Master of Business Administration (Financial Admistration)

M.B.A (FA)

2 Years Post Graduate Degree Programme

CURRICULA

(Effective for 2020-21)

Shri Vaishnav Institute of Management, Indore

Approved by AICTE, New Delhi and Affiliated to DAVV, Indore
UGC-NAAC Accredited 'A' Grade Institute
Scheme No. 71, Gumasta Nagar, Indore-452009, Madhya Pradesh, India
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MBA FA II YEAR (FIRST SEMESTER)

Subject	Internals		End Semester examination	Total
Indian Financial System	10		90	100
Financial accounting and reporting	10		90	100
Managerial Economics	10		90	100
Business Laws	10		90	100
Principles & Practices of Management	10		90	100
Business Mathematics	10		90	100
Computers for Managers	10	Practicals-20	70	100
Statistical Analysis	10		90	100
				800

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MBA FA II YEAR (FIRST SEMESTER)

INDIAN FINANCIAL SYSTEM

Course Objective

The objectives of this course is to explain the student various aspects of corporate finance environment of financial and capital markets in which they operate and also to give characteristic features of corporate liability and asset management with view to have a balanced capital structure.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks. It will contain 8 questions out of which the student will be required to attempt any 5 questions.

Course Contents

Unit – I

Introduction to Indian and global financial systems: Structure & Characteristics.

Unit – II
Regulatory Institutions SEBI (Securities & Exchange Board of India) & RBI (Reserve Bank of India)

Unit – III
Capital Markets: Primary & Secondary Market, Structure, Nature Significance and players, Nature characteristics and types of Shares Debentures & Warrants.

Unit – IV
Capital Market Operation : Trading and settlement mechanism of stock exchange, IPO, Introduction in market by – Prospectus, Private placements, bought out details & Book Building.

Unit – V
Introduction to Money Market Structure, operations, Players – Call money, Treasury Bills, Commercial Papers, Certificate of Deposits, Gilt edged Securities & REPOs.

Unit – VI
Working Capital financing management Bank & institutional financing, Management of cash, receivable & inventories.

Unit –VII
Introduction to financial Institutions SFCs & DFIs, Their importance, scope (IDBI,IFCI, SIDBI)

Text Reading

1. H R Marchiraju **Indian Financial System** New Delhi, Vikas Publications, 2nd Edition 2002

2. M Y Khan , **Indian Financial System**, Tata Mcgrow hill, 1st Edition 2001.

3. I M Pandey, **Indian Financial System**, New Delhi, Vikas Publications, 8th Edition 2001

Suggested Reading

1. H R Marchiraju **The working of stock exchanges in india** New age publiications, 2nd Edition

2. Vasant Desai , **The Indian Financial System**, New Delhi, Himalaya Publications, 4th Edition

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MBA FA II YEAR (FIRST SEMESTER)

FINANCIAL ACCOUNTING & REPORTING

Course Objective
Objectives of this course are to acquaint participant with the basic concept of financial, management accounting and cost.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. It will have two Section, A and B. Section A, worth 36 marks will comprise of four theory questions out of which a student will be required to attempt any two questions. Section B worth 54 marks will contain five practical/numerical problem(s) and / or Case(s) out of which a student will be required to attempt any three questions.

Course Contents
Unit – I
Introduction to Accounting: Meaning of Accounting, Generally accepted Accounting Principles (GAAP), Concepts, conventions, concept of double Entry System of accounting, Rules for debit and credit entries, types of accounts, Journalizing the transactions, posting entries in ledger accounts and preparation of trial balance.

Unit – II
Preparation of Final Accounts: Differentiation between capital and revenue expenditure and receipt, Trading Account, Profit and Loss account, Balance Sheet with adjustment entries.

Unit – III
Depreciation: Concept of depreciation, WDV and SLM methods.

Unit – IV
Recent Developments: Need for US GAAP, understanding basic difference between US GAAP and Indian GAAP, Importance of International Accounting standards. Understanding concept and importance of inflation accounting and human resources accounting.

Text Readings
1. R.L. Gupta, V.K. Gupta, "**Principles of Accountancy",** Sultan Chand & Sons, 6th Edition, 1996.
2. S.N. Maheshwari, "**Introduction to Accounting"**, Vikas Publishing House, New Delhi: III Edition, 2001.

Suggested Readings

1. .P. Iyangar, "**Cost Accounting"**, Sultan Chand & Sons, VIII Edition 1998.
2. Robert N. Anthony and James S. Recee, "**Accounting Principles"**, New Delhi S: A.I.T.B.S. Pub. and Distributions, 6th Ed.,1991.
3. R.P.Rastogi, "**Graded Problems and Solutions in Financial Management"**, Galgotia Publication, New Delhi, 5th Edition 2000.

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MANAGERIAL ECONOMICS

Course Objective
The objective of this course is to help the student to analyses and understand economic environment.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks. It will contain 8 questions out of which the student will be required to attempt any 5 questions.

Course Contents

Unit – I

Introduction: Definition of economics, basic units of economic analysis micro & macroeconomic theories, relationship between micro & macroeconomics, scope of managerial economics and its relationship with statistics, mathematics, accounting & operations research.

Unit – II
Demand Theory: Concept of demand, factors affecting demand, Demand Function, Price of commodity & demand, shift in demand curve, Income & demand, Income & substitution effect, other factors affecting demand, demand forecasts.

Unit – III
Production & Costs: Fixed & variable inputs, short & long run fixed & variable proportions, Return to scale, causes of increasing & decreasing return to scale, Cost curves, Choosing the least cost input combination.

Unit – IV
Theory of Firm and Market Structure : Profit Maximization, Sales Maximization, Organizational slack, Ownership & Control, Perfect competition, Monopoly, Oligopoly, Imperfect competition.

Unit – V
Recent Developments & Applications : Scale, Scope and core competencies of firm, centralization & decentralization, role of management in coordination, technological & organizational changes in manufacturing, Globalization of economic activity, innovation in ownership, financing & control.

Text Reading
1. D N Diwedi "**Managerial Economics"** New Delhi, Vikas Publications, 6th Edition
2. Adihikari M (1996), "**Managerial Economics"**, 3rd Edition N D Khalsa Publishing House.
3. Baumol W (1996), "**Economic Theory & Operations Analysis"**, 3rd Edition PHI
4. Davis J R & Chang Simen (1986) "**Managerial Economics"** PHI

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MBA FA II YEAR (FIRST SEMESTER)

BUSINESS LAWS

Course Objective
The objectives of this course are to acquaint the student with various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

Course Contents

Unit –I

The Indian Contract Act. 1872: Essentials of a valid contract, void and voidable agreements, Performance of contracts, Breach of a Contract and its remedies, Quasi-Contracts.

Unit –II
The Sale of Goods Act. 1930: Formation of a Sales Contract.

Unit –III
The Negotiable Instrument Act 1881: Nature and Types, Negotiation and Assignment, Holder in due course, Dishonor and Discharge and Negotiable Instruments.

Unit –IV
The Companies Act 1956: Types of companies, Memorandum and Article of Association, Shareholders and Debenture holders, Minority Protection, Winding up.

Unit –V
Law of Insurance: Concept and guideline of marine, fire, life insurance policy.

Unit –VI
Law of Intellectual Property

Unit –VII
Consumer Protection Act: Consumer rights, exploitation of consumer, consumer protection, utility of consumerism,

Unit –VIII
I (D & R) Act: Regulation of scheduled industries, powers of IDRA, industrial licensing.

Unit –XI
FEMA: Features, contravention and penalties, evaluation.

Unit –X
SEBI: Objective, powers and function, guidelines - for investor's protection, new issue and stock exchange.

Text Reading

1. Chawala and Garg, **Mercantile Law**, New Delhi, Kalyani Publications,1999.
2. M.C. Shukla, **A Manual of Mercantile Law**, New Delhi, S. Chand & Co. Ltd., 1999.
3. S.K. Mishra and V.K. Puri, **Economic Environment of Business**, New Delhi, Himalaya Publishing House, 2000.
4. Francis Cherunilam, **Business Environment**, New Delhi, Himalaya Publishing House, 8th Ed., 1999.

