

Name of the Programme : MBA (Financial Services)
Course Code : MGF-501
Course Title : Financial Services
Number of Credits : 4
Effective from AY : 2022-23

Pre-requisites for the Course:	NIL	
Course Objectives:	To enable the learners to acquire in-depth knowledge of the structure and mechanisms of various financial services and develop competences in designing and managing transactions relevant to these financial services.	
Content:	Unit 1 : Introduction to Financial Services Overview of Financial Services, Fund, and Fee-Based Financial Services, Challenges in Financial Service Industry, Present Scenario of Financial Services in India, Regulatory Environment of Financial Services.	15 Hours
	Unit 2 Fund-Based Financial Services <i>Securitization:</i> Concept, Modus Operandi, Structure for Securitization/Types of Securities, Securitization and Banks, Conditions for Successful Securitization, Legal Framework for Securitization, Present Scenario of Securitization in India. <i>Factoring:</i> Concept, Features, Activities, Mechanism, Documents, Types, Factoring v/s Forfeiting. <i>Leasing:</i> Concept, Steps involved in Leasing Transaction, Types, Contents of Lease Agreement.	15 Hours
	Unit 3 Fee-Based Financial Services – I <i>Credit Rating:</i> Types, Rating Framework, Credit Rating Symbols, Indian Credit Rating Agencies -Methodology & Instruments. <i>Mutual Fund:</i> Concept, Types	15 Hours
	Unit 4 Fee-Based Financial Services – II <i>Merchant Banking:</i> Merchant Banking Services offered, Merchant Bankers as Lead Managers, Guidelines for Merchant Bankers, Role in the Market-Making Process, Scope of Merchant Banking in India. <i>Depositories:</i> Concept, Eligibility Criteria, Registration, Depository Participants, Depository Act 1996, Internet Initiatives.	15 Hours
Pedagogy:	Lectures/ classroom discussion/ discussion using relevant research papers/ presentation/case study/ group project/ assignment or a combination of some of these. The sessions shall be interactive to enable peer group learning	
References/ Readings:	<ol style="list-style-type: none"> 1. Bhole L. M. & Mahakud J. (2017). <i>Financial Institutions and Markets: Structure, Growth & Innovations</i>, Tata-McGraw Hill. 2. Gordon & Natarajan. (2016). <i>Financial Markets and Services</i>. Himalaya Publishing House. 3. J.C. Verma. (2000). <i>Credit Rating (Practice and Procedure)</i>. Bharat Publication house. 4. Chandraiah, E. <i>Evaluation of Lease Financing</i>. Concept Publishing. 5. Sankaran, S. (2018). <i>Indian Mutual Funds Handbook: A Guide for Industry</i> 	

	<p><i>Professionals and Intelligent Investors</i>. Vision Books.</p> <p>6. Khan M.Y. (2004). <i>Financial Services</i>. Tata MC Graw Hill Co. Ltd., New Delhi.</p> <p>7. Sanjiv A., Pavan K. V. and Manisha B. (2000). <i>Investors Guide to Depositories</i>. Bharat Publications.</p> <p>8. Kothari, V. (2003). <i>Securitization: The Financial Instrument of the New Millennium</i>. Academy of Financial Services.</p> <p>9. NCFM- Reference modules.</p> <p>10. NISM – Reference modules.</p>
Course Outcomes:	<p>Upon completion of this course, the students will be able to:</p> <p>CO1. Identify fund-based and fee-based financial services.</p> <p>CO2. Explain the structuring of Securitization, factoring and leasing transaction with legal implications.</p> <p>CO3. Comprehend credit rating process and research reports of credit rating agencies on different instruments.</p> <p>CO4. Develop competences in managing transactions in merchant banking, mutual funds and depository services.</p>