

GOA UNIVERSITY  
Taleigao Plateau, Goa 403 206

**A G E N D A**

For the 13<sup>th</sup> Meeting of the Standing Committee of  
IX ACADEMIC COUNCIL

**Day & Date**

3<sup>rd</sup> July, 2020

**Time**

10.00 a.m.

Online via Google Meet

level:

**Part F.**

Important points for consideration/approval of Academic Council

- i. The important points/recommendations of BoS that require consideration/approval of Academic Council (points to be highlighted) as mentioned below:
- ii. **A draft amendment to ordinance for offering M.Phil. and Ph.D. courses including Research and Publication Ethics is recommended for approval.**
- iii. **Contact hours for the Course Research and Publication Ethics (RPE) have been made to 36 hours (3 credits) recommended for approval (Course is already approved).**
- iv. The declaration by the chairman that the minutes were readout by the Chairman at the meeting itself.

(a) It is hereby declared that minutes have been read out at the meeting itself and approved by the members.

Date: 1/07/2020

Place: Goa University

Sd/-

Signature of the Chairperson  
(M K Janarthanam)

**Part G.** The Remarks of the Dean of the Faculty

- i) The minutes are in order
- ii) The minutes may be placed before the Standing Committee of the Academic Council with remarks if any.
- iii) May be recommended for approval of Standing Committee of the Academic Council.
- iv) Special remarks if any.

Date:

Place: Goa University

Sd/-

Signature of the Dean

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**D 3.2**

**Minutes of the BOS in Financial Services Meeting held on 30<sup>th</sup> June 2020 at 6.00 pm via Google Meet in online mode.**

**Part A.**

- i. Recommendations regarding courses of study in the subject or group of subjects at the Post-graduate level:
  - 1) The proposed MBA (Financial Services) Programme Structure has been approved by all the BOS members.

**[MBA (Financial Services) Programme Structure enclosed as**

[Annexure I](#) refer page no 8].

- 2) The proposed MBA (Financial Services) Syllabus for the First Year (Semester I and Semester II) has been approved by all the BOS members. **[MBA (Financial Services) Syllabus enclosed as [Annexure II](#) refer page no 14].**

- 3) The list of 20 Swayam Courses approved by BOS members are enclosed in [Annexure III](#) (refer page no 40).

ii. Recommendations regarding courses of study in the subject or group of subjects at the Undergraduate level:

- 1) Approved the proposed amendment to BBA (Financial Services) Ordinance OA.22. ([Annexure IV](#) refer page no 41)

#### **Part B**

1. Scheme of Examinations at postgraduate level:  
The Scheme of Examination and Evaluation with reference to the Corporate Internship is stated in the amended Ordinance for MBA (Financial Services) OA.22.9  
**(Amended MBA (Financial Services) Ordinance OA.22) - [Annexure –V](#) (refer page no 43)**
2. Panel of examiners for different examinations at post-graduate level:

Nil

#### **Part C**

1. Recommendations regarding preparation and publication of selection of reading material in the subject or group of subjects and the names of the persons recommended for appointment to make the selection:  
Nil

#### **Part D**

- i. Recommendations regarding general academic requirements in the Departments of University or affiliated colleges:  
Nil
- ii. Recommendations of the Academic Audit Committee and status thereof:  
Nil

#### **Part E**

1. Recommendations of the text books for the course of study at post graduate level:  
The suggested readings, text books and reference books are provided at the end of the each Course Syllabus in the [Annexure II](#) refer page no 14].

#### **Part F**

Important points for consideration/approval of Academic Council:

**MBA (Financial Services) Revised Programme Structure and the First year syllabus to be implemented for the batch 2020-21. (Academic year 2020-21).**

The declaration by the chairman that the minutes were readout by the Chairman at the meeting itself.

**Sd/-**  
**Prof. B. Ramesh**  
**Chairman**  
**BOS in Financial Services**  
**Goa Business School**  
**Goa University**

**Date: 1<sup>st</sup> July 2020**

**Place: Taleigao Plateau, Goa**

**PART G**

Remark of the Dean

- i) The Minutes are in order.
- ii) The following important points / recommendations of BOS (to be highlighted) may be considered / approved by the Academic Council.
- iii) May be recommended for approval of Academic Council.
- iv) Special remarks, if any:

**Date: 1<sup>st</sup> July 2020**

**Place: Taleigao Plateau**

**Sd/-**  
**Prof. V. V. Kamat**  
**Dean, Goa Business School**

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**D 5 STATUTES AND ORDINANCES**

**D 5.1 To consider proposed part amendment to Ordinance OC-57 & OA-26 regarding NSS Entitlement Marks for NSS at the B.Sc. International Hospitality Management Programme**

The proposed part amendment to Ordinance OC-57 governing B.Sc. International Hospitality Management (credit Based System) was placed before the Executive Council at its meeting held on 31-05-2019. The item was however treated as withdrawn as the Council was of the opinion that changes in OC-57 needed to be proposed in line with the Management Ordinance including Grading.

The Drafting and Vetting Committee which met on 04/06/2020 vetted the proposed part amendment to Ordinance OC-57 & OA-26.1 governing B.Sc. International Hospitality Management Programme (Credit Based System) which is placed as [Annexure-I](#) (refer page no 62)

The Standing Committee of the Academic Council may kindly approve.

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**D 5.2 Proposed Part Amendment to Ordinance OA-2 relating to the recognition of persons as teachers (Post Graduate, M.Phil and Ph.D Degree) of the University.**

The Standing Committee of the Academic Council is informed that the University vide Notification No.GU/Admn(T)/504/2019/2077 dated 27<sup>th</sup> December,

GOA UNIVERSITY  
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Date: 1/07/2020

Place: Goa University

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Signature of the Chairperson  
(M K Janarthanam)

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- i) The minutes are in order
- ii) The minutes may be placed before the Standing Committee of the Academic Council with remarks if any.
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- iv) Special remarks if any.

Date:

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Signature of the Dean

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**Part A.**

- i. Recommendations regarding courses of study in the subject or group of subjects at the Post-graduate level:
  - 1) The proposed MBA (Financial Services) Programme Structure has been approved by all the BOS members.

**[MBA (Financial Services) Programme Structure enclosed as**

[Annexure I](#) refer page no 8].

- 2) The proposed MBA (Financial Services) Syllabus for the First Year (Semester I and Semester II) has been approved by all the BOS members. **[MBA (Financial Services) Syllabus enclosed as [Annexure II](#) refer page no 14].**

- 3) The list of 20 Swayam Courses approved by BOS members are enclosed in [Annexure III](#) (refer page no 40).

ii. Recommendations regarding courses of study in the subject or group of subjects at the Undergraduate level:

- 1) Approved the proposed amendment to BBA (Financial Services) Ordinance OA.22. ([Annexure IV](#) refer page no 41)

#### Part B

1. Scheme of Examinations at postgraduate level:

The Scheme of Examination and Evaluation with reference to the Corporate Internship is stated in the amended Ordinance for MBA (Financial Services) OA.22.9

**(Amended MBA (Financial Services) Ordinance OA.22) - [Annexure –V](#) (refer page no 43)**

2. Panel of examiners for different examinations at post-graduate level:

Nil

#### Part C

1. Recommendations regarding preparation and publication of selection of reading material in the subject or group of subjects and the names of the persons recommended for appointment to make the selection:

Nil

#### Part D

- i. Recommendations regarding general academic requirements in the Departments of University or affiliated colleges:

Nil

- ii. Recommendations of the Academic Audit Committee and status thereof:

Nil

#### Part E

1. Recommendations of the text books for the course of study at post graduate level:

The suggested readings, text books and reference books are provided at the end of the each Course Syllabus in the [Annexure II](#) refer page no 14].

#### Part F

Important points for consideration/approval of Academic Council:

**MBA (Financial Services) Revised Programme Structure and the First year syllabus to be implemented for the batch 2020-21. (Academic year 2020-21).**

	<p>The declaration by the chairman that the minutes were readout by the Chairman at the meeting itself.</p> <p style="text-align: right;"><b>Sd/-</b> <b>Prof. B. Ramesh</b> <b>Chairman</b> <b>BOS in Financial Services</b> <b>Goa Business School</b> <b>Goa University</b></p> <p><b>Date: 1<sup>st</sup> July 2020</b> <b>Place: Taleigao Plateau, Goa</b></p> <p><b>PART G</b> Remark of the Dean</p> <ul style="list-style-type: none"> <li>i) The Minutes are in order.</li> <li>ii) The following important points / recommendations of BOS (to be highlighted) may be considered / approved by the Academic Council.</li> <li>iii) May be recommended for approval of Academic Council.</li> <li>iv) Special remarks, if any:</li> </ul> <p><b>Date: 1<sup>st</sup> July 2020</b> <b>Place: Taleigao Plateau</b></p> <p style="text-align: right;"><b>Sd/-</b> <b>Prof. V. V. Kamat</b> <b>Dean, Goa Business School</b></p> <p style="text-align: right;"><a href="#">(Back to Index)</a></p>
<b>D 5</b>	<b>STATUTES AND ORDINANCES</b>
<b>D 5.1</b>	<p><b>To consider proposed part amendment to Ordinance OC-57 &amp; OA-26 regarding NSS Entitlement Marks for NSS at the B.Sc. International Hospitality Management Programme</b></p> <p>The proposed part amendment to Ordinance OC-57 governing B.Sc. International Hospitality Management (credit Based System) was placed before the Executive Council at its meeting held on 31-05-2019. The item was however treated as withdrawn as the Council was of the opinion that changes in OC-57 needed to be proposed in line with the Management Ordinance including Grading.</p> <p>The Drafting and Vetting Committee which met on 04/06/2020 vetted the proposed part amendment to Ordinance OC-57 &amp; OA-26.1 governing B.Sc. International Hospitality Management Programme (Credit Based System) which is placed as <a href="#">Annexure-I</a> (refer page no 62)</p> <p>The Standing Committee of the Academic Council may kindly approve.</p> <p style="text-align: right;"><a href="#">(Back to Index)</a></p>
<b>D 5.2</b>	<p><b>Proposed Part Amendment to Ordinance OA-2 relating to the recognition of persons as teachers (Post Graduate, M.Phil and Ph.D Degree) of the University.</b></p> <p>The Standing Committee of the Academic Council is informed that the University vide Notification No.GU/Admn(T)/504/2019/2077 dated 27<sup>th</sup> December,</p>

**D 3.2 Minutes of the BOS in Financial Services Meeting held on 30<sup>th</sup> June 2020 at 6.00pm via Google Meet in online mode.**

## **Annexure I**

### **Syllabus of MBA (Financial Services) Programme Offered under OA-22 at the Goa Business School w. e. f. from the Academic Year 2020-21**

#### A brief description of the Programme

#### **i. Objectives of the Programme**

The main objective of offering MBA (FS) Programme under Choice Based Credit System include

- (a) Creation and development of conceptual, operational and managerial skills for manpower requirements of Financial Services industry.
- (b) Provide advanced knowledge and training on various facets of financial markets such as Banking, Capital Markets, Corporate Finance and other related areas.
- (c) Develop manpower that can enjoy functional utility from various employment opportunities and self employment opportunities in the financial sector.