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MBA FA II YEAR (FIRST SEMESTER)

PRINCIPLES & PRACTICE OF MANAGEMENT

Course Objectives
Objectives of this course are to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of managerial job, and enable them to analyze and understand the environment of the organization.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections A and B. Section A, worth 60 marks will consist of five theory questions, out of which students will be required to attempt any three questions, and Section B will comprise of one or more case(s), worth 20 marks.

Course Contents
Unit –I
Concept of Management: Functions and Responsibilities of Managers, Fayol's Principles of Management, Management Thought; the Classical School, the Human Relations School, Systems theory, Contingency Management, Developing Excellent Managers.

Unit –II
Planning: Nature and Purpose of Planning, the Planning Process, Principles of Planning, Types of Planning, Advantages and Limitations of Planning.

Unit –III
Concept and Nature of Objectives: Types of Objectives, Importance of Objectives, Setting objectives, Management by Objectives (MBO) Benefits and weaknesses of MBO.

Unit –IV
Strategies and Policies: Concept of Corporate Strategy, formulation of Strategy, Types of Strategies, the Strategic Planning Process, the TOWS Matrix, the Portfolio Matrix, Three Generic Competitive strategies by Porter, Effective Implementation of Strategies, Types of Policies, Principles of formulation of Policies, Decision Making Process, individual Decision Making Models.

Unit –V
Organizing: Nature and Purpose of Organizing, Bases of Departmentation, Span of Management, Determinants of Span of Management, Line and Staff Relationship, Line-Staff Conflict, Bases of Delegation, Kinds of Delegation, Delegation and Decentralization, Methods of Decentralization.

Unit –VI
Controlling: Concept and Process of Control, Control Techniques, Human Aspects of Control, Control as a feedback system, Feed forward Control, Preventive Control, Profit and Loss Control, Control through Return on investment, the Use of Computer for Controlling and Decision Making, the Challenges created by IT as a Control Tool.

Text Readings

1. Harold Koontz, O'Donnell and Heinz Weihrich, "**Essentials of Management"**, New Delhi, Tata McGraw Hill, 1992.
2. R. D. Agrawal, "**Organization and Management**", New Delhi, Tata McGraw Hill, 1995.

Suggested Readings

1. Harold Koontz, Heinz Weihrich, "**Management: A Global Perspective"**, New Delhi, Tata McGraw Hill, 10th Ed., 1994.
2. Robert Krietner, "**Management",** Houghton Miffin Co., 7th Ed., 1999.

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MBA FA II YEAR (FIRST SEMESTER)

BUSINESS MATHEMATICS

Course Objective
The objectives of the course are to equip the students with the mathematical and statistical techniques and their application to business problems. The emphasis will be on the concepts and application rather than derivations.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. A student will be required to attempt any five questions out of eight question. The questions will contain theoretical as well numerical and/or practical problem(s). All questions will carry equal marks.

Course Contents

Unit –I

Sets and Functions: sets, subsets, types of sets, operations on sets, Cartesian product of sets, applications. Functions - Algebraic functions (polynomial - linear and quadratic, rational), transcendental functions (exponential, log and trigonometrically functions with identities).

Unit –II
Limits and Continuity of Functions: Introduction, Limit of a variable and a function, Implications of Limit of Functions, Continuity of a function of one variable.

Unit –III
Differentiation concepts: Derivatives of a function, derivatives of sum, difference, product and quotient, applications of differentiation in economic and managerial problems like marginal analysis, elasticity, Maxima and Minima.

Unit –IV
Integration Concepts: Elementary integration, Integration by parts, Integration by partial fractions, definite integrals, economic application, consumer surplus and producer surplus.

Unit –V
Sequences and Series: Introduction to Arithmetic, Geometric and Harmonic Progressions, introduction to Discounting, Compounding, and Annuity.

Unit –VI
Determinants and Matrices with Business application: Types of matrices, operations on matrices, adjoint matrix, inverse matrix, elementary row operations. Solution of simultaneous linear equations using matrices, input/output analysis.

Text Reading
1. **J.K. Sharma, "**Mathematics for Management and Computer Applications"**, New Delhi, Galgotia Publication,**
2. **R. K. Ghosh and S. Saha, "Business mathematics and statistics", Calcutta, New Central Book Agency 9th Ed., 1999.**
3. **S. Saha, "Business Mathematics and Quantitative Techniques", Calcutta, Central Book Agency, 2000**

Suggested Readings

1. J. N. Kapur and H. C. Saxena. "**Mathematical Statistics"**, New Delhi, Sultan Chand and Company Ltd., 20th ed., 2001
2. R. Jayprakash Reddy and Y. Mallikarynna Reddy, "**A Text book of Business Mathematics"**, New Delhi, Ashish Publishing House, 2002
3. K. B. Dutta, "**Matrix and Linear Algebra"**, New Delhi, Printice Hall of India 1999

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MBA FA II YEAR (FIRST SEMESTER)

COMPUTERS FOR MANAGERS

Course Objective

The objective of this course is to help students to understand the basics of Information Technology, Computer Hardware, Software, Applications, Databases, Internet and related issues. Special emphasis shall be laid on helping the students to acquire high degree of proficiency in GUI-based applications in various functional areas of management.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. A panel of Internal and External Examiners will conduct the viva-voce examination at the end of the semester and award marks to the student out of a maximum of 20 marks. The semester examination carrying 70 marks will have eight questions out of which students will be required to attempt any five questions.

Total Marks = 10+20+70 = 100

Course Content

Unit –I

Introduction to Computer. Hardware: Input / output devices, storage devices and memory.
Software: System and Application Software, Compilers, Interpreters and Assemblers.
Computer Languages: Levels of languages, generation and their features.
Generation of Computer (Phase of development of computers). Number System: Introduction to number system, binary, decimal, hexadecimal and their inter conversions and their uses in computer system.

Unit –II

Operating Systems.

DOS: External and Internal Commands and features. WINDOWS 98: Basic Operations, utilities and features. UNIX: Introduction, features and basic commands (like: pwd, cp, cd, rm, mv, ls, cat, mkdir, ch mod, rmdir, who, who am i, banner, date, kill, etc.).

Unit –III

Application Software (MS-Office 2000).MS Word 2000: word basics, formatting text and documents, working with headers, footers and footnotes, tabs, tables and sorting working with graphics, templates, wizards and sample documents, introduction to mail merge & macros.
MS Excel 2000: Excel basics, rearranging worksheets, excel formatting tips and techniques, introduction to functions, Excel's chart features, working with graphics, using worksheet as databases, automating "what-if" projects.
MS PowerPoint 2000: PowerPoint basics, creating presentation the easy way, working with text in PowerPoint, working with graphics in power point
MS Access 2000: Database creation, screen/form design, report generation using wizard.

Unit –IV
Internet: Concepts & Services, Hardware and software requirements, type of Internet connections, advantages and disadvantages of Internet, modems, World Wide Web, e-mail, chat, browsers, search engines. Overview of Intranets and Extranets.

Unit –V

Information Technology: Introduction to IT and its development, Impact and Future of IT in Business Organizations, Overview of the following: 4 GL, Image Processing, Virtual Reality, Video Conferencing, Artificial Intelligence, and Information Super Highways.

