_intermediaries/files/sn-p&p-	2013

Practice of Insurance	Commissioner of Insurance, Hongkong		2013.pdf	
Fundamentals of Risk and Insurance	Emmett Vaughan	John Wiley	http://san.edu.mn/wp-content/uploads/2016/10/fundamentalsofriskandinsurance.pdf	2008
IC-38, Corporate Agents	Insurance Institute of India		https://www.insuranceinstituteofindia.com/documents/10156/4877353c-4bd1-4bc9-bfc1-140acaebce8d	2016
Banking and Insurance	Vijesh Vengopal	Calicut University	http://www.universityofcalicut.info/SE/Banking_on19May2016.pdf	2016

Course code :
Semester : **III**
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 use of financial technology and financial applications to recapitulate the learning.	L2: Understand	3	<u>Internal-</u> Assignment <u>End Term</u> Theory
CO2	Apply economic, accounting and statistical concepts for making informed decisions.	L3: Apply	6	<u>Internal-</u> Test <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-</u> Test <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-</u> Test <u>End Term-</u> Theory, Sums
CO5	Assess verbal and presentation skills to prepare for interview and selection process.	L5: Evaluate	3	<u>Internal-</u> Assignment <u>End Term</u> Theory

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1	3	Overview of Financial Technology and Financial Application			
(i)	3	Fintech ecosystem and application areas using underlying technologies.	CO1: Illustrate the use of financial technology and financial applications to recapitulate the learning	L2: Understand	<u>Internal-Assignment</u> <u>End Term-Theory</u>
2	6	Basic Financial Concepts			
(i)	2	Overview of Micro & Macro Economics	CO2: Apply economic, accounting and statistical concepts for making informed decisions	L3: Apply	<u>Internal-Test</u> <u>End Term-Theory, Sums</u>
(ii)	3	Accounting for Managers			
(iii)	1	Statistical Concepts applied to Finance			
3	3	Derivatives and Forex Markets			
(i)	2	Overview of Financial Derivatives	CO3: Examine the mechanisms of financial Derivatives or forex instruments to learn its usages.	L4: Analyse	<u>Internal-Test</u> <u>End Term-Theory, Sums</u>
(ii)	1	Mechanisms of foreign exchange market.			
4	5	Investment and Financial Decisions			
(i)	2	Fixed Income Instruments	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-Theory, Sums</u>
(ii)	1.5	Overview of Corporate Finance			
(iii)	1.5	Overview of Security Analysis & Portfolio Management.			
5	3	Interview Preparation			
(i)	3	Preparing for interview questions as per role and improving verbal communications.	CO5: Assess verbal and presentation skills to prepare for interview and selection process	L5: Evaluate	<u>Internal-Assignment</u> <u>Viva-voce</u> <u>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	1	1	1	1	2
CO2	2	3	-	1	-
CO3	2	3	-	1	-
CO4	2	3	-	2	-
CO5	-	2	1	3	2
CO	1.8	2.4	1.0	1.6	2.0

Pedagogy

1. Lecture
2. Discussions

Evaluation

Internal	40%
External	60%
Total	100%

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%	20.0%	25.0%
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%
End Term	30	13.3%	23.3%	26.7%	26.7%	10.0%
Total	50	16.0%	21.0%	23.0%	24.0%	16.0%

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:

76.Revision

77.Data Sufficiency

- 78. Visual Reasoning
- 79. Logical Deduction
- 80. Doubt Clearing Sessions
- 81. Mock Tests
- 82. Essay Writing
- 83. Corporate Jargons
- 84. Spotting Errors

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	C01- Apply the concepts of Quantitative aptitude for successful placements in the corporates	L2 -Underst and	15	Internal Test,
CO2	C02- Understand different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	L2 -Underst and	5	Internal Test,

CO3	CO3- Analyze the given data logically with appropriate reasoning to deduce the results accurately.	L3 - Apply	7.5	Internal Test,
CO4	CO4: Develop the ability to critically analyse a given situation and work to arrive at the most suitable solution during the placement process.	L3 - Apply	7.5	Internal Test,
CO5	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	L4 - Analyse	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
CO1	1	1	2	3	1
CO2	1	3	-	2	1
CO3	1	2	1	3	1
CO4	1	3	-	1	1
CO5	2	3	-	1	1
CO					