#### **ii. Prerequisites :**

- iii. **Eligibility:** To be eligible for admission to MBA (FS) Programme a candidate shall be required to be a Graduate in any stream with 50% aggregate marks. The candidate from different disciplines including Commerce, Science, Arts, Engineering, Management and Professionals like CS, CA, ICWA, CMA, CAIIB and CFA, who have completed their graduation from Goa University or any other recognized University in India or abroad are eligible to apply for the Programme.
- iv. **Selection Procedure:** Selection will be based on the National Level Aptitude Test specified and Group Discussion and Personal Interview. A merit list will be prepared and seats are offered on the basis of merit (category-wise). Reservations are as per Goa University Rules. If suitable candidates are not found, then the selection of candidates will be done through Goa University - Admission Ranking Test (GU-ART) conducted by Goa University.
- v. **Requirements:** Candidates are required to possess a Laptop during their Coursework of the MBA (FS) Programme.

#### **vi. Credits**

In order to award MBA (FS) degree the candidate must have earned **70 credits** during two years. Of these **46 credits** are assigned to the Compulsory (Core) Courses, **4 credits** are for Compulsory Summer Training, **4 credits** for Corporate Internship, **4 credits** for Project work and **12**

**credits** are from Elective Courses offered during the Second year. **Each credit will carry 12 hours of teaching/contact hours.** The number of credits and hours per week are indicated against each course in the list of courses presented below.

**vii. Summer Training, Corporate Internship and Project Work**

As a part of MBA (FS) Programme, the candidate has to complete the

- iii. **Summer Training of 4 Credits of 8 weeks duration after the completion of First year** (May and June) : Candidate shall pursue summer Training to gain on the job experience in finance & investment companies / professional firms such as Stock Brokers, Project management Consultants / small and medium enterprises in Goa or outside Goa or outside the Country.
- iv. **Corporate Internship of 4 Credits of 8 weeks duration in the Fourth Semester** (January and February) : Candidate shall pursue Corporate Internship in any Financial Service Organization including, stock exchanges, finance and investment companies, stock brokers, insurance companies, mutual fund companies, banks, small and medium sized enterprises in Goa or Outside Goa or outside the country.
- v. **Project Work carrying 4 credits to be completed in Fourth Semester:** Students enrolled for the Programme are required to complete Project work of 4 credits in Semester IV. This Project work shall be in the form of Case Study, Work Experience at Internship Organization, Learning outcome of Industry internship, Problem solving for various issues at industry etc.

**viii. Core Course on Contemporary Issues in Financial Services**

The Course on the Contemporary issues and Current developments in Financial Services shall be offered in the Fourth Semester. This Course shall be covered by the Adjunct Faculty in terms of Senior Industry Managers/Senior Academic Faculty from recognized institutions/Universities. 2 Credits of this Course shall be covered Pre-Corporate Internship and 2 Credits shall be engaged after the completion of Corporate Internship. The sessions shall be engaged either in traditional classroom setting or through online mode. The evaluation of this Course shall be done by the Adjunct Faculty.

**ix. Credit Transfer**

Candidate is allowed to transfer credits, if he/she wishes to earn maximum number of credits in Semester III from other institutes affiliated to Goa University in Goa or recognized institutes from Outside Goa, or the institutes having MOU with Goa University from outside India. Students have the option of choosing any other Elective Courses available at the **SWAYAM portal** (maximum 2 courses) during Third Semester.

**x. Desired Certifications**

The candidate is required to fulfill the Certifications desired to be completed in the duration of 2 years of the MBA (Financial Services) Programme. Any Four (4) Certification Courses offered by

NSE's Certification in Financial Markets (NCFM), National Institute of Securities Markets (NISM), Bombay Stock Exchange Certification Courses (BSE) or Association of Mutual Funds of India (AMFI) shall be completed. The list of Certifications available on various platforms will be given to the students at the time of orientation at the beginning of the academic year.

**xi. Evaluation of Courses**

The weightage for the continuous evaluation of Core and Elective Courses in ISA (Intra-semester Assessment) and SEA (Semester End Assessment) is 40% and 60% respectively. All courses shall be evaluated for marks proportionate to the number of credits.

- i. Summer Training to be evaluated by the Internship Organization (4 Credits) and the discipline Faculty members (4 Credits).
- ii. Corporate Internship to be evaluated by the respective Internship Organization.
- iii. Project Work to be evaluated by the discipline Faculty members.
- iv. Contemporary Issues in Financial Services to be evaluated by the respective Adjunct Faculty.

**xii. Soft Skills and Digital Learning**

Skill development courses like Interview Facing Skills, Presentation Skills etc will be conducted throughout the duration of two year Programme in the form of Workshops.

**xiii. Industrial / Institutional Tour**

Industrial/ Institutional Tour with **no credits** is offered and the entire expenditure for the tour is to be met by the students.

**xiv. Programme Outcome**

Upon completion of this Post Graduate Degree Programme, the student will be able to

**PO 1: Develop** conceptual, operational and managerial skills for manpower requirements of Financial Services industry.

**PO 2: Provide** advanced knowledge and training on various facets of financial markets such as Banking, Capital Markets, Corporate Finance and other related areas.

**PO 3: Create** self-employment opportunities in Financial Service industry.

**MBA (Financial Services) -List of Courses**

Description of a Course appears on the page number listed in the last column of the table. Total number of credits and hours per week are shown in the table.

<b>Core Courses</b>				
<b>Course Code Number and Name [Semester I and II]</b>		<b>Hrs/week</b>	<b>Credits</b>	<b>Page #</b>
FSC111	Financial Services	3	3	
FSC112	Macroeconomics for Financial Markets	3	3	
FSC113	Corporate Finance	3	3	
FSC114	Quantitative Techniques for Financial Research	3	3	
FSC115	Capital Markets and Operations	3	3	
FSC116	Business Communication	3	3	
FSC211	Investment Management	3	3	
FSC212	Financial Derivatives	3	3	
FSC213	Equity Valuation	3	3	
FSC214	Financial Reporting and Analysis	3	3	
FSC215	Marketing of Financial Service Products	3	3	
FSC216	Tax Planning for Investments	3	3	
<b>Core Courses [Semester III] – Financial Services</b>				
FSO311	IT for Financial Services	3	3	
FSO312	Business Analytics in Financial Services	3	3	
<b>Elective Courses [Semester III] – Financial Services</b>				
FSO313	Start-ups in Financial Services	3	3	
FSO314	Corporate Social Responsibility and Business Ethics	3	3	
FSO315	Debt Management	3	3	
FSO316	International Financial Markets	3	3	
FSO317	Financial Econometrics	3	3	
FSO318	Bank Management	3	3	
FSO319	Mutual Funds Management	3	3	
FSO320	Insurance Management	3	3	
FSO321	Financial Risk Management	3	3	
FSO322	Commodities Markets Operations	3	3	
FSO323	Intellectual Property Rights (IPR Laws)	3	3	
FSO324	Business Valuation, Mergers and Acquisitions	3	3	
FSO325	Organizational Behaviour	3	3	
FSO326	Behavioural Finance	3	3	
FSC328	Summer Internship Report		4	
<b>Core Courses [Semester IV]</b>				
FSC411	Contemporary Developments in Financial Services *			
	2. Pre Corporate Internship		2	
	3. Post Corporate Internship		2	
FSC412	Corporate Internship [Field Based Core Course]		4	
FSC413	Project work		4	
<b>Desired Certifications [Non-credit Courses]</b>				
Any Four Certifications Programme of NISM/ NCFM/ BSE/ AMFI				

\*This Course will be covered by the Adjunct Faculty in terms of Senior Industry Managers/Senior Academic Faculty from reputed institutions/Universities.

At the beginning of the Semester III, the Discipline will open the Specialization Courses from the list given above. Minimum number of students for an elective course shall not be less than 20% of the intake. Students are required to opt for 4 Specialization Courses during the Semester III from the Specialization Courses offered. Students have the option of choosing any other Elective Courses offered by other Disciplines of Goa University or Courses available at the SWAYAM portal (maximum 2 courses) or from other institutes affiliated to Goa University in Goa or recognized institutes from Outside Goa, or the institutes having MOU with Goa University from outside India.