Text Reading
1. Suresh K. Basandra, **"Computers Today"**, Galgotia Publications Pvt. Ltd., New Delhi, 2001
2. P.K. Sinha, **"Computer Fundamentals",** BPB Publications, New Delhi, 2001
3. Annettema Stulz, **"Learn DOS in a Day"**, BPB Publications, New Delhi
4. Gini Courter, & Annette Marquis, **"Microsoft Office 2000 No Experience Required"**, BPB Publications, New Delhi, 1999
5. Laurie Ulrich, **"Tech yourself Microsoft Office 2000 in 21 days"**, Techmedia, New Delhi, 1999
6. Christian Crumlish, **"ABCs of the Internet"***,* BPB Publications, New Delhi, 1998
7. Sumitabha Das, **"Unix Concepts and Applications"**, Tata McGraw Hill Pub. Co. Ltd., New Delhi, 1997
8. Muneesh Kumar, **"Business Information Systems"**, Vikas Publishing House Pvt. Ltd., New Delhi, 1999

Suggested Readings

1. S. Jaiswal, **"Information Technology Today"**, Galgotia Publications Pvt. Ltd., New Delhi, 2001
2. Alexis Leon & Mathews Leon, **"Fundamentals of Information Technology"**, Vikas Publishing House Pvt. Ltd., New Delhi, 1999
3. Deepak Bharihoke, **"Fundamentals of Information Technology"**, Excel Books, New Delhi, 2000
4. Ron Mansfield, **"The Compact guide to Microsoft office"**, BPB Publications, New Delhi, 1999
5. David Garrett et. al*,* **"Intranets Unleashed"**, Techmedia, New Delhi, 1998

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MBA FA II YEAR (FIRST SEMESTER)

STATISTICAL ANALYSIS

Course Objective
The objectives of the course are to equip the students with the mathematical and statistical techniques and their application to business problems. The emphasis will be on the concepts and application rather than derivations.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. A student will be required to attempt any five questions out of eight questions. The questions will contain theoretical as well numerical and/or practical problem(s). All questions will carry equal marks.

Course Contents

Unit – I
Introduction to Statistics: Meaning and Definition of Statistics, Scope and Limitations of Statistics, Role of Statistics in Management Decisions, Introduction to Measurement of Central Tendency and Variations.

Unit – II
Probability Theory and Probability Distributions**:** Concepts, additive, multiplicative, conditional probability rules, Baye's Theorem, Binomial, Poisson and Normal distributions- their characteristics and applications.

Unit – III
Time Series: Time Series and its Components, Analysis, Models of Time Series, Methods of Studying Components of Time Series: Measurement of trend (moving average, exponential smoothing and least squares method), Measurement of seasonal variations (simple average, trend, and moving average method) Measurement of cyclic variations (residual method).

Unit – IV
Correlation & Regression: Correlation (Karl Pearson's and Spearman's Coefficient), Methods of computing simple correlation and regression.

Unit – V
Testing of Hypothesis: Hypothesis testing and statistical influence (Introduction to methodology and Types of errors) introduction to sample tests for univariate and bivariate analysis using normal distribution, f-test, t-test, z-test and chi square test.

Unit – VI
Statistical Decision Theory: Decision making process, Decisions under Uncertainty and Decisions under Risk.

Text Reading

1. Richard I. Levin and D.S. Rubin, "**Statistics for Management"**, New Delhi: Prentice Hall of India, 2000
2. S. P. Gupta, "**Statistical Methods",** New Delhi, Sultan Chand and Sons, 2001

Suggested Readings

1. D. C. Sancheti and V. K. Kapoor, "**Statistics: Theory, Methods and Applications",** New Delhi: Sultan Chand and Sons., 2001

2. D.N. Elhance, Veena Elhance and B. M. Aggrawal, "Fundamentals of Statistics", Allahabad: Kitab Mahal, 1996

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MBA FA II YEAR (SECOND SEMESTER)

Subject	Internals		End Semester examination	Total
Relational Database Management System	10	Practicals- 20	70	100
Service Marketing	10		90	100
Organizational Behaviour	10		90	100
Bank Management	10		90	100
Investment Management	10		90	100
Financial Management	10		90	100
Management Accounting	10		90	100
Macro Economic Theory & Policy	10		90	100
				800

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MBA FA II YEAR (SECOND SEMESTER)

RELATIONAL DATABASE MANAGEMENT SYSTEM

Course Objective
The objective of this course is to help students to understand the basics of Relational Database Management System, and back-end Tool using ORACLE and their use in organization and processing complex business information.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. A panel of Internal and External Examiners will conduct the viva-voce examination at the end of the semester and award marks to the student out of a maximum of 20 marks. The semester examination carrying 70 marks will have eight questions out of which students will be required to attempt any five questions.
Total Marks = 10+20+70 = 100

Course Contents

Unit – I

Database Management Systems: Data, Database, Database Management Systems, Types of Database Management Systems – Relational, Hierarchical, Network, and Object oriented database management systems, Entity Relationship Model (E-R Model) Normalization Theory, Codd's Rules for RDBMS.

Unit – II
Relational Database Management Systems: Concepts of RDBMS, Components of RDBMS, Introduction to SQL, Data Definition language, Data Manipulation Language, Query Language, Data Control Language, Cartesian Product and Joins, Use of Union, Intersection, Minus, SQL operators and functions, SQL select statement and type of queries, In, Exists, Group by Having and Like clause in SQL, View, Sequence and synonyms SQLPLUS, creating reports using SQLPLUS.

Unit – III
SQL/PLSQL: Introduction to PL/SQL, The PL/SQL block constructs, using variables and SQL statement in the PL/SQL block, PL/SQL constructs like If..Else..Endif, Loop..Endloop, while loop etc. working master detail relationship, writing triggers informs and creating list of values with cursors, creating and using stored functions, procedures and packages.

Text Readings

1. Alexis Leon & Methews Leon , **"Database Management Systems"**, Vikas Publication, New Delhi, 2002
2. Rob Coronel "Database Systems & Design, Implementation & Management " , Thomson Learning , Banglore. Abrahan Sliberschatz, Henery F. Korth, S. Sundershan,
3. **"Database System Concepts"**, Mc Graw Hill Inc., New York, 1997

Suggested Readings

Bipin C. Desai, "An Introduction to Database Systems"**, Golgotha Publications Pvt. Ltd., New Delhi, 2001**

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MBA FA II YEAR (SECOND SEMESTER)

SERVICE MARKETING

Course Objective

The objectives of the course are to expose students to the nature of industrial and service markets and develop abilities to help them apply marketing concepts in these markets.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit – I

Services: Service Sector and Economic Growth, Service Concept, Characteristics and Classification of Service, Challenges in Service Marketing.

Unit – II

Designing a Service Strategy: Service Management Process; Internal, External and Interactive marketing strategies

Unit – III

Marketing Mix in Services Marketing: Product, Price, Place, Promotion, People, Physical Evidences and Process Decisions.

Unit – IV

Strategic Issues in Service Marketing: Segmentation, Differentiation and Positioning of Services.

Unit – V

Managing Service quality and Productivity: Concept, Dimensions and process; service quality models (Gronnos and Parsuraman) Application and Limitations, Productivity in Services.

Unit – VI

Creating and Delivering Services Planning design development and delivery of services Product support services.

Unit –VII

Relationship Marketing: Concept processes and importance.

Unit – VIII

Applications of Service Marketing: Marketing of Financial, Hospitality, Health, Educational and Professional Services, Marketing for Non-Profit Organizations and NGOs.

Text Readings

1. Christopher H. Lovelock, "**Services Marketing"**, New Delhi: Prentice Hall of India, 3rd Edn., 1996.

2. Ravi Shankar, "**Services Marketing",** New Delhi, Global Press, 2nd Edn. 1998.

3. V. A. Zeithamal and M. J. Bitner, "**Service Marketing: Integrating Customer Across the Firm"**, McGraw Hill, 2002.

4. Service Marketing, Helen woodraffe, Macmillan India Ltd., New Delhi.

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MBA FA II YEAR (SECOND SEMESTER)

ORGANIZATIONAL BEHAVIOUR

Course Objectives
Objective of this course is to help students to understand human Behaviour in organizations so that they improve their managerial effectiveness.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections A and B. Section A, worth 60 marks will consist of five theory questions, out of which students will be required to attempt three questions. Section B will comprise one or more case(s) worth 20 marks.

Course Contents

Unit – I
Foundations of Individual and Organizational Behaviour: OB Models, Personality—Determinants and Attributes, Values, Job Attitudes, Learning and Learning Theories, Perception-Factors affecting Perception and Cognitive Dissonance theory.

Unit – II
Motivation: Needs, Contents and Processes; Maslow's Hierarchy of Needs, Herzberg's Two Factor theory, ERG theory, Vroom's Expectancy theory, Reinforcement theory and Behaviour Modification.

Unit – III
Foundations of Group Behaviour: Defining and Classifying Groups, Group Structure and Processes, Process of Group formation, Group Decision Making, Group v/s Team, Team Effectiveness, and Decision Making.