SESSION-WISE COURSE OUTLINE

Session	Hours	Topics	CO	Cognition	Evaluation Tool
1	1.25	Corporate Jargons	CO5: Apply rules of grammar and deduction techniques to solve grammatical portion in placement process	Understand	Internal Test,
2	1.25	Essay Writing (Format, types, Approaches,	CO5: Apply rules of grammar and deduction techniques to solve	Understand	Internal Test,

		dos & don'ts,)	grammatical portion in placement process		
3-4	2.5	Spotting Errors (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	Revision: Recap of concepts learnt in semester 1 and 2	C02- Understand different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	Understand	Internal Test,
7-8	2.5	Doubt Clearing Session: Problems based on students' doubts	C02- Understand different placement practice techniques w.r.t Clock and Calendar to strengthen the problem solving ability	Understand	Internal Test,
9-10	2.5	Data Sufficiency: 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	Visual Reasoning: 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	Logical Deduction: Basic Concepts, Tricks and Questions	C03- Analyze the given data logically with appropriate reasoning to deduce the results accurately.	Analyze	Internal Test,
15-16	2.5	Mock Test 1: 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	Mock Test 2: 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	Mock Test 3: 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	Mock Test 4: 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	2.5	Psychometric Test: 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	2.5	Guesstimate: Basic Concepts	C04: Develop the ability to critically analyse a given situation and	Apply	Internal Test,

			work to arrive at the most suitable solution during the placement process		
27-28	2.5	Situation Reaction Test: 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	5	Magic Maths: 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,

Pedagogy	
1. Lecture	
2. Practice exercises	
Evaluation:	
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

20.Road map

21. Building Effective Resumes_ITM & ATS

22. Group Discussion Techniques / Trending topics

23. Personal Interview Techniques

24. 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	Internal Group discussion
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			

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

Evaluation:	
Internal	40%
External	60%
Total	100 %

Parameters of Internal Assessment:

- 16.Mock Interviews
- 17.Attendance
- 18.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%
End Term	60	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	L4 : Apply	
			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		
		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	Analyse	

			technical and management theories and concept		
			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
CO1	3	3	1	1	2	1	2	1
CO2	3	3	3	1	3	2	2	1
CO3	3	3	3	1	3	2	3	1
CO4	3	3	3	1	3	2	3	1
CO 5	3	3	3	2	3	2	3	3

PO attainment	3	3	2.6	1.2	2.8	1.8	2.6	1.4

Course code :
Semester : IV
Course Title : Global Fintech Systems
No of Credits : 2
Contact Hours : 20 hrs (75 minutes per session)
Course Faculty :

Course Outcomes	Description	Cognition	Hours	Evaluation Tools
CO1	Outline the trends in FinTech evolution observed in the financial sector.	L2: Understand	3	<u>Internal-Test</u> <u>End Term</u> Theory
CO2	Analyse FinTech applications in Banking, Financing and Payment Systems to gauge its impact.	L4: Analyse	6	<u>Internal-Test</u> , Assignment <u>End Term</u> Theory

CO3	Analyse the impact of WealthTech in investment fields to recognise its benefit.	L4: Analyse	3	<u>Internal-Test, Assignment</u> <u>End Term</u> Theory
CO4	Analyse the use of innovative technology & technique used in FinTech and Finance industry to improve the offerings.	L4: Analyse	5	<u>Internal-Test, Assignment</u> <u>End Term</u> Theory
CO5	Appraise the tools use to regulate different FinTech segment to gauge its impact.	L5: Evaluate	3	<u>Internal-Test, Assignment</u> <u>End Term</u> Theory

Session Plan

Sr. No	Hrs	Units	Cos	Topics Mapped with CO	Evaluation Tools
1		Overview of FinTech			
		FinTech Transformation FinTech Evolution Key FinTech Technology and Applications	CO1: Outline the trends in FinTech evolution observed in the financial sector.	L2: Understand	<u>Internal Test</u> <u>End Term-Theory</u>
2		FinTech in Banking, Financing and Payment			
		Digital Payments Tools Digital Lending Innovative Banking	CO2: Analyse FinTech applications in Banking, Financing and Payment Systems to gauge its impact.	L3: Apply	<u>Internal Test, Assignment</u> <u>End Term-Theory</u>
3		WealthTech in Investments			

		Wealth Tech InsurTech Robo Advisory Online Platforms	CO3: Analyse the impact of WealthTech in investment fields to recognise its benefit.	L4: Analyse	<u>Internal</u> Test, Assignment <u>End Term-</u> Theory
4		Innovative Technology in FinTech			
		AI & ML Blockchain IOT Big Data	CO4: Analyse the use of innovative technology & technique used in FinTech and Finance industry to improve the offerings.	L4: Analyse	<u>Internal</u> Test, Assignment <u>End Term-</u> Theory
5		RegTech			
		FinTech Regulations Evolution of RegTech RegTech Ecosystem Regulatory Sandbox	CO5: Appraise the tools use to regulate different FinTech segment to gauge its impact.	L5: Evaluate	<u>Internal</u> Test, Assignment <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	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%
Total	100%

Parameters of Internal Assessment:

1. Class Test
2. Assignments/Projects

Assessment Mapping

Parameter	Marks	CO 1	CO 2	CO 3	CO 4	CO 5
Internal	20	10.0%	22.5%	22.5%	22.5%	22.5%
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%
End Term	10	13.3%	20.0%	20.0%	20.0%	26.7%
Total	50	12.0%	21.0%	21.0%	21.0%	25.0%

Text Book - PPT & Class Notes

Reference Book

E-Books