Recommended Distribution of Courses : Semester wise			
	Course Code		Course Code
<b>Semester – I (Core)</b>	FSC111	<b>Semester – II (Core)</b>	FSC211
	FSC112		FSC212
	FSC113		FSC213
	FSC114		FSC214
	FSC115		FSC215
	FSC116		FSC216
Summer Training [8 Weeks] – Core Course			
At the end of Semester – II, students will have to COMPULSORILY undergo eight weeks (May and June) Summer Training to gain on the job experience in finance & investment companies / professional firms such as Stock Brokers, Project management Consultants / small and medium enterprises in Goa or outside. It is the responsibility of the students to identify and join the Organizations for their Summer Training. Students have to submit the Experience Letter duly filled and certified by the official along with the Evaluation Form from the respective Internship organization. In the Semester III, students are required to submit a Summer Training Report along with the Presentation based on their learning experience during 8 weeks of Summer Training.			
Recommended Distribution of Courses : Semester wise			
	Course Code		Course Code
<b>Semester – III (Core)</b>	FSO311	<b>Semester – IV (Core)</b>	FSC411
	FSO312		FSC412
<b>Semester – III (Elective)</b>	FSO313		FSC413
	FSO314		
	FSO315		

	FSO316		
	FSO317		
	FSO318		
	FSO319		
	FSO320		
	FSO321		
	FSO322		
	FSO323		
	FSO324		
	FSO325		
	FSO326		

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC111  
**Course Title** : Financial Reporting and Analysis  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	: Any manager (supervisory level officer) in any organization should be capable of taking various corporate decisions and guide reporting officers. To implement corporate decisions, requirement of understanding financial information and analysing financial statements is a basic necessity. Financial analysis and reporting is designed to enhance the student’s knowledge in financial management and enable them in making career in corporate organization.	
<b>Description of the Course</b>	:The basic course outline is; it covers units on Financial Reporting, Preparation of Financial Statements and its analysis. It adds the recent developments in the area of financial reporting and analysis.	
<b>Objectives of the Course</b>	: The objectives of this Course are: 1. To examine the information contained in corporate annual and quarterly reports. 2. To assess the performance of a company from viewpoint of different stakeholders and 3. To understand the recent developments in the area of financial reporting and analysis.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>:Financial Reporting</b>	<b>6 Hours</b>
Content of annual reports, Quality of financial reporting, Reporting regulation in India, Reporting regulations for Partnership firms, Reporting regulations of Companies. Role and Relevance of Accounting Standards.		
<b>Unit 2</b>	<b>:Preparation of Financial Statements</b>	<b>12 Hours</b>
Financial characteristics of different types of businesses viz., manufacturing organisations, trading organisations, banking companies, insurance companies, service organisations- Income Statement for Merchandising firms, Income Statement for Service firms, and Balance Sheet, Cash Flow Statement and Fund Flow Statement.		
Income Statement for Merchandising firms, Income Statement for Service firms, and Balance Sheet, Cash Flow Statement and Fund Flow Statement.		
<b>Unit 3</b>	<b>:Analysis of Financial Statements</b>	<b>12 Hours</b>
Comparative Analysis and Common-Size Statement Analysis, Trend Analysis, Ratio Analysis		
<b>Unit 4</b>	<b>:Developments in Financial reporting and Analysis</b>	<b>6 Hours</b>
Spreadsheet modelling and financial analysis, Recent scandals in financial reporting, Contemporary issues in Financial reporting. Role and Relevance of Statutory Audit, Inspections by regulators.		
<b>Pedagogy</b>	: The pedagogy for this course constitutes a mix of Lectures,Cases/Mini-cases, and Discussions on annual reports.	

<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Meigs&amp;Meigs, Accounting the Basis for Business Decisions, Tata McGraw Hill, New Delhi. 2017</li> <li>2. Pankaj Gupta, Management Accounting, Excel Books, New Delhi, 2006.</li> <li>3. Bhattacharya S.K. &amp;Dearoon.J., Accounting for Management – Text and Cases, New, Delhi, Vikas. 2010</li> <li>4. NarayanaSwamy, Financial Accounting: A Managerial Perspective, Prentice Hall of India. 2015</li> <li>5. Bhattacharya, Financial Accounting for Business Managers – Perspective, Prentice Hall of India. 2015</li> <li>6. MC Shukla, TS Grewal, Financial Accounting, S. Chand 2015</li> <li>7. Cliff T. Ragsdale: Introduction to business analytics, Cengage Publishers .2019</li> <li>8. Chakraborty&amp;Hrishikesh – Management Accountancy, Oxford University Press. 2015</li> </ol>
<b>Course Outcome</b>	<p>: Upon the completion of this course the students will be able to</p> <p><b>CO 1: Understand</b> the contents of financial reports.</p> <p><b>CO 2: Analyze</b> the financial statements.</p> <p><b>CO 3: Learn</b> the uses of financial accounting data.</p> <p><b>CO 4: Discuss</b> the recent developments in Financial Reporting and analysis.</p>

**Programme** : MBA (Financial Services)  
**Course Code** : FSC112  
**Course Title** : Macroeconomics and Laws for Financial Markets  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	:The need of the course is to provide a good understanding of the application and significance of macroeconomics for the financial sector to take key management decisions within the organization. This course is meant to give students insight into the dynamics of our national economy. The knowledge gained in the course will make students better-informed citizens and allow them to follow debates over national economic policy reported in news media.
<b>Description of the Course</b>	: The course will give students a good understanding of the linkage between financial markets and the real economy and discuss how the government uses fiscal and monetary tools to meet important public policy objectives. The course outlines the topics: Introduction to Macroeconomics, Inflation and Interest rates, National income accounting, Government and Fiscal Policy, Money and Monetary Policy, and Open Economy Macroeconomics.
<b>Objectives of the Course</b>	: The following are the main objectives of the course - 1. To understand the essentials of macroeconomics and financial markets. 2. To elaborate on various macroeconomics concepts and learn macroeconomics behaviour. 3. To evaluate how markets determine national income, inflation and interest rates. 4. To enhance quality research relating to macroeconomics and financial markets.

Course Content		
<b>Unit 1</b>	<b>: Introduction to Macroeconomics</b>	<b>9 Hours</b>
Introduction - Microeconomics and Macroeconomics – Significance of Macroeconomics for the financial sector - The concept of ‘equilibrium’ in economics - Inflation and Interest Rates – Measurement of Inflation - inflation - Impact of inflation on macroeconomic variables - Controlling inflation - Interest Rates - Factors affecting the level of Interest Rate - Impact of Interest Rates - Concept of Real Interest Rate - National Income Accounting- Unemployment-Saving and Investment in India - The changing composition of India’s economic environment and latest trends – Case studies using relevant research articles.		
<b>Unit 2</b>	<b>: Government and Fiscal Policy</b>	<b>9 Hours</b>
Role of the Government in an Economy - Government Expenditure and Revenue: Understanding the Government accounts - Bringing together the Revenue and the Expenditure side - The Deficit Indicators - Financing of the deficit by the Government - Fiscal Deficit and sustainability of Internal Debt - Fiscal policies and their impact on the financial markets - Relevance of annual budget on Indian economy - Case studies using relevant research articles.		

<b>Unit 3</b>	<b>: Money and Monetary Policy</b>	<b>9 Hours</b>
Role of Money - Components of Money in India - Demand for Money - Supply of Money - Different roles of RBI in India - Role of Commercial Banks in Money Supply - Other Instruments of Money Supply - Market Stabilization Scheme - Use of Monetary policy - Case studies using relevant research articles.		
<b>Unit 4</b>	<b>: Regulatory Framework</b>	<b>9 Hours</b>
<b>Pedagogy</b>	:Lectures/ classroom discussion/ presentation/case study/ group project/ assignment or a combination of some of these. The sessions shall be interactive to enable peer group learning.	
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Muralilyengar, Money Matters: Macro Economics and Financial Market, Sage Publication India.</li> <li>2. Rangarajan and Dholakia, Macroeconomics, TMH.</li> <li>3. D N Dwivedi, Macroeconomics- Theory and Policy, McGraw-Hill HED.</li> <li>4. H. L. Ahuja, Principles of Microeconomics, S. Chan.</li> <li>5. NCFM Macro-Economics for Financial Markets Module.</li> </ol> <p><b>Reference Websites:</b></p> <ol style="list-style-type: none"> <li>1. <a href="https://www.india.gov.in/">https://www.india.gov.in/</a></li> <li>2. <a href="https://www.rbi.org.in/">https://www.rbi.org.in/</a></li> <li>3. <a href="https://www.indiabudget.gov.in/">https://www.indiabudget.gov.in/</a></li> </ol>	
<b>Course Outcome</b>	:Upon completion of this course, the students will able to: <b>CO1: Explore</b> the significance of macroeconomics in financial markets. <b>CO2: Discuss</b> the implications of various macroeconomic variables. <b>CO3: Apply</b> the principles of macroeconomics in explaining the behaviour of macroeconomics variables at national as well as global level. <b>CO4: Perform</b> empirical research relating to macroeconomics and financial markets.	

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC113  
**Course Title** : Corporate Finance  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

Need of the Course	:This course focuses on corporate finance from the managerial point of view. Students will engage in vivid discussions about the key considerations behind fundamental choices CFOs face. Students will also gain insight on the company’s financial decision-making processes and learn how to make educated financial decisions. Corporate financial management involves the process through which the corporation creates value through its capital allocation decisions. Using a blend of quantitative tools and analyses, managers forecast financial needs and opportunities, assess the value of these opportunities, and implement a strategy for achieving the company’s financial goals. Major corporate finance decisions include capital budgeting decisions, valuation analysis, financing decisions, risk management, and dividend policy. Students will learn how to analyze how a company functions by looking into the yearly reports disclosed by companies. They will gain knowledge on how to apply the most important ratios (e.g. leverage/ return on investment) and will be able to analyze the company results.	
Description of the Course	:The Core function of any concern is financing, this course presents the foundations of finance with an emphasis on applications vital for corporate managers with more emphasis on financial decisions made by corporate managers both within the firm and in their interactions with investors. Topics include criteria for making investment decisions, valuation of financial assets and liabilities, relationships between risk and return, capital structure choice, pay-out policy, Management and estimation of capital and emphasizing on sources and raising funds from domestic as well as international markets.	
Objectives of the Course	:The main objectives of the course are: 3. To provide an in-depth understanding of the core finance functions and decisions in the area of corporate financial management. 4. To provide a practical and problem insight for effective financial decision-making	
Course Content		
Unit 1	: Introduction to Corporate Finance	4 Hours
Corporate Finance - Meaning, nature, evolution, objectives, functions and scope - Interface of financial management with other functional areas - environment of corporate finance - functions and role of financial manager.		