Unit – IV
Leadership: Trait theories, Behavioral theories-- Ohio State Studies, Michigan Studies, and Managerial Grid.
Contingency theories-- Fiedler's Model, Hersey and Blanchard's Situational theory, Leader-Member Exchange theory, Path Goal theory, Charismatic Leadership.

Unit – V
Conflict: Intra-individual Conflict, Interpersonal Conflict, Intergroup Conflict, Organizational Conflict, Transitions in Conflict Thought, Functional versus Dysfunctional Conflict, Conflict Process, Conflict Management Techniques.

Unit –VI
Organizational Change and Stress Management: forces of Change, Resistance to Change, and Lewin's Three-Step Model, Stress Management—Potential Sources, Consequences and Coping Strategies for Stress.

Text Reading

1. **"Organizational Behaviour** " M.N. Mishra, Vikas Publication, New Delhi-2002.
2. Stephen P. Robbins, "**Organizational Behaviour: Concepts, Controversies, and Applications",** New Delhi, Prentice Hall, 9th Ed., 2000.
3. Fred Luthans, **"Organizational Behaviour"**, New York, McGraw Hill, 8th Edn., 1998.
4. Bill Scott, **"The Skills of Communications"**, Jaico Publications, Bombay 1995.

Suggested Reading

1. Upinder Dhar and Santosh Dhar, "**Case Method in Management Education: Text and illustrations"**, Excel, New Delhi, 2002.

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MBA FA II YEAR (SECOND SEMESTER)

BANK MANAGEMENT

Course Objectives
The Course aims at : developing understating about the various functions, operations and activities of Banking institutions; explain is how to apply the basic finance concepts to the management of banking institute; providing framework, rules, regulations for governing banking institution. Understanding how to make informed decisions about the riskiness and political returns of different banking activities. Making aware of competitive opportunities that coincide with changes and developing the strategic solutions and plans.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination carrying 90 marks will have eight questions out of which students will be required to attempt any five questions. Total Marks = 10+90 = 100

Course Contents
Unit – I
Overview of the Banking Industry and Regulation, Fundamental of change in Banking A case : GE Capital Services

Unit – II
Bank Organization & Regulation, Structure of Banking Industry & Organizational forms, Bank Regulations

Unit – III
Evaluating Bank Performance, Commercial bank Financial Statements Relationship between Income & Balance sheet statement, Return of Equity Model & Trade off, CAMELS Rating, Alternative Models of Bank Performance, Managing Non interest income and non interest expenses

Unit – IV
Managing cost of Funds, Bank Capital and Liquidity, Managing Liabilities and cost of Funds, The effectiveness use of Capital, Lic1uidity planning and Managing cash asset

Unit – V
Credit Management, Credit Policies, Evaluating Loan Proposal, Evaluating Consumer Loans, Credit Analysis

Unit – VI
Managing Investment Portfolio, Investment Portfolio and Policy Guidelines, Characteristics of various securities, Active Investment Strategies

Unit – VII
Global Banking Activities, Global Banking Participants, University Banking

Unit – VIII
Bank's Merger Acquisition, Recent Travel, f-Tow do Mergers Add Value, Valuation Procedures, A case study.

Unit – IX

e-Banking, Bank Technology overview, Bank Services on Computers, M Banking

Text Books:

1. Shekhar & Shekhar "Banking Theory and practice" , Vikas Publication (P) Ltd. New Delhi.
2. Bhole L.M., Financial Institutions and Market, 2 Editions, Tata McGraw Hill Publishing Co.Ltd., New Delhi, 1992.
3. Timothy W.Koch and MacDonald S. Scott, Bank Management, 4th Edn, The Dryden Press Harcourt College, Publishers.
4. Marilyn R. Seymann, managing Bank Technology, Toppan Company PTE, Singapore.
5. William T. Thornhill, Risk Management for Financial Institutions, Bankers Publishing Company, Illionis.

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MBA FA II YEAR (SECOND SEMESTER)

INVESTMENT MANAGEMENT

Course Objectives
Objectives This Course is an in-depth study of tools & Techniques of investment analysis Equity research.

Examination
The semester examination will be worth 9O marks. It will have two sections A and B Section A worth 66 marks will consist of five theory questions. Out of which students will be required to attempt three questions and Section B will comprise of one or more cases, worth 24 marks.

COURSE CONTENTS
Unit – I
Introduction to Investment theory : Investment, Economics of investment traditional modern theory, development of investment, history:

Unit – II
Securities & Markets : Government bounds, corporate fixed income securities, corporate stock, options warrants, forwards & futures, shares of investment coup. & mutual funds, Mortgage securities, primary & secondary market, organized exchange for various instruments, over the counter exchange, computerized trading technique, speculating, hedging & arbitrage

Unit – III
Valuation of securities a) Common Stock dividends Vs earnings, Constant growth model Multistage, growth model, P\E ratio study. b) Bond valuation PV model & bond valuation Valuing risk-less bond's YTM, module's duration (MD), Interest rate elasticity & risk.

Unit – IV
Taxes on Investment Strategy: Tax structure, Income taxed, Capital gain & Losses, Computing After-tax return locked in effect, Dividend clienteles, Effect n dividend on expected stock return, expected return on taxed & Tax exempt securities.

Unit – V
Index: Preparation of an index, Basis of changes in index, Various important indices done.

Unit – VI
EIC Frame work: Economic analysis, key economic indicators, economic forecasting, risk measurement & rating, sectional analysis, international lateral comparison. Company analysis, Performance & prospects, Preparing equity research reports, ratio analysis involved, ESP & PE conflict.

Unit – VII
Technical Analysis Dow Theory', bar-charts, point figure charts, confidence index, relative strength analysis charting volume of trading data moving overage analysis, designing technical tools.

Unit – VIII

Modeling: Financial modeling in developing market, investor, behavior & financial modeling.
Global portfolio Management: Risk-return in international investing global asset allocation, chaos theory and capital market.

TEXT BOOKS
1.   Security Analysis & Portfolio Management Jordan & Fisher PH 1
2.   Modem Investment Theory Robert A Haugen, PH 1
3.   Investment &'Securities Markets in India VA Avadhani, Himalayas Investments Tackclack
Francis, Tata McGrawhill
1.   Investment : Ftbozzi, PHI
2.   Economic Modeling

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MBA FA II YEAR (SECOND SEMESTER)

FINANCIAL MANAGEMENT

COURSE OBJECTIVES
The objective of this course is to help the student understand the concepts, tools and skills of financial management and analysis and their application in area of finance,

EXAMINATION
The semester examination, carrying 90 marks will have two sections, A & B Section. A worth 24 marks will have three theory questions out of which students will be required to attempt two questions. Section B, carrying 66 marks will contain practical/numerical problems and / or cases.

COURSE CONTENTS:

Unit – I
Finance : Nature. Scope. Role of Finance Manager, Objective of Finance Functions.

Unit – II
Concepts and Nature of Traditional and Modem Sources of long term finance.

Unit – III
Leverage analysis - Operating, Financial & Composite leverages and their applications

Unit – IV
Funds flow analysis and cash flow analysis.

Unit – V
Working capital requirements - determinants and determination

Unit – VI
Cost of Capital

Unit – VII
Capital Budgeting: time value of money. various methods of evaluating proposals and decision rules.

Unit – VIII
Capital Structure Theories and Decisions.

Unit – IX
Dividend Decisions
Note: Numerical problems on units 3, 4, 5, 6 and 7 only.

TEXT READINGS
1.   I. M. Pandey, Financial Management, New Delhi, Vikas
2.   Prasanna Chandra. Financial Management, New Delhi, Tata McGraw Hill.

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MBA FA II YEAR (SECOND SEMESTER)

MANAGEMENT ACCOUNTING

COURSE OBJECTWES
The objective of this course is to provide the student insight into costing tools and management central techniques.

EXAM INATION
The semester examination carrying 90 marks will have two section A & B. Section A worth 24 marks will have three theory questions out of which students ivil be required to attempt two questions. Section B, carrying 66 marks, will contain practical/numerical problems and or cases.