<b>Unit 2</b>	<b>: Corporate Decisions</b>	<b>16 Hours</b>
<p>Capital Structure Decision-: Capital Structure Theories - Net Income Approach, Net Operating Income Approach, Traditional Approach, Modigliani-Miller Hypotheses with special reference to the process of arbitrage and Agency Cost. <b>(Including Practical Problems)</b></p> <p>Capital Budgeting Decision-: Nature - Process of capital budgeting - Investment evaluation criteria: (Discounted and Non-Discounted Methods). Risk analysis in capital budgeting and Capital rationing. <b>(Including Practical Problems)</b></p> <p>Dividend Decision-: Issues in dividend decisions - forms of dividend - Theories of relevance and irrelevance of dividends. <b>(Including Practical Problems)</b></p>		
<b>Unit 3</b>	<b>: Working Capital Management</b>	<b>10 Hours</b>
<p>Meaning – Nature - Objectives and Approaches of Working Capital - Static vs. Dynamic View of Working Capital - Factors determining requirement of Working Capital - Methods for financing of working capital - Optimum Working Capital Estimation. <b>(Including Practical Problems)</b></p>		
<b>Unit 4</b>	<b>: Mobilization of Finance</b>	<b>6 Hours</b>
<p>Sources of Short Term and Long Term Finance - mobilising equity, debt - different methods of raising these funds - Public Deposits and RBI Regulations - RBI and Public Deposits with NBFCs - Foreign Capital and collaborations - Foreign Direct Investment (FDI) - (GDRs) and (ADRs) and other External sources of Finance.</p>		
<b>Pedagogy</b>	<p>The pedagogy for this course constitutes a mix of Lectures, Classroom Discussions /Assignments/SeminarPresentations.</p>	
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>i. Pandey, I. M. (2015). Financial Management, 11th Edition. Vikas Publishing House.</li> <li>ii. Khan, MY. and Jain, PK. (2014). Financial Management, 7th Edition. Tata McGraw Hill, New Delhi.</li> <li>iii. Chandra, Prasanna. (2015).Financial Management: Theory and Practice, 9th Edition. Tata McGraw Hill, Delhi.</li> <li>iv. Van Horne. J.C. and J.M. Wachowicz. (2015). Fundamentals of Financial Management,13th Edition. Prentice Hall, Delhi.</li> <li>v. Brealey, Richard A; Stewart, C. Myers and Allen, F. (2017). Principles of Corporate Finance, 11th Edition. McGraw Hill, New York.</li> <li>vi. Bhole, L. M. (2017). Financial Institutions and Markets, 6th Edition. McGraw Hill.</li> <li>vii.Srivastava, R. M and Divya, N. (2014). Management of Indian Financial Institutions, 9th Edition. Himalaya Publishing House.</li> <li>viii. Varshney, P. N. and Mittal, DK. (2010). Indian Financial System, 11th Edition. Sultan Chand &amp; Sons.</li> </ol>	
<b>Course Outcome</b>	<p>:After completion of this course the students shall be able to</p> <p><b>CO1:Understand</b> the principles and concepts used in financial decision making;</p> <p><b>CO2:Identify</b> the best course of action among several financial options;</p>	

	<b>CO3:Learn to value different financial products; and</b>
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**Programme** : MBA (Financial Services)  
**Course Code** : **FSC114**  
**Course Title** : **Quantitative Techniques for Financial Research**  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

Need of the Course	:To familiarize students with the meaning and importance of carrying out successful research, its wide applications in various fields of study and the importance of making calculated decisions in the present globalised business world.	
Description of the Course	:This course is designed to motivate the students to identify research gap, identification and collection of relevant data (uni-variate, bi-variate, and multi-variate data sets) and finallyanalysis of data using various statistical techniques starting from reliability/normalitytesting, organising, describing, relationship and prediction, and testing the significance. Students are also familiarizedwith intellectual honesty and ethics while preparing a research report.	
Objectives of the Course	1. To understand the significance of research. 2. To develop research questions, objective and related hypothesis. 3. To learn how to process the data and interpret results.	
Course Content		
Unit 1	: Introduction to Research	6 Hours
Steps in the process of Research – Types of Research – Identification of Research Gap –Develop Research Questions, related Objectives and Hypothesis – Importance of Data (primary/secondary) identification, collection and analysis. [ <i>Self-study of reading relevant research papers</i> ].		
Unit 2	: Data Analysis-I	12 Hours
Uni / Bi / Multi Variate Data – Organising sample data – Describe the nature of sampling distribution – Analysing relationships and prediction (Predictive Analytics) – Application of probability and probability distributions (Binomial / Poisson / Normal). [ <i>self-study of reading relevant research papers</i> ] [ <i>Includes practical problems</i> ]. [ <i>Using Ms-Excel</i> ]		
Unit 3	:Data Analysis-II	12 Hours
Importance of Theory of Estimation and Testing of Hypothesis (Large and Small Sample Testing, Non-Parametric Testing). [ <i>self-study of reading relevant research papers</i> ] [ <i>includes practical problems</i> ] Multi-variate data analysis using Exploratory Factor Analysis (EFA), Confirmatory Factor Analysis (CFA) and Structural Equation Modelling (SEM). [ <i>Self-study of reading relevant research papers</i> ]. [ <i>Using Ms-Excel</i> ]		
Unit 4	:Report Writing	6 Hours
What constitutes a research report – Types of reports – Intellectual honesty and ethics (Plagiarism, Cheating, Fabrication and Falsification, Multiple Submission, Misuse of Academic Materials, Complicity in Academic Dishonesty).[ <i>Self-study of reading relevant research papers</i> ].		
Pedagogy	The following methods and forms of study are used in the course <ul style="list-style-type: none"><li>Lectures, Case Studies and Practicals.</li></ul>	

	<ul style="list-style-type: none"> <li>Self-study on carrying out literature review and preparing content analysis.</li> <li>Self-study of solving home assignments using MS Excel and other statistical software, working with psychometric and econometric data and also doing research based on the web.</li> </ul>
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>Chawla, Deepak and Sondhi, Neena. Research Methodology: Concepts and Cases. 2/e, 2016, Vikas Publishing House Private Ltd.</li> <li>Cooper, Donald R and Schindler, Pamela S, Business Research Methods, 9/e, 2006, Tata McGraw Hill.</li> <li>Krishnaswami, O. R, Ranganathan. M and Harikumar P. N. Research Methodology. 1/e, 2016. Himalaya Publishing house.</li> <li>Gupta, S.C. Fundamentals of Statistics. 17/e, 2019. Himalaya Publishing House.</li> <li>Aizel, Amir D and Sounderpandian, Jayavel. Complete Business Statistics, 6/e, 2019. Tata McGraw Hill.</li> </ol>
<b>Course Outcome</b>	<p>Upon completion of the course the students will be able to:</p> <p><b>CO1:</b> Successfully <b>complete</b> Content Analysis.</p> <p><b>CO2:</b> <b>Identify</b> and collect relevant data and use appropriate tool for <b>analysing</b> the data.</p> <p><b>CO3:</b> Ensuring intellectual honesty and ethics while <b>preparing</b> research report.</p>

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC115  
**Course Title** : Capital Markets and Operations  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	:The main purpose of this course to make the student understand the concept of Capital Markets in India. The students will be exposed working mechanism of Indian stock market theoretically and practically through mock trading. This paper emphasizes on the segments of Capital Markets and the various indices.	
<b>Description of the Course</b>	:Capital Markets allow the investors to trade in financial instruments thereby allocating the funds and channelizing the savings from lenders to borrowers. As a student of Financial Services, there is an utmost requirement to understand the Capital markets, its segments and the working mechanism. This course emphasizes on the various aspects of trading, settlement in Indian stock exchanges and familiarizes the students on the stock market indices.	
<b>Objectives of the Course</b>	1. To introduce the students to Indian securities market, its intermediaries and instruments. 2. To familiarize the students about the various segments of the Indian Capital markets, its functions and various provisions. 3. To understand the working mechanism of Indian Stock Exchanges. 4. To learn about the Stock market indices and its computation.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Capital Markets</b>	<b>4 Hours</b>
An overview of Indian Securities Market, Meaning, Functions, Intermediaries, Segments of Indian capital market.		
<b>Unit 2</b>	<b>: Capital Markets in India</b>	<b>16 Hours</b>
<del>Meaning, Functions, Segments of Capital Markets</del> : Role of Primary Market – Method of Allocation of Securities protection in primary market – SEBI measures for primary market– book building, role of brokers in making bids, ASBA, allotment through depository, buyback through depository. <del>Meaning, Functions of Secondary Market</del> Framework for stock exchanges in India – SEBI measures for secondary market – Overview of major stock exchanges and commodity exchanges in India. <del>Meaning, Functions, Segments of Secondary Market</del> procedure, fee –Listing conditions of BSE and NSE – Delisting		
<b>Unit 3</b>	<b>: Trading and Settlement in Indian Stock Exchanges</b>	<b>10 Hours</b>
<b>BSE</b> – Different trading systems – Share groups on BSE – BOLT System – Different types of settlements – Pay –in and Pay out –Trading – Settlement – Shortages – Auctions – Bulk deals – Block deals – Short Selling – Margin Trading <b>NSE</b> – Market segments – NEAT system options – Market types, order types and books – Trading,		

Clearing & Settlement – Demat settlement – Funds settlement – Valuation debit – Valuation price – Auctions

<b>Unit 4</b>	<b>: Indian Stock Market Indices</b>	<b>6 Hours</b>
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Stock Market Index – Meaning – Purpose and Consideration in developing index –Methods (Weighted Aggregate Value method, Weighted Average of Price Relatives method, Free Float method) – BSE Sensex – Scrip selection criteria – Construction – BSE Investment Strategy Indices – BSE Thematic Indices – BSE Sectoral Indices - NSE indices – S&P CNX Nifty – Scrip selection criteria – Construction

<b>Pedagogy</b>	:Lectures/ Class room Discussions/Assignments/Seminar/ Presentations/Mock Trading in stock markets/ICT enabled teaching methods/Flip Classroom
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Donald E. Fischer and Ronald J. Jordan: Security Analysis andPortfolio Management, Pearson. 2016</li> <li>2. PunithavathyPandian, Security Analysis and Portfolio Management,Vikas Publishing House Pvt. Ltd.2015</li> <li>3. Avadhani, Investment and Securities Market in India, HimalayaPublishing House.2016</li> <li>4. Gopalsamy N., Capital Market, Delhi Macmillan India Ltd., 2007</li> <li>5. Bailey, Roy E., The Economics of Financial Markets, New York, Cambridge University Press, 2009</li> </ol> <hr/> <ol style="list-style-type: none"> <li>1. <a href="http://www.bseindia.com">www.bseindia.com</a></li> <li>2. <a href="http://www.nseindia.com">www.nseindia.com</a></li> <li>3. <a href="http://www.moneycontrol.com">www.moneycontrol.com</a></li> <li>4. <a href="http://www.sebi.gov.in">www.sebi.gov.in</a></li> </ol>
<b>Course Outcome</b>	<p>After completion of this course the students will</p> <p><b>CO1: Understand</b> about the Securities Markets in India, its functions, intermediaries and instruments.</p> <p><b>CO2: Understand</b> the segments of Indian capital markets and regulatory framework for the same.</p> <p><b>CO3: Experiment</b> mock trading.</p> <p><b>CO4: Learn to calculate</b> Stock Market Indices.</p>

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC116  
**Course Title** : Financial Services  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	:Indian Financial Services sector is set to dominate the Indian economy for the next few decades and its operations are fast evolving. Being a fast-paced growing sector comes a plethora of job opportunities for the candidates. “Financial Services” course has been designed to facilitate the candidates in their careers and equip the students with the minimum knowledge benchmark of understanding Financial Services sector. This course will help learners with a comprehensive and broad-based knowledge about the Financial Services sector and get acquainted with various Fund based and Fee-based services with in-depth understanding of specific products, players and functioning of Financial Services. It will also support learners in preparing for a Series of Certification in Financial Services.	
<b>Description of the Course</b>	:Financial Services covers basics of Fund –based and Fee based with in-depth knowledge of all essential areas in financial services so as to enhance the knowledge of their learners. It covers topics related to efficient Depository system which is proven critical to the efficient functioning of the Capital Markets and is mandated by the Depository, that all branches of Depository Participants must have persons qualified Depository Certification Program. Securitization, structuring mechanism and legal aspects will be dealt in for structuring of structured products. Understanding the role of Credit rating Agencies, their process and rating methodology with their research reports will be covered. Mutual Funds” has been designed to facilitate the thought for candidates in preparing for Certification Examination of Mutual Fund and make their career in Mutual Fund industry.	
<b>Objectives of the Course</b>	:The Course Mainly Focuses On: <div><div>1. Basic knowledge of Concepts and Functions of Fund Based and Fee Based Financial services. Factoring Operational and its Impact Aspects.</div><div>2. Learn the Process and Methodology of Credit rating of Indian Credit Rating Agencies with services provided with Reports.</div><div>3. Structuring and mechanism of Securitization with Legal Aspects.</div><div>4. In-depth knowledge of Depositories Operations.</div><div>5. Insight into the Mutual Fund Operations, Offer documents and Investment plans.</div></div>	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Financial Services and Factoring</b>	<b>8 Hours</b>
<b>Introduction to Financial Services</b> -Overview of Financial Services, Banking and Non - Banking Companies - Introduction to Fund based and Fee based Financial services. Concepts - bank guarantees, letter of credits, export credit, bancassurance, sale of non-banking products through banks, etc		

**Factoring** -Definition of Factoring-Meaning of Factoring- features of Factoring- Activities of Factoring- Mechanism of Factoring -Various Documents involved in factoring. Types of Factoring- International Factoring - Two Factor System- Direct Export Factoring - Direct import Factoring. Factoring agreement- Functioning of Factoring- Cost of Factoring-Impact of Factoring. Factoring v/s Forfeiting, Advantages and Disadvantages of Factoring.

**Unit 2****: Credit Rating and Securitization****10 Hours**

**Credit Rating**– Introduction- Concept of Credit rating- Definition-need- Types of credit rating- Credit rating symbols, Indian Credit Rating Agencies Process and Methodology of Credit Rating- Advantages and Disadvantages.

**Securitization** – Definition- Concept-Securitisation blend of Financial Engineering and Capital markets Need for Securitisation -Process of Securitisation -Players involved in Securitisation -Pass Through Certificate and Pay Through Securities structure-Securitisation laws (SARFAESI) Act -Benefits of Securitization – Asset Reconstruction companies

**Unit 3****: Depositories****14 Hours**

**Depositories as intermediaries**- Depository Participant (DP) agent of depository- **Internet Initiatives at NSDL**SPEED-e- SIMPLE- SPICE- IDeAS- and STEADY. Overview of NSDL- Depository System- NSDL - Bank –AnAnalogy- NSDL – Bank(Difference). **Depositories Act 1996**- Section 4, 7, 8, 9, 10, 14, and 16. Eligibility Criteria for aDepository- Registration- Commencement of Business- Agreement between Depository and Issuers- Rights andObligations of Depositories- Records and Functions to be maintained by Depository -Business Rules of NSDLFunctions-**Services Offered by NSDL**- Technology and Connectivity ofNSDL Depository System. Business Partners – Systems- Procedures and Practices-. Depository Participants-Eligibility criteria prescribed by the SEBI (Depository & Participants) Regulations, 1996.

**Dematerialisation, Process of dematerialisation and Rematerialisation** -Account Opening- Trading and Settlement. Pledge - **Procedure for Pledge** - Creation ofPledge/ or- Closure of a Pledge - Invocation of Pledge.

**Unit 4****:Mutual Funds****4 Hours**

**Mutual Funds** –Definition -Types and classifications of Mutual funds- Organisation of Mutual funds - Parties in Mutual Fund Organisation Structure- Offer Document- Contents of Offer document (asper the format specified by SEBI) and Key Information Memorandum (KIM) contents - Investment plans - Advantages and Disadvantages of Mutual Funds.

**Pedagogy**

:The methodology used in the class will combine interactive lectures, applications and casediscussions. Lectures will be addressed using ICT enabled classroom teaching. The required readings,lecture notes, and the assigned home works and cases are intended to support learningobjectives and will prepare the students adequately for the preparation of Module Series in Financial services. In addition to thelectures, review sessions with self – learning of advanced areas in the coursewith latest developments.

**Reference/Readings**

1. Bhole L. M. &Mahakud J., “Financial Institutions and Markets: Structure, Growth & Innovations”, Tata-McGraw Hill
2. Gordon & Natarajan, “Financial Markets and Services”, Himalaya Publishing House
3. J.C. Verma, “Credit Rating (Practice and Procedure) “Bharat Publication house
4. J,C,Verma, “ Leasing Financing and Hire Purchase, Bharat Publications

	5. J.C Verma, "Mutual Funds and Investment Portfolio, Bharat Publications 6. J.C. Verma., Venture Capital Financing in India, Response Books 7. Khan M.Y., "Financial Services", Tata MC Graw Hill Co. Ltd., New Delhi 8. P. K. Gupta, fundamentals of Insurance, Himalaya Publishing house 9. P. Periaswami, Principles and Practice of Insurance, Himalaya Publishing House. 10. Saajiv Agarwal, Pavan Kumar Vijay and ManishaBapna "Investors Guide to Depositories" Bharat Publications 11. Vinod Kothari's, "Securitisation: The Financial Instrument of the New Millennium" 12. NCFM- Depositories Module 13. NISM – Mutual Funds Module Series
<b>Course Outcome</b>	<p>The learning outcomes of this course are:</p> <p><b>CO1: Understanding</b> of basics and features of all Fund based and Fee Based services. Functional with Operational aspects Factoring services.</p> <p><b>CO2:Preparation</b> and analysis of Research Reports done by Credit Rating Agencies on different instruments.Understanding of structuring of Securitization instruments and players with process ofSecuritization with Legal implications.</p> <p><b>CO3: Preparation</b> and Appearing for NSDL module.</p> <p><b>CO4:</b> NCFM and NISM exam preparation with strong fundamentals knowledge imparted in the course.</p>

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC211  
**Course Title** : Investment Management  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	The focus of Investment Management is to instill the knowledge of fundamental investment principals amongst student community. The focus of Security Analysis is on how others analyse your company’s securities on their own. Whereas, that of Portfolio Management is on how investors analyse your company’s securities in comparison with others’ on the security market. The course isto provide a good understanding of the field of investments and to learn about the theoretical frame work of Indian Capital Markets, to gain the skill in assessing and estimating the Investment Opportunities with the help of Risk and Return Analysis in Capital Markets. The understanding can be quite valuable because each of us must make various investment decisions during our lifetimes designed with a view to develop the skills required for portfolio management so as to be able to judge the competitive position of firms in capital market and review the related business decisions.	
<b>Description of the Course</b>	This course isintended to provide a general overview of capital markets, financialinstruments, and investment process. The course emphasizes the role of modernfinancial theory in portfolio management. Therefore the students will learn a widerange of topics such as, financial markets, trading, security valuation,diversification and asset allocation, modern asset pricing models, performancemeasurement, active portfolio management, financial derivatives, and fixed income securities	
<b>Objectives of the Course</b>	1. To enable students, develop skills in analyzing various types of securities. 2. To familiarize the students with the various approaches of portfolio management and portfolio selection.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Investment Management</b>	<b>9 Hours</b>
Investment Management - Nature and Scope - Investment Avenues - Types of Financial Assets and Real Assets - Security, Return and Risk - Systematic and Unsystematic Risk - Sources of Risk - Measurement of Risk and Return - Sources of Investment Information - Fixed Income Securities – Bonds, Preference Shares – Sources of Risk - Valuation, Duration of Bonds - Theory of Interest Rates - Yield Curve - Bond Innovations and their Valuation.		
<b>Unit 2</b>	<b>: Securities Analysis</b>	<b>9 Hours</b>
Analysis of Variable Income Securities - Fundamental Analysis - Company Analysis –Economic Analysis - Technical Analysis – Dow’s Theory - Charts – Efficient Market Hypothesis and its Implications - Tax Aspects of Investment - Securities Trading Procedure - A Critical Survey of		

Software Packages for Security Analysis		
<b>Unit 3</b>	<b>: Portfolio Management</b>	<b>9 Hours</b>
Meaning of Portfolio Management - Portfolio Analysis - Objectives - Process - Selection of Securities - Portfolio Theory - Markowitz Model- Sharpe's Single Index Model - Efficient Frontier with Lending and Borrowing - Optimal Portfolio - Capital Asset Pricing Model - Arbitrage Pricing Theory - Two Factor and Multi Factor Models.		
<b>Unit 4</b>	<b>: Portfolio Management Strategies</b>	<b>9 Hours</b>
Portfolio Strategies - Bond Portfolio Management Strategies - Equity Portfolio Management Strategies - Strategies using Derivatives – Hedging - Portfolio Revision - Rebalancing Plans - Portfolio Evaluation - Sharpe's Index - Treynor's Measure and Jensen's Measure.		
<b>Pedagogy</b>	:Lectures/ Class room Discussions/Assignments/Seminar/ Presentations	
<b>Reference/Readings</b>	1. Donald E. Fischer and Ronald J. Jordan: Security Analysis and Portfolio Management, Pearson. 2016 2. Stanely S.C. Huang Maury Stall : Investment Analysis and Management, Allyn and Bacon Inco., Massachustes. 2015 3. Jerome B. Cohen and Edward D. Zinbarg et al : Investment Analysis and Portfolio Management, Ricchard D., Irwin Inc., Illinois 2016 4. Fischer & Jordan, Security Analysis and Portfolio Management, Prentice Hall India. 2015 5. PunithavathyPandian, Security Analysis and Portfolio Management, Vikas Publishing House Pvt. Ltd. 2015 6. V. A. Avadhani, Investment and Securities Market in India, Himalaya Publishing House. 2016 7. Haim Levy and Marshall Sarnat: Portfolio and Investment Selection Theory and practice, prentice hall International NewJersy. 2015	
<b>Course Outcome</b>	After completion of this course the students will <b>CO1:</b> Gain comprehensive and in depth knowledge about investment, process and avenues <b>CO2:Enable</b> students to analyse securities and management of portfolio.	