COURSE CONTENTS

Unit – I
Management Accounting Objectives, functions, significance and relationship of management accounting with financial accounting and cost accounting.

Unit – II
Classification of cost and their uses in management

Unit – III
Relevant costing for different managerial decisions

Unit – IV
Differential costing system and its uses in alternative choice problems

Unit – V
Total costing systems and its uses.

Unit – VI
Budgets, variance analysis, budgeter)' control and reporting of performance

Unit – VII
Standard costing and its uses

Unit – VIII
Responsibility accounting and management control

Unit – IX
Management Reporting

TEXT READINGS
1. BK. Bhar,Cost Accounting Methods & Problems.
2. SP Iyengar cost accounting
3. Khan & Jain - Management Accounting,

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MBA FA II YEAR (SECOND SEMESTER)

MACRO ECONOMIC THEORY AND POLICY

Course Content

Unit – I
Macro-Economic: Nature and Scope.

Unit – II
Objectives and Instruments of Macro-Economic policy.

Unit – III
Classical model of macro-economic equilibrium:

Unit – IV
AN overview. Keynesian model of macro-economic equilibrium:

Unit – V
An overview. Consumption demand in keynesian theory.

Unit – VI
Investment in kenesian theory. Theories of interest rates.

Unit – VII
Money, its role and prices.

Unit – VIII
Monetary policy: Goals, Targets and instruments.

Unit – IX
Fiscal policy. Exchange rate policy. Business cycles.

TEXT BOOKS:
1. M.L. Jhingan – Macro Economics
2. A.K. Seth - Macro Economics
3. H.L. Ahuja -Macro Economics

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MBA FA II YEAR (THIRD SEMESTER)

Subject	Internals		End Semester examination	Total
Quantitative Techniques	10		90	100
E-Commerce Technology	10	Practicals-20	70	100
Human Resource Management	10		90	100
Derivatives & Risk Management	10		90	100
Insurance Management	10		90	100
Financial Services	10		90	100
International Finance & Accounting	10		90	100
Portfolio Management	10		90	100
				800

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MBA FA II YEAR (THIRD SEMESTER)

QUANTITATIVE TECHNIQUE

Course Objective

Theobjectivesofthiscourseistohelpthestudentswithquantitativetechniquesthat are used in financial analysis and decision making.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

Course Contents

Unit- I
Introduction: Meaning, Scope of Quantitative Techniques and Operations Research in Management, Merits & Limitations of Quantitative Techniques and Operation Research**.**

Unit- II
Linear Programming: Meaning of Linear programming, General Mathematical formulation of LPP, Graphical Analysis, Simplex Method, Two-phase method, Big-M Method, Duality and post optimality analysis Advantage and limitations of LPP.

Unit- III
Assignment Problems: Hungarian Method (Minimization and Maximization).

Unit- IV
Transportation Model: Mathematical Formulation, Initial Basic Feasible solution, Vogel's Approximation Method, Optimization (MinimizationandMaximization)usingModifiedDistributionMethodandSteppingStone Method.

Unit- V
Replacement Models: Introduction, Scope in Management, Single Equipment Replacement Model and Group Replacement.

Unit- VI
Game Theory: Introduction to Games, Rules of Game Theory, Strategies (Pure & Mixed) Solution to Game (Algebra, Graphical)

Unit- VII
PERT/CPM : Introduction, Characteristics, Evolution of PERT/CPM, DrawingNettworkhintsforDrawingNetwork,ConceptsofCriticalPath.Pert Analysis. Job-Sequencing, Introduction, Common Assumptions.

Text Reading

Operation Research   :   B.Banerjee

Techniques of Management   :   B.Banerjee

Quantitative Techniques for Management Decisions – U.R. Shrivastav, G.V. Shenoy, S.C. Sharma

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MBA FA II YEAR (THIRD SEMESTER)

E-COMMERCE TECHNOLOGY

Course Objective

The objective of this course is to help students to understand the basics of Electronic Business, Electronic Commerce, and related issues.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. 70+20+20 = Total Marks.

Course Contents

Unit- I
E-Business: Fundamentals, E-Business framework, E-Business application, Network Infrastructure for E-Business.

Unit-II
Mobile and Wireless computing fundamentals: Mobile computing, framework, wireless technology and switching method, mobile information access device, mobile computing application.

Unit-III
Handling money on the net: type of E-payment, digital token–based e-payment, smart card, credit card payment systems, risk on e-payment, designing e- payment

Unit- IV
Inter-organization Business: EDI application in business, EDI: legal, security, standardization and EDI, EDI software implementation, VANs (value added network) Internet based EDI

Unit- V
Electronic market place of buyers and sellers: Consumer and business markets: ordering on-line, Advertisement and marketing on Internet, Offering customer product on the net, electronics customers support.

Unit- VI
Web–catalogues, business care for documents library, type of digital documents, documents infrastructure, data warehouses, multi-media and digital video.

Unit- VII
E-Business standard, Cyber laws, Cybercrimes & frauds, types and tools of hacking.

Unit- VIII
Security and Electronic-Business: Client–server security, data and message security, document security, firewalls.

Unit- IX
Future of Electronic-Business: Virtual Factory, Strategies for Electronic Business, Making

Money on net, Web portals concepts, supply chain management, HTML/DTML.

Text Readings

1. Ravi Kalakotta & Whinston B., **"Frontiers of E-Commerce"**, Addison-Wesley, New Delhi,2000
2. R.Kalakotta&M.Robinson,**"E-Business:RoadmapforSuccess"**,Addison- Werley, New Delhi,2000

Suggested Readings

1. DanielAmor,**"TheE-Business(R)Evolution"**,PrenticeHall,PTR,NewDelhi, 2000
2. Parag Diwan and Sunil Sharma, **"E-Commerce"***, Excel Books, New Delhi, 2000
3. Reynolds, **"Beginning of E-Commerce"**, Shroff Publication,2000
   Kamlesh K. Bajaj & Debjani Nag, **"E-Commerce"**, Tata McGraw, New Delhi

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MBA FA II YEAR (THIRD SEMESTER)

HUMAN RESOURCEMANAGEMENT

Course Objectives

The objectives of this course are to help the students develop an understanding of the dimensions of the management of human resources, with particular reference to HRM policies and practices in India. Attention will also be paid to help them develop their communication and decision making skills through case discussions, role-plays etc.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester examination will be worth 90 marks. It will have two sections, A and B. Section A, worth 66 marks, will contain five theory questions out of which students will be required to attempt three questions. Section B will comprise of one or more case(s), worth 24 marks.

Course Contents

Unit- I
The Field of HRM :An Overview, Concept and Functions, Personnel to HRM,ASTD HRM Model.

Unit- II
Acquisition of Human Resources: Objectives, Policies and Process of Human Resource Planning, Human Resource Planning in Evolving Small and Entrepreneurial Organization, Job Analysis, Job Description, Job Specification, Job Design (Nature of Job Design, Job Characteristics, Reengineering Jobs, Using Teams in Jobs, Advantages and Disadvantages of Team Jobs, Consequences of Job Design), Recruitment,, Promotion and Transfer.

Unit- III
The Human Resource Organization, Structure of Human Resource Management, Role and Responsibilities of the Human Resource Selection, induction, Placement Department (Administrative, Operational and Strategic Role of HR).

Unit- IV
Human Resource Policies: formulation and Essentials of Sound HR Policies.

Unit- V
Development of Human Resources: Learning, Training and Development, Evaluation of Training and Performance Appraisal (Appraising individual and Team Performance), introduction to Career and Succession Planning.

Unit- VI
Maintenance of Human Resources: Job Evaluation, Designing and Administering the Wage and Salary Structure, Compensation, Grievance Handling Procedure.

Unit- VII

Separation Processes: Turnover, Retirement, Layoff, Retrenchment and Discharge, VRS(Mechanism of VRS, VRS in Public Sector and Private Sector), Rehabilitation of Surplus Employees.

Unit- VIII

Emerging Trends and Challenges in HRM: Economic & Technological Change, Work force Availability and Quality, Enhancing Organizational Performance, Expanding Human Capital, Ethics and HRM, HR Management Competencies and Careers – Knowledge of Business Organizations and Organization Culture, influence and Change Management, Specific HR Knowledge and Expertise.