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC212  
**Course Title** : Financial Derivatives  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	The introduction to Derivatives course is perfect for beginners or anyone who would like to build up their understanding about the capital markets. It also prepares an individual for a career in the fascinating world of trading financial assets as well as trains them how to make money trading derivatives. This course will constantly help learners with strategies for equity and derivatives investment and provide knowledge for trading, hedging and arbitrage opportunities. This course is a perfect choice to understand the complexities of the world of derivatives. A sound understanding of Derivatives aids to hedge risk in the underlying, create option ability, provide leverage, speculate as well as switch asset allocation which are very essential in the globalised scenario.	
<b>Description of the Course</b>	The course is designed to provide basic knowledge about risk management and the new instruments of capital market i.e., derivatives used for managing risk. It mainly comprises of a description of the concepts of risk management, Forwards/Futures, Options and Swaps along with the trading mechanics and pricing of these instruments. The Course will help to understand the complex world of derivatives markets.	
<b>Objectives of the Course</b>	<ol style="list-style-type: none"><li>1. To describe and explain the fundamental features of a range of key financial derivatives instruments.</li><li>2. To demonstrate an understanding of the risk management approaches and techniques in the field of derivatives markets.</li><li>3. To provide the ability to solve problems requiring pricing derivative instruments and hedge market risk based on numerical data and current market trends.</li><li>4. To teach the skills required to understand the risk management needs of clients and to communicate the solutions for the complexities in financial derivatives.</li></ol>	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Financial Derivatives</b>	<b>6 Hours</b>
Financial Derivatives – Introduction – Need and Scope - economic benefits of derivatives - Types - Features - Functions- Factors contributing to the growth of derivatives - Exchange traded versus OTC derivatives -traders in derivatives markets - Financial Derivatives Market in India - Major Recommendations of Dr. L.C. Gupta Committee – Regulatory system of Derivative markets in India – trading mechanism of Derivatives on BSE and NSE. Brief overview of currency, interest rate and commodity derivatives.		
<b>Unit 2</b>	<b>: Futures and Forwards Financial Derivatives</b>	<b>10 Hours</b>

<b>Futures</b> - Evolution of Futures Market in India – Functions – Traders – Trading Mechanism – Specifications of Contracts – Clearing House – Operations of Margins – Settlement Procedures and Types – Pricing of Futures - Cost of Carry and Reverse Cost of Carry – Futures and Forwards – Index Futures – Currency Futures – Interest Rate Futures – Hedging using Futures - Arbitrage and Speculation Opportunities. <i>(includes practical problems)</i>		
<b>Unit 3</b>	<b>: Options Derivatives</b>	<b>10 Hours</b>
Types – Pay-offs – Moneyness of Options – Trading mechanism – Factors impact the Option Price – Option Pricing Models – Put –Call Parity Model – Binomial Option Pricing Model – Black and Scholes Model – Sensitivities of Option Price - Option trading strategies. <i>(includes practical problems)</i>		
<b>Unit 4</b>	<b>: Swaps and Interest Rate Derivatives</b>	<b>10 Hours</b>
Interest rate futures (IRF's) and Forward Rate Agreements (FRA's) – Contract Specifications – Pricing– Hedging using IRF's and (FRS's) Contracts – Arbitrage and Speculative Opportunities - Financial Swaps - features and uses of swaps - Mechanics of interest rate swaps – valuation of interest rate swaps – currency swaps – valuation of currency swaps. <i>(includes practical problems)</i>		
<b>Pedagogy</b>	<ul style="list-style-type: none"> <li>• ICT enabled Classroom teaching</li> <li>• Case study</li> <li>• Practical / live assignment</li> <li>• Interactive class room discussions</li> </ul>	
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. N.D.Vohra and B.R.Bagri, Futures and Options, Tata McGraw Hill, New Delhi.</li> <li>2. John C Hull, Fundamentals of Futures and Options market, Pearson Education, New Delhi</li> <li>3. Robert W Kolb, Understanding Futures Markets, PHI, New Delhi</li> <li>4. Franklin R Edwards, Futures and Options, Tata McGraw Hill, New Delhi</li> <li>5. V K Bhalla, Financial Derivatives and Risk Management, S Chand, New Delhi</li> <li>6. Chance, Introduction to Derivatives and Risk management, Thomson Learning</li> <li>7. D C Patwari, Options and Futures in an Indian Perspective, Jaico Publishers</li> <li>8. I.M, Pandey, Advanced Financial Management, Vikas Publishing House, New Delhi.</li> <li>9. William F. Sharpe, Gordon J Alexander and Jeffery V Bailey, Investments, Prentice Hall New Delhi</li> <li>10. R.Mahajan, Futures and Options, Vision Books Pvt Ltd, New Delhi.</li> <li>11. Prafulla Kumar Swain, Fundamentals of Derivatives, HPH</li> <li>12. Business Dailies</li> <li>13. Parasuraman, "Derivatives".</li> <li>14. SSS Kumar, "Derivatives".</li> </ol>	
<b>Course Outcome</b>	Upon completion of this course, students will be able to: <b>CO 1: Understand</b> the description, features, and the purpose of using variety of financial derivatives in capital markets.	

	<p><b>CO 2:Understand</b> the mechanism of derivatives trading and the various approaches of pricing of derivative instruments.</p> <p><b>CO 3:Demonstrate</b> critical thinking, analytical and problem solving skills in the context of derivatives pricing and hedging practices.</p> <p><b>CO 4:Help</b>clients in the areas of Risk Management, Investment Banking, Treasury Management for solving the risk management issues.</p>
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**Programme** : MBA (Financial Services)  
**Course Code** : FSC213  
**Course Title** : Equity Valuation  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	Equity Valuation is important for anyone involved in estimating the value of securities and understanding security pricing. The main purpose of this course to make the student understand the concept of Equity Valuation. The students will be exposed to different equity valuation models, as when valuing a company or group of companies, the analysit wants to choose a valuation model that is appropriate for the information available to be used as input. This paper will help the students to understand the basic equity and Dividend valuation tools.	
<b>Description of the Course</b>	Equity valuation paper covers the basic concept of equity valuation, process and Financial forecasting. It also provides basic understanding and applications of various Equity, Dividend valuation model and market based equity valuation.	
<b>Objectives of the Course</b>	1. To introduce the students to basic concept of Equity securities and equity valuation. 2. To familiarize the students about the various equity and Dividend Valuation model models. 3. To discuss the different methods under Market – Based valuation.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Equity Valuation</b>	<b>4 Hours</b>
Introduction – Scope of equity valuation – Importance of Equity Valuation – EquityValuation Process – Forecasting Company Performance –Financial Forecasting.		
<b>Unit 2</b>	<b>: Equity Valuation</b>	<b>8 Hours</b>
Selecting the appropriate Valuation Model – Intrinsic value and Return – Absolute Valuation Models – Relative Valuation Model – Issues in model selection and Interpretation –The Analyst Role and Responsibility. <i>( Includes Practical Problems )</i>		
<b>Unit 3</b>	<b>: Dividend Valuation</b>	<b>12 Hours</b>
Share Valuation model – Present Value Model– Dividend Discount Model – Gordon Growth Model– Gordon Growth Model and the Price–Earnings Ratio – Multistage Dividend Discount Models – Two–Stage Dividend Discount Model – Three–Stage Dividend Discount Models – Strengths and Weaknesses of Multistage DDMs– Financial Determinants of Growth Rate– Retention Rate and ROE Analysis. <i>(Includes Practical Problems)</i>		
<b>Unit 4</b>	<b>: Market-based Equity Valuation</b>	<b>12 Hours</b>
Introduction – Price Multiples in Valuation – Price to Earnings – Determining Earnings - Price to Book Value – Price to Sales – Price to Cash Flow– Determining Cash flow – Enterprise Value to EBITDA– Determining EBITDA – Valuation Based on Forecasted fundamentals – Dividend Yield – Momentum Valuation Indicators <i>(Includes Practical Problems)</i> - valuation models being used by IBC code.		
<b>Pedagogy</b>	:Lectures/ Class room Discussions/Assignments/Seminar/	

	<b>Presentations</b>
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Jerald E. Pinto : Equity Asset Valuation workbook, CFA Institute, John Wiley &amp; Sons, Inc, 2016.</li> <li>2. James Kellerher : Equity Valuation for Analysts and Investors , McGraw Hill</li> <li>3. Richard Sloan and Russell Lundholm : Equity Valuation and Analysid with Eval , McGraw Hill Education , 2012</li> <li>4. Ian Davidson and Mark Tippet : Principles of Equity Valuation , Routledge , 2012</li> <li>5. PunithavathyPandian ,Secuities Analysis and Portfolio Management , Vikas Publishing House Pvt. Ltd . 2015</li> <li>6. Fischer &amp;Jordan , Security Analysis and Portfolio Management , Prentice Hall India . 2015</li> </ol>
<b>Course Outcome</b>	<p>After completion of this course the students will</p> <p><b>CO1: Understand</b> about the Equity Valuation Model</p> <p><b>CO2: Use</b> of Equity and Dividend Valuation Model</p> <p><b>CO3: Understand</b> the economic rationales for the method of comparables and the method based on forecasted fundamentals and market based valuation.</p>

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC214  
**Course Title** : Business Communication  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

Need of the Course	To develop communication and presentation skills that would help the students become effective managers.	
Description of the Course	This course is structure in a way that highlights all necessary people skills and interpersonal communication. Each section is guided through practical sessions giving the students an opportunity to harness their managerial skills.	
Objectives of the Course	1. This course would help students to understand the importance of communication and presentation skills 2. This course would help students to understand the importance of interpersonal communication and writing skills 3. This course would help students to understand the importance of motivation 4. This course would help students to understand the importance of a leader and his role in team building.	
Course Content		
Unit 1	: Communication Skills	10 Hours
<b>Role of communication</b> , defining and classifying communication, purpose of communication, barriers & gateway in communication. Oral and written Communication- Principles of successful communication, two sides of effective oral communication, effective listening, non-verbal communication, body language, paralanguage. Impact of Technological Advancement on Business Communication. <b>Presentation Skills</b> : What are presentation elements of presentation, designing a presentation, advanced visual support for business presentation, types of visual aid, appearance & posture, practicing delivery of presentation. <b>Group Discussion</b> : Objective and Need for Group Discussion in the selection process, Types of Group Discussion. Group Discussion Process- How to start, getting to speak, body language, making meaningful contribution, summarizing and ending a Group Discussion; Do's and Don'ts in a Group Discussion, Group Behavior, Interview, types of interview, candidate's preparation, interviewer's preparation		
Unit 2	: Interpersonal Skills and Report Writing	10 Hours
<b>Interpersonal Skills</b> - Meaning, Scope, importance, factors hampering interpersonal skills, gateway to enhancing these skills. Personal reflection, Knowledge of self-awareness, self-critique, search for self-understanding. Parameters of Evaluation: Body language, Content, Creativity and originality, Voice, Eye contact, Analytical ability. Principles of writing reports: Preparatory steps, elements of style and tone, writing the report, order of writing, structure of reports, parts of a report, use of graphics.		
Unit 3	: Motivation	10 Hours
Motivation, early theories of motivation, and contemporary theories of motivation, Achieving organizational goals with a motivated workforce Increasing motivation to improve individual performance - Management skills required to motivate individuals and teams		

Unit 4	: Leadership	6 Hours
Managers Vs Leaders, early leadership theories, contingency theories of leadership. Understanding group behavior, turning groups into effective teams. Delegating, appraising, evaluating, coaching and mentoring skills for Teambuilding		
<b>Pedagogy</b>	: Case studies, project work, assignments and presentations	
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Courtland L. Bovee– Business Communication Today-10<sup>th</sup> edition, Pearson Education Pte Ltd, 2007</li> <li>2. Lesikar RV &amp; Pettit Jr. JD – Basic Business Communication: Theory &amp; Application (Tata McGraw Hill 10<sup>th</sup> Edition)</li> <li>3. Stephen Robbins, Mary Coulter- Principles of Management, 14<sup>th</sup> edition, Pearson Education.</li> <li>4. Koontz H. and Weihrich H., "Essentials of Management", McGraw Hill Int.</li> </ol>	
<b>Course Outcome</b>	<p>Upon completion of this course, students will be able to:</p> <p><b>CO 1: Articulate</b> themselves more effectively in different types and modes of communication.</p> <p><b>CO 2: Illustrate</b> the parameters of interpersonal communication and body language.</p> <p><b>CO 3:</b> Develop their managerial skills in motivating group members.</p> <p><i>CO 4: Develop <b>their managerial skills and command a better control over interactions and communication as a team leader.</b></i></p>	

**Programme** : MBA (Financial Services)  
**Course Code** : FSC215  
**Course Title** : Marketing of Financial Service Products  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	Financial services have global customers and understanding marketing of financial products plays a vital role in this dynamic environment. Adopting suitable marketing strategies in different markets is the key to a successful business.	
<b>Description of the Course</b>	Discuss marketing basics and its application to financial services markets. Throw light on the tools and techniques used for marketing research which facilitates managerial decision-making.	
<b>Objectives of the Course</b>	To familiarize the students with the concepts of marketing and its scope. Understanding the nature of services in developing the marketing mix. Comprehending different marketing strategies adopted in the banking industry Exposure to tools and techniques used for marketing of mutual funds and insurance products and other financial products in the corporate arena.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Basics of Marketing</b>	<b>9 Hours</b>
Marketing Environment – Market Analysis – Market Segmentation, Targeting and Positioning. Marketing Strategies: Product strategies – Pricing strategies – Distribution strategies – Promotion strategies. Product life Cycle, New product Development. B2B Marketing – Marketing Planning and Control, KYC Provisions for Financial Services Products		
<b>Unit 2</b>	<b>: Service Marketing</b>	<b>9 Hours</b>
Difference between goods and services – scope and nature of services – services marketing mix – Product Elements in services – Distribution in Services – Pricing and Revenue Management of services – Promotion and Communication in services – Designing and Managing Service Processes – Managing People for service Advantage - Constructing the Physical Service Environment. Importance of Customer Relationship Management - Service Quality and Productivity – Customer Loyalty		
<b>Unit 3</b>	<b>: Marketing of Banking Services</b>	<b>9 Hours</b>
Marketing strategies of Banking Services – Banking products and services; Distribution, Pricing and Promotion Strategy for Banking Services - managing People, Process and Physical Environment in banks. Attracting and Retaining bank customers. Marketing strategy of credit cards, debit cards, saving accounts and different types of loans. Case Studies on strategies by banks.		
<b>Unit 4</b>	<b>: Marketing of Mutual Funds and Insurance Products and Securities</b>	<b>9 Hours</b>
Mutual Funds and Insurance Markets in India and the Marketing strategies involved. Marketing of insurance products- Life and Non Life Products. Marketing of Pension Funds. Marketing of Securities – Shares, Bonds, Debentures, Gold ETF’s, Commodities etc. ETFs used for disinvestments, Case Studies on promotion tools used to market financial securities, Anti-money laundering act provisions.		

<b>Pedagogy</b>	: Case based analysis, assignments, field survey, project work
<b>Reference/Readings</b>	<ol style="list-style-type: none"> <li>1. Mary Ann Pezzullo, Marketing Financial Services (1978, Hardcover)</li> <li>2. Varshney&amp; Gupta "Marketing Management" Sultan Publications</li> <li>3. Philip Kotler, Kevin Lane Keller, Abraham Koshy and MithileswarJha Marketing Management: A South Asian Perspective, 14/e, Pearson Education.</li> <li>4. Zeithaml, Valarie A and Bitner, Mary Jo; Services Marketing: Integrating Customer Focus Across the Firm; TMH ,6th edition, McGraw-Hill Education India Pvt.Ltd. 2016.</li> <li>5. Sinha and Sahoo (Eds.), Services Marketing Text and Readings, Himalaya Publishing House, Mumbai, 1994</li> <li>6. Ravishankar, Services Marketing-The Indian Experiences, South Asia Publications, New Delhi, 1999.</li> </ol>
<b>Course Outcome</b>	<p>Upon the completion of this course the students shall be able to</p> <p><b>CO1: Understand</b> the concept of marketing</p> <p><b>CO2: Understand</b> the scope and nature services marketing.</p> <p><b>CO3: Demonstrate</b> an ability to create a services marketing plan or critically evaluate existing marketing strategies and tactics in the banking sector.</p> <p><b>CO4: Demonstrate</b> an ability to create a services marketing plan or critically evaluate existing marketing strategies and tactics in Mutual Funds and Insurance Products and Securities.</p>

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**Programme** : MBA (Financial Services)  
**Course Code** : FSC216  
**Course Title** : Tax Planning for Investments  
**Number of Credits** : 3  
**Effective from AY** : 2020-21

<b>Need of the Course</b>	Tax planning is essential in every individual’s life. A person should approach taxes efficiently. Tax planning helps an individual to smartly plan his/her taxes for investments thereby increasing the savings.	
<b>Description of the Course</b>	This course is designed to equip the students with the knowledge of Tax planning, Tax management and tax compliance required while doing financial planning. The course outlines the following topics; Introduction to tax system in India, Various heads of income under Income tax Act of 1961, Computation of Tax and Tax Planning and Compliance.	
<b>Objectives of the Course</b>	1. To understand the Tax Structure in India and the various concepts under Income Tax Act. 2. To get acquainted with the heads of income under Income Tax Act. 3. To know the calculation and computation of Net Taxable Income and Tax Liability. 4. To enhance the knowledge on the Tax planning, Tax Management and Tax Compliance.	
<b>Course Content</b>		
<b>Unit 1</b>	<b>: Introduction to Taxation</b>	<b>6 Hours</b>
Concept of tax – Overview of Direct and Indirect taxes, Direct Tax laws – Concepts under income tax, residential status of an individual, Scope of income, Incomes exempt from tax u/s 10.		
<b>Unit 2</b>	<b>: Heads of Income under Income Tax</b>	<b>14 Hours</b>
Income from Salaries, Income from House Property, Income from Business/Profession, Income from Capital Gains, Income from Other Sources		
<b>Unit 3</b>	<b>: Tax Computations</b>	<b>12 Hours</b>
Gross total income, Income tax slabs, Itemized deductions under section 80C to 80U, Net taxable income, Computation of Tax liability, Tax saving investments. Tax planning, Tax Management, Tax Avoidance and Tax Evasion. Tax Compliance – Filing of Income tax returns, Advance tax payments, Refund of tax.		
<b>Unit 4</b>	<b>: Taxes for Securities Markets</b>	<b>4 Hours</b>
Securities Transaction Tax (STT) – Meaning, applicability, levy, collection and implications on Income Tax – Charges of STT. Commodities Transaction tax – meaning, applicability, levy, collection, charges		
<b>Pedagogy</b>	: The pedagogy for this course constitutes a mix of Classroom teaching/ flip-classrooms, On-line learning/ self-learning exercises, Quizzes, Discussions, Assignments	
<b>Reference/Readings</b>	1. Singhania, V.K., Direct Taxes: Laws and Practices, Taxman Publications, New Delhi. Latest Edition.	