Text Readings

1. Michael Armstrong, "**A Handbook of Human Resource Practice",** London, Kogan Page, 8th Edn.,2001.
2. David S. Decenzo and Stephen P. Robbins, **"Personnel/Human Resource Management",** New Delhi, Prentice Hall, 3rd Edn.,1988.
3. Robert L. Mathis and John H. Jackson, "**Human Resource Management"**, 9th Edn., South Western College Publishing,1995.

Suggested Readings

1. William B. Werther Jr. and Keith Davis, **"Human Resources and Personnel Management",** Singapore, McGraw Hill, 4th Edn.1993.
2. Arun Monappa and Mirza S. Saiyadain, "**Personnel Management"**, New Delhi, Tata McGraw Hill,1995.
3. P Subba Rao, "**Essentials of Human Resource Management and industrialRelations: Text, Cases and Games",** Mumbai, Himalaya,2000.
4. Biswajeet Patanayak, "**Human Resource Management"** New Delhi, PrenticeHall India,2001.
5. Holloway J. Ed., "**Performance Measurement and Evaluations"**, New Delhi, Sage Publications,1996 Guy V. & Mattock J., "**The New international Manager"**, London, Kogan Press, 1993.

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MBA FA II YEAR (THIRD SEMESTER)

DERIVATIVES & RISK MANAGEMENT

Course Objective

The objectives of this course are to explain to the student the risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit- I
Introduction: Concepts, Types, Forwards, Future, Options and Swaps, Participants-hedgers, speculators and arbitragers, Uses of Derivatives, Basic Derivatives terminology: Types of Orders, Recent Developments in Derivatives (New instruments like weather derivatives)

Unit- II
Fundamentals of Futures: Difference between forward future, Trading of Futures, Basics of Stock Index Future, Interest Rate Futures, Foreign Exchange and Currency Future.

Unit- III
Mechanism of Future: Contracts, Operations of Margin, Convergence Clearing Process, Clearing house and Clearing Margins, Convergence of Forward and Futures Pricing Hedging using Futures, Basic Risk, Pricing of Future.

Unit- IV
Fundamentals of Options: Types of Options, Payoffs from Options, Trading Strategies Bull-Bear, Butter Fly, Calendar and Diagonal Spread, Straddles, Stir rip and Straps, Strangles. Embedded options, Options on futures Advanced options.

Unit- V
Option Pricing: Black Schole's Model, Concept of Delta, Theta, Gamma Vega, Exchange Traded Option- Stock, Option, Foreign Currency Option, Over the Counter Exchange

Unit- VI
SWAPS: Introduction to Swaps, Basic Swap, Structure, Interest rate, Currency rate, Mechanics of Swaps Transactions, Swaptions.

Text Reading

1. John.C.Hull,"**Options,FuturesandOthersDerivatives"**,4thEdition,Pearson Education Asia2001.
2. RobertA.Strong,"**Derivatives,AnIntroduction"**,ThompsonPublications, New Delhi,2000.

Suggested Readings

1. Kolb,"**UnderstandingFuture**",PHIPublications,NewDelhi,2000
2. Kolb,"**UnderstandingOptions**",PHIPublications,NewDelhi,2000

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MBA FA II YEAR (THIRD SEMESTER)

INSURANCE MANAGEMENT

Course Objective

The objectives of this course are to explain to the student operations of upcoming insurance and banking sector, statutory requirements and understanding of financial environment and market in which they operate.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. It will have two Section, A and B. Section A, worth 66 marks will comprise of five theory questions out of which a student will be required to attempt any three questions. Section B, worth 24 marks will contain practical/numerical problem(s) / Case(s) that will be compulsory.

Course Contents

Unit- I
Insurance: Concept and significance of Insurance, Classification of Insurance– Life and Non-life, General Principles of Insurance, Insurance Application and Acceptance Procedure, Insurance Terminology

Unit- II
Life Insurance: Principles, Products Term Insurance Endowment, Insurance, Pensions, Annuities, Claim Management, Premium Payment, Lapse &Revival, Premium Calculations, Concept of Mortality Tables, Assignment, Nomination, Loans, Surrenders, Foreclosure, Reinsurance, Underwriting, Analysis of Balance Sheet of Life Insurance Co.

Unit- III
General Insurance: Principles, Products Fire, Marine, Motor Vehicles, Public Liability, Third Party Insurance, Miscellaneous- Mediclaim and Health Policies, Group Insurance, Burglary Insurance, Analysis of Balance Sheet of a General Insurance Company.

Unit-IV
IRDA: Functions and Importance, Recent Developments in Insurance. Company.

Text Readings

1. M.N. Mishra, "**Insurance-Principles & Practice**", S. Chand & Co., 2001.

Suggested Reading

1. O.S.Gupta, **"Life Insurance"**, Special Reference to L.I.C.

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MBA FA II YEAR (THIRD SEMESTER)

FINANCIAL SERVICES

Course Objective

To enable the students to gain acumen, insight and through knowledge relating to the various aspects of corporate finance, emerging financial services and their regulatory frameworks.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more case(s)/numerical problem(s).

Course Contents
Unit- I
Financial Services: Evaluation and Role of Financial Services Companies in India, Evaluation of NBFC's. Introduction to Fund based and fee based services of NBFC's and other Institutions.

Unit- II
Introduction to Leasing: Introduction, Types of Leases, Advantages & Disadvantages, Legal aspect of Leasing Present, Tax aspect of Leasing, Depreciation allowance on Leased Assets, Rental Income from Lease.

Unit-III
Hire Purchase: Concept & Characteristics of Hire Purchase, Mathematics of Hire Purchase, Advantages &disadvantages of Leasing and Hire Purchase, Calculation of effective interest rates, Legal aspect of Hire Purchase, Tax Implications of Hire Purchase. Lease V/s Hire Purchase.

Unit- IV
Factoring: concept of factoring, Forms of factoring, Bills discounting factoring, Vis- à-vis. Credit Insurance factoring Vis-à-vis Forfeiting, Functions of a factor, Legal aspect of factoring, Evaluation of Factoring, factoring.

Unit- V
Credit Cards : Introduction & Types, Concept, Billing & Payment, Settlement Procedures, Sharing of Commission.

Unit- VI
Credit Rating: Concept, Process of Credit rating, Advantages & Disadvantages Credit Rating Agencies in India.

Unit- VII
Merchant Banking : Concept & Functions of Merchant Banking, Role of Merchant Bankers, Procedural aspect of Primary Issue, Types of Issues (Issues by Prospectus, Private Placement etc.) Analysis of Prospectus, Pre issue management activities, Preparation & Marketing, Under writing, Pricing of Rights issues.

Unit- VIII
Post Issue Management: Allotment and dispatch of shares / Refunds and listing requirements.

Unit- IX
Venture Capital: Concept of Venture Capital, Venture Capital Procedure, Problems of Venture Capital Companies in India, Advantages and Disadvantages of Venture Capital…..

Unit- X
Mergers, Amalgamation and Takeovers: Introduction, Nature of Mergers, Takeovers in India, Takeover Codes (Latest), Tax aspects of Mergers & Amalgamations. Amalgamation of sick Industrial companies. Legal Procedure for Merge

Text Readings

1. **IFS**, M.Y. Khan, Machiraju
2. **Merchant Banking**", Machiraju, H.R.," New Age International Pub. Ltd.,
3. **Financial Services**, M.Y. Khan, Tata Mc Graw Hill,2000.

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MBA FA II YEAR (THIRD SEMESTER)

INTERNATIONAL FINANCE &ACCOUNTING

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit- I
Introduction: Overview & Importance of International Finance, meaning and implication of Globalization, subject matter of International Finance, Economic perspective and Business perspective. Finance function of a Global Manager. Multinational corporation – Objectives, Environment. Challenges & Opportunities before MNC's. Distinguishing features of international financial management.
InternationalfinanceandIndianeconomy.Emergingchallengesandriskassociated to internal finance.

Unit- II
Theories of International Trade: Introduction to foreign trade ,why donations trade?
Theory of absolute advantage, comparative advantage, Heckscher-Ohlin Model, imitation gap theory, international product life cycle theory. Intra industry trade. Trading blocks – Free trade area, common market, Customers union, Economic union – EMU. Trade Barriers – Tariff and Non Tariff barriers. Regulation of International Trade – ITO, GATT, WTO.

Unit- III
Financing of Foreign Trade: Import Financing, Payment terms/ Modes of payments
–payment in advance, open account, letter credit, bill of exchange/drafts, payment under consignment sale. Documents in international Trade. Financing techniques/ Methods – Discounting, Factoring, Forfeiting, pre-shipment credit, post shipment credit, advance against incentives, Export Import Bank of India.

Unit- IV
Balance of Payment : International financial flow, structure of BOP account – current account, capital account and official reserve account/ adjustment account, Equilibrium,dis-equilibriumandadjustmentofBOPaccount,India'sBOPaccount.

Unit- V
International Monetary System : Introduction &Review. Brief History – Gold Standard, Gold Exchange Standard (Inter War Period Great Depression Period). Bretton Woods System, Exchange Rate Mechanism/System – Fixed, Floating and Hybrid Mechanism.

Unit- VI
Exchange Rate Forex Market : Forex Market, Participants, Method Of Quotation, SpotSettlement.ForwardMarket,ExchangeRateDetermination-PurchasePower Parity/Law Of One Price (PPP). Interest Rate Parity (IRP). Fisher Effect, Forecasting Exchange Rate.

Unit- VII

Foreign Exchange Risk : Introduction, Foreign Exchange Exposure, Types of exposures – Accounting / translation exposure. Method of translation. Economic exposure – transaction exposure, real operating exposure, Management of exposures- (International hedging techniques). Netting, matching, leading &lagging (External hedging techniques), Forward.

Unit- VIII

International Accounting & Taxation: An overview of Globalization of the concept of Accounting. Accounting for foreign currency transactions. Translation of Financial statement of a foreign entry. Consolidation of financial statements. Accounting standards – Indian AS – 11 and LAS 21. Brief introduction to International Taxation, related issues.

Text Readings

1. Multinational Financial Management by Alan C.Shapiro
2. International Financial Management by V.Sharan.
3. Multinational Finance by AdrianBrekley.

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MBA FA II YEAR (THIRD SEMESTER)

PORTFOLIO MANAGEMENT

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit- I
Diversification & Portfolio Analysis: Risk & return of a Portfolio's variance combination line Markowitz diversification, convexity of efficient frontier critical line.

Unit- II
Capital Market Theory: Investment opportunities in risk return space CAPM – assumptions model tests of CAPM model by Black & Schole and Fama Macbeth.

Unit- III
Arbitrage Pricing theory:
APT Model, Arbitrage Portfolio, reconciling the CAPM & APT, Comparing APT & MPT.

Unit- IV
Investment Goal:
Index Models utility theory (Graphical & Mathematical), Individual Investment goals, Institutional investors.

Unit- V
Portfolio Performance:
Risk adjusted performance measure & based on CAPM, effective & reliability of fun's performance, Jesus index, Sharp index, trenov index, trey nor index.

Books Recommended :

1. V.K.Bhalla,S.K.Tuteja,InvestmentManagement,NewDelhi,S.Chand& Sons.
2. V. A.Avadhni,InvestmentandSecuritiesMarketsinIndia,Bombay

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MBA FA II YEAR (FOURTH SEMESTER)

Subject	Internals	End Semester examination	Total
Tax Planning & Management	10	90	100
Financial & Indirect Tax Law	10	90	100
Multinational Financial Management	10	90	100
Strategic Financial Management	10	90	100
Project Planning Appraisal & Control	10	90	100
Corporate Finance and Strategic Management	10	90	100
Decision Making Skill / Major Research Project	10	90	100
Comprehensive Viva Voce	-	-	100
Grand Total			**800**

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MBA FA II YEAR (FOURTH SEMESTER)

TAX PLANNING & MANAGEMENT

Course Objective

The objective of the course is to make students understand planning and management of direct tax, income tax, wealth tax and statutory responsibilities of a tax manager, and to make them understand rules and regulation so as to optimize business, under legally monitored tax environment.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit-I
Introduction: Introduction to Direct Tax, Income Tax, Wealth Tax. Nit

Unit II
Important Provision of Income Tax Act.

Unit III
Basic Concept :- Assessment years, Previous years, Person Income, Gross total Income, Capital & Revenue, Receipts and Expenditure Residential status and incidence of tax, tax free income.

Unit IV
Income from Salary:- meaning, taxability of allowances and prerequisites, permissible education, treatment of PF, gratuity tax planning.

Unit V
Income from Business & Profession :- Basic of charges, Scheme of provision, Deductible expressly allowed under Restriction, Depreciation, Tax Planning, Taxation of firms & companies, Mergers & Acquisitions.

Unit VI
Income from House Property : Tax Planning.

Unit VII
Income from Capital Gains and other Sources : Tax Planning.

Unit VII

TDS : Tax Deduction at Source, Advanced Payment of Tax, Filling of Returns, Tax Planning in Relation to NRIs.

Text Reading

1. H.C. Meherotra, "Income Tax", Sahitya Bhavan, Agra.
2. K. Chaturvedi, "Central Sales Tax Aacts", Nagpur.

Suggested Readings
1. Sukumar Bhattacharya, "Income Tax : Law & Practice", New Delhi, Indian Law House, 18th Edition, 1996.
2. V.K. Singhania, "Student Guide to Income Tax", New Delhi, Taxman Publications.
3. V.K. Singhania, "Direct Tax Law", New Delhi, Taxman Publications.
4. Sripal Ssaklecha, "Income Tax", Indore, Satish Printers.

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MBA FA II YEAR (FOURTH SEMESTER)

FINANCIAL & INDIRECT TAX LAW

Course Objective
The objective of course content is to sensitise students about companies, procedure applicable acts and policies for manufacturing, import, Export, Stock Market, and laws relating to Indian Corporates and cross border trading.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks

Course Contents

Unit I
Excise Law :- Concepts & Definition, Incidence of Taxation, Excise Rules & Guidelines, Valuation of Goods for Tax, Cenvat Credit (central value added tax).

Unit II
Custom Law :- Basic concepts, Types of custom duties, Exemption from duties, Clearance of Import & Export Goods, drawback of duty.

Unit III
Annual Report of Companies: - Analysis, Understanding & Interpretation of Annual Report and grasping financial position of Company.

Unit IV
Listing Agreements along with Corporate Governance, Insider trading (Concepts & guidelines) and mutual funds (Concepts, Procedure & SEBI Guidelines).

Unit V
Exim (Export – Import Policy) – Latest trends & Guidelines, Foreign Companies – formality & Legality & Inter – corporate loans (along with circulation of Limits on Loan.

Text Readings :

1. Indirect Taxation – BARE Act.
2. Companies Act 1956.
3. SEBI Guideline on Mutual Fund and inside trading.
4. Stock Listing Agreement.

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MBA FA II YEAR (FOURTH SEMESTER)

MULTINATIONAL FINANCIAL MANAGEMENT

Course Objective
The objective of the course is to make students abreast of foreign investments, global business trends, managing foreign funds, investment, assessment of political risk so as to comply and understand foreign trade course and business ethics.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

Course Contents

Unit I
Multinational enterprises and financial management.

Unit II
Exposure measurement and management.

Unit III
Internationals portfolio investment, corporate portfolio investment.

Unit IV
Corporate strategy foreign direct investment.

Unit V
Capital budgeting for multinational corporation.

Unit VI
Cost of capital for foreign investment.

Unit VII
Political risk : identification, management and insurance.

Unit VIII
Financial foreign operations and international mergers and acquisitons.

Book Recommendation :

1. Multinational Financial Management :- alan c. shapiro / Hardcover / published 1996.
2. International accounting and Multinational Enterprises: Lee H. Radebaugh, enal/ paperback/ published 1993.

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MBA FA II YEAR (FOURTH SEMESTER)

STRATEGIC FINANCIAL MANAGEMENT

Course Objective

The objective of the course is to give a feel to students about environment of foreign investment of corporate business, mergers, acquisition, industrial behavior of sick units in line with business trends.

Examination

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks.

Course Contents :

Valuation of Firm, working capital strategies, Mergers, Acquisition Industrial sickness and turn around strategy, Structural changes.

Books Recommended :

1. Mergers & Acquisition – R. Machiraju.
2. Mergers & Acquisition & Corporate Resmeturies – weston, chung & Hong.
3. Financial Management, Prasanna Chandra.
4. Corporate Finance & Investment – R. Pike & Node.
5. Finance : A management guide for managing company funds and profit – I.M. Panday.
6. Financial Decision – Hompton.

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MBA FA II YEAR (FOURTH SEMESTER)

PROJECT PLANNING APPRAISAL & CONTROL

Course Objective
The objective of the study content is to create a working model of business & financial environment in a student, so that as a manager finance students can understand and handle dynamic business situations.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks.

Course Contents
Unit I
Course outline is project identification, planning & selection.

Unit II
Market technical commercial and economic feasibility.

Unit III
Preparing Project Reports, Financial Projections, estimating Costs.

Unit IV
Mathematical Programming techniques and project management.

Unit V
Project financing, project appraisal by financial institutions.

Unit VI
Analysis of government projects, project time and cost overruns.

Unit VII
Networking techniques and Project Management and social cost benefit analysis.

Books Recommended :

1. Prasanna Chandra, Project Planning, Analysis Selection, Implementation and review, New Delhi, Tata Mcgraw Hill.
2. P. Gopalkrisnan & T. Ramamoorthy Text book of Project Management, New Delhi.
3. Hernold Kerzner, Project Management.

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MBA FA II YEAR (FOURTH SEMESTER)

CORPORATE FINANCE AND STRATEGIC MANAGEMENT

Course Objective
The objective of course is to make aware students of the basic tools, statements, analytical approach for financial understanding and treasury aspects of business development.

Examination
The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks.

Course Contents

Unit I
Financial Statement Analysis: Revisit Balance Sheet, Income Statement, Ratio Analysis

Unit II
Working Capital Decisions: Sources of working capital finance – Bank finance (historical evaluation of inventory norms lending norms concept of MPBE turnover method etc. recommendation of various committees. Different type of credit facilities cash credit. Packing credit bill discounting grantees letter of credit overdraft etc.) & Commercial Paper.

Unit III
Capital Budgeting: Risk Analysis & Uncertainty.

Unit IV
Corporate Restructuring Strategies Mergers: Acquisition Amalgamation Takeovers and reverse Merger

Unit V
Latest Development in Corporate Finance - Overview Corporate Debit Restructuring – mechanism of RBI. Securitisation Act – Understanding: Debit Recovery Tribunal, Substitution of BIFR by National Company Law Tribunal

Unit VI
Treasury management: Cash management, Receivable management, Fund management, Money market operation

Books Recommended:

1. Financial Management – Vikas Publishing House, I.M. Pandey.
2. Financial Management – Tata Mcgraw Hill , Prasanna Chandra
3. Financial Management – Khan & Jain
4. Latest News Magazines & Newspapers

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MBA FA II YEAR (FOURTH SEMESTER)

**DECISION MAKING SKILL / MAJOR RESEARCH PROJECT**

Course Objective
The objective of Major Research Project is to enable the student to go into the detail of the given problem and design an effective solution keeping the given constraints and organizational objectives in mind. This is to enhance the analytical and problem solving ability of the student.

Examination
Major Research Project will be optional with the Decision Making Skills Course. The Decision Making Skills will be a case based course of 90 marks and internal assessment of 10 marks.

The students interested in opting for Major Research Project will submit the synopsis of the proposed research work in the beginning of Fourth Semester. Before the end of IV Semesters for MBA (FA), the student will be required to submit the final MRP Report in the hard bound in the number specified by the University. Major Research Project (MRP) will carry a maximum of 100 marks out of which 50 marks will be for the report and its contents and 50 marks will be for the Presentation / Viva – Voce. A panel of external and internal examiners will jointly award both of these components of marks. The University will appoint the external examiner and the Director / Head of the Institution will appoint the internal examiner.
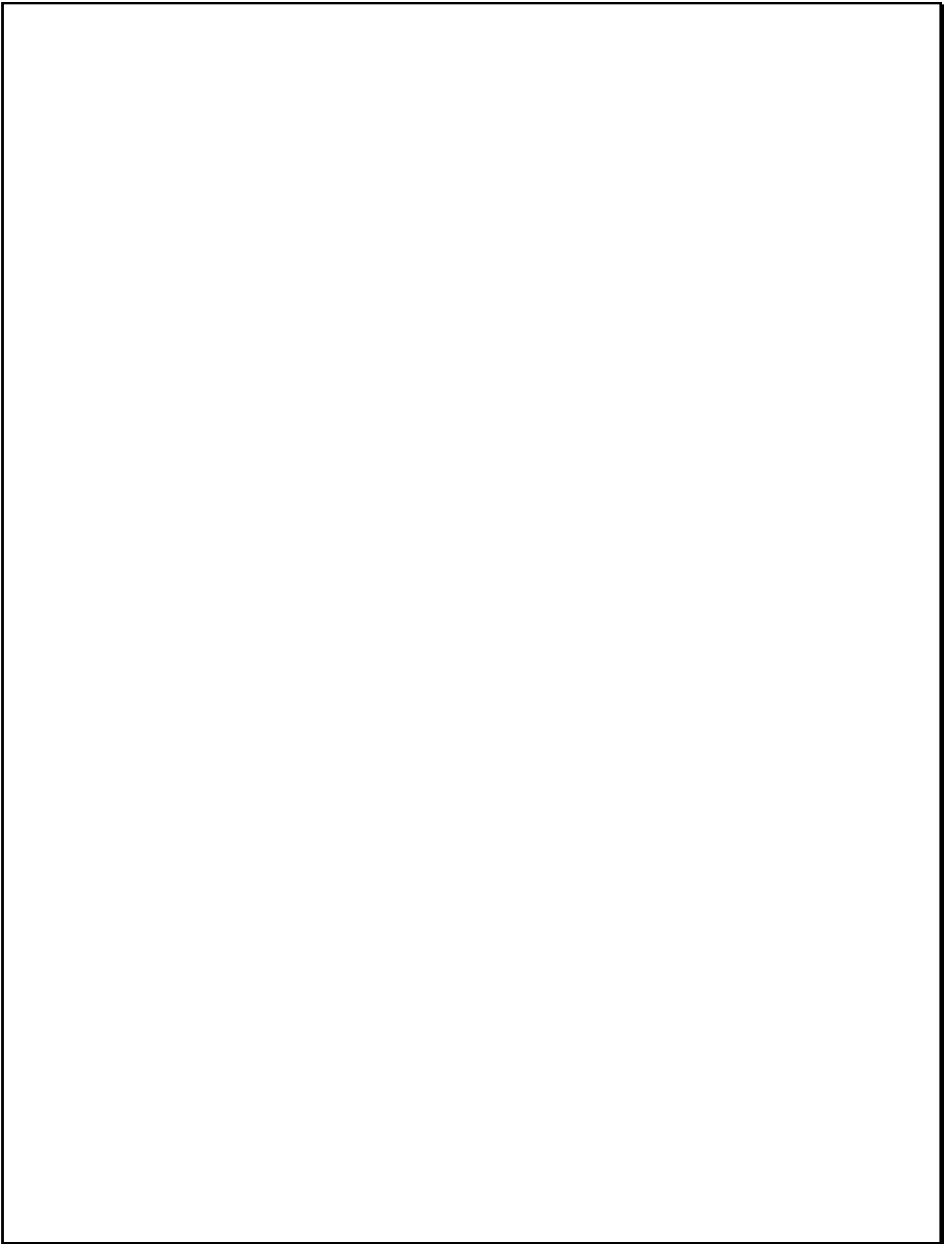
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MBA FA II YEAR (FOURTH SEMESTER)

COMPREHENSIVE VIVA VOCE

Examination

The University will appoint the external examiner and the Director / Head of the Institution will appoint the internal examiner. They will award marks out of a maximum of 100 marks for the overall performance of the student.