	<p>2. Singhania, V. K., Students' Guide to Income Tax, Taxmann Publications, New Delhi. Latest Edition.</p> <p>3. Singhania , et al, Direct Taxes: Planning and Management, Taxman Publication, New Delhi. Latest Edition.</p> <p>4. Bhagwati Prasad, Direct Taxes, New Age, New Delhi. Latest Edition.</p> <p>5. Mehrotra and Goyal, Direct Taxes – Tax Planning and Management, Sahitya Bhavaan, Agra. Latest Edition.</p>
<p><b>Course Outcome</b></p>	<p>1. <a href="http://www.incometaxindia.gov.in">www.incometaxindia.gov.in</a></p> <p>2. <a href="http://www.dateyvs.com">www.dateyvs.com</a></p> <p>3. <a href="http://www.taxmann.com">www.taxmann.com</a></p> <p>: Upon the completion of the course the candidate should be able to –</p> <p><b>CO 1: Understand</b> the Tax Structure in India and the basic concepts under the Income Tax Act.</p> <p><b>CO 2: Explain</b> various heads of income and the tax provisions.</p> <p><b>CO 3: Compute</b> the Gross Total Income, Net Taxable Income and Tax Liability.</p> <p><b>CO 4: Evaluate</b> the various tax planning and tax compliance measures.</p>

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LIST OF SWAYAM COURSES TO BE OFFERED UNDER MBA (FINANCIAL SERVICES)			
SR NO	NAME OF THE COURSE	OFFERED BY	DURATION
1	Banking and Financial Markets:A Risk Management Perspective.	IIM-B	6 Weeks
2	Basics of Digital Marketing	Devi Ahilya Vishwavidyalaya, Indore	12 Weeks
3	Business Analytics & Text Mining Modeling Using Python	IIT-ROORKEE	8 Weeks
4	Business Statistics	Maharani's Women's Commerce and Management College, Mysore	12 Weeks
5	Corporate Finance	New L J Commerce College, AHMEDABAD.	12 Weeks
6	Direct Tax - Laws and Practice	Tezpur University	15 Weeks
7	Entrepreneurship and IP strategy	IIT Kharagpur	8 Weeks
8	Financial Accounting and Analysis	IIM-B	6 Weeks
9	Fundamental of Insurance	Madurai Kamaraj University	12 Weeks
10	Financial Accounting and Analysis	IIM-B	6 Weeks
11	Innovation, Business Models and Entrepreneurship	IIT-ROORKEE	8 Weeks
12	Intellectual Property	National Law University, Delhi	15 Weeks
13	Introduction to GST	Netaji Subhas Open University	12 Weeks
14	Introduction to Marketing Essentials	IIM-B	6 Weeks
15	Leadership	IIT-KHARAGPUR	4 Weeks
16	Management Information System	IIT-KHARAGPUR	12 Weeks
17	Managerial Economics	IIT-BOMBAY	12 Weeks
18	Marketing research and analysis	IIT-ROORKEE	8 Weeks
19	Organizational Behaviour	IIT Hyderabad	12 Weeks
20	Soft Skills For Business Negotiations And Marketing Strategies	IIT-KHARAGPUR	12 Weeks

**Annexure IV**

PROPOSED AMENDMENT TO ORDINANCE OA-22 RELATING TO THE CREDIT-BASED MASTERS DEGREE IN BUSINESS ADMINISTRATION (FINANCIAL SERVICES) [MBA(FS)] AND BACHELORS DEGREE IN BUSINESS ADMINISTRATION (FINANCIAL SERVICES) [BBA(FS)] AT GOA UNIVERSITY AND AFFILIATED COLLEGES UNDER THE FACULTY OF COMMERCE

(Effective from the academic year 2020-21)

Existing	Proposed	Justification
OA-22.5.3 (b) BBA(FS) shall have a minimum of 72 Credits of Core Courses.	OA-22.5.3 (b)BBA(FS) shall have a minimum of 88 Credits of Core Courses	Due to change in the Structure recommended by the SBoS in BBA(Financial Services) and approved by the Standing Committee of the Academic Council
(c) Project Reports shall be a compulsory component for BBA(FS).	(c) Internship/Project Reports shall be a compulsory component for BBA(FS).	Same as above
OA-22.8.2 For BBA(FS), there shall be two compulsory Summer Internships with Project Reports, each of 4 Credits, for a total of 8 Credits.	OA-22.8.2 For BBA(FS), there shall be one compulsory Internship culminating in the submission of the Internship/ Project Report, for a total of 24 Credits.	Same as above
(a) The Summer Internships shall be undertaken after the end of the Second Semester and the Fourth Semester, and before the start of the following semester.	(a) The Internship shall be undertaken during Semester VI.	Same as above
(b) The DFC shall decide at the end of the preceding Semester, the modalities relating to the Summer Internships/Project Reports, which	(b)The DFC shall, at the end of Semester V, decide the modalities relating to the Internship and the Internship/Project Report,	Same as above

<p>shall be informed to the students.</p> <p>(c) On completion of each Internship, each student shall submit a Summer Internship/Project Report to the Department through the guiding Teacher within one month of the start of the following Semester. Ordinarily, no student shall be allowed to submit the Project Reports after the due date.</p> <p>(d) Teachers shall be assigned a weekly workload of 1 hour for guiding upto 3 students, 2 hours for guiding 4-6 students, and 4 hours for guiding 7-10 students.</p>	<p>which shall be informed to the students.</p> <p>(c) On completion of the Internship, each student shall submit an Internship/Project Report to the Department through the guiding Teacher. Ordinarily, no student shall be allowed to submit the Internship/Project Report after the due date.</p> <p>(d) no change</p>	<p>Same as above</p>
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**Annexure V**

**ORDINANCE OA-22 FOR CREDIT-BASED MASTERS DEGREE IN BUSINESS ADMINISTRATION (FINANCIAL SERVICES) [MBA (FS)] to be implemented from 2020-21**

EXISTING	PROPOSED	JUSTIFICATION
At Goa University under the Faculty of Commerce	At Goa University under the Goa Business School	As Faculty of Commerce is reconstituted as Goa Business School w.e.f. April 2019.
(Applicable for candidates who register from the Academic Year 2015-16 onwards)	(Applicable for candidates who register from the Academic Year 2020-21 onwards)	As the Ordinance is amended which is applicable from Academic Year 2020-21
<b>OA-22.1 General</b> Ordinance governing the MBA(FS) Programmes of study conducted at the Goa University under the Faculty of Commerce, based on the Choice Based Credit System (CBCS) of Instruction.	<b>OA-22.1 General</b> Ordinance governing the MBA(FS) Programmes of study conducted at the Goa University under the <b>Goa Business School</b> based on the Choice Based Credit System (CBCS) of Instruction.	As Faculty of Commerce is reconstituted as Goa Business School w.e.f. April 2019.
<b>OA-22.2 Degree to be awarded</b> The nomenclature of the degree to be awarded shall be Master of Business Administration (Financial Services)	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.3 Eligibility and Admission</b>		
<b>(a)</b> To be eligible for admission to MBA(FS) Programme a candidate shall be required to be a Graduate in any stream with 50% aggregate marks.	<b>No Changes</b>	<b>NIL</b>

(b) Admission to the MBA(FS) shall be based on an Entrance Test conducted by the University.	Admission to the MBA (FS) Programme shall be based on National Level Aptitude Test specified from time to time and Group Discussion and Personal Interview. Reservations are as per Goa University Rules. If suitable candidates are not found, then the selection of candidates will be done through Goa University - Admission Ranking Test (GU-ART) conducted by Goa University.	<b>Common Ordinance to be followed for all MBA Programmes offered by Goa University.</b>
(c) Reservation of seats shall be in accordance with the directives of the Government of Goa and as adopted by Goa University. A candidate applying for admission under these categories shall be required to submit a valid certificate to that effect, issued by the Officer of the rank of the Deputy Collector or any other authorized Officer as notified by the State Government.	<b>No Changes</b>	<b>NIL</b>
(d) The Merit List shall be prepared based on the score obtained by the candidate at the Entrance Test.	A merit list shall be prepared based on the scores obtained at National Level Aptitude Test. If the seats remain vacant, then GU-ART shall be considered for admission and Merit list shall be prepared based on Goa University Admission Ranking Test [GU-ART] and seats are offered on the basis of merit (category-wise).	<b>As per the change in the Admission Criteria and Selection Procedure of MBA (FS) Programme w.e.f. 2020-21.</b>
(e) Fee Structure for the Programmes shall be as prescribed under Ordinance OA-7.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.4 Duration of Programmes</b> MBA(FS) Programme is of two years duration.	<b>No Changes</b>	<b>NIL</b>

OA-22.5 Scheme of Instruction		
1.(a) The scheme of instruction for MBA(FS) Programme is based on a Choice Based Credit System (CBCS).	No Changes	NIL
(b) One Credit (Theory) shall be equivalent to 15 contact hours of learning activities such as Lectures, Case Studies, Group Discussion, Seminars, Problem Solving, Tutorials and Assignments, OR, 30 contact hours of Practical Work/Field Work.	1. (b) One Credit (Theory) shall be equivalent to <b>12 contact hours of learning activities</b> such as Lectures, Case Studies, Group Discussion, Seminars, Problem Solving, Tutorials and Assignments OR, <b>24 contact hours of Practical work/field work.</b>	<b>One credit is equivalent to the 12 Contact Hours as followed for all the PG Programmes offered at the Goa University.</b>
(c) Latest developments in Financial Service Industry are to be taught by Adjunct Faculty/ Experts from Industry, over and above the number of credits of each programme.	No Changes	NIL
2.(a) For the award of a MBA(FS) degree, a student shall earn a minimum of 100 credits, comprising Core Courses, Optional Courses, Summer Training, Corporate Internship and Dissertation as specified under OA-22.5.7	2.(a) For the award of a MBA(FS) degree, a student shall earn a minimum of <b>70 credits</b> , comprising Core Courses, Elective Courses, Summer Training, Corporate Internship and Project Work as specified under OA-22.5.7	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
(b) (Effective from 20th June, 2016) MBA(FS) shall have a minimum of 48 credits of Core Courses.	(b) (Effective from 2020-21) MBA(FS) shall have a minimum of <b>46 credits</b> of Core Courses.	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
(c) Dissertation shall be a compulsory component for MBA(FS)	(c) <b>Project work shall be a compulsory component</b> for MBA(FS)	<b>Dissertation term is being replaced by 'Project Work' to incorporate the forms like</b> the form of Case Study, Work Experience at Internship Organization, Learning outcome of Industry internship, Problem solving for various issues at industry etc.
4.(a) A student shall be permitted to earn additional	No Changes	NIL

Credits.		
<b>(b)</b> The degree/final grade for MBA(FS) shall be awarded/ computed based on his/her performance in Core Courses, Summer Training and Report, Corporate Internship and Dissertation, and the best performance in the Optional Courses, to fulfill the minimum number of Credits required.	<b>(b)</b> The degree/final grade for MBA(FS) shall be awarded/ computed based on his/her performance in Core Courses, Summer Training and Report, Corporate Internship and <b>Project Work</b> , and the best performance in the Elective Courses, to fulfill the minimum number of Credits required.	<b>Dissertation term is being replaced by 'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>(d)</b> Additional Credits, if any, shall be depicted in the final transcript/mark sheet.	<b>No Changes</b>	<b>NIL</b>
<b>5.(a)</b> A MBA(FS) student is required to obtain a minimum of 80 credits from the parent Department and the remaining credits for optional courses may be obtained either from the parent Department or from other Departments at the University/ College within the State or any other State/ Country.	<b>5.(a)</b> A MBA(FS) student is required to obtain a minimum of <b>36 credits</b> from the parent Department and the remaining credits for <b>elective</b> courses may be obtained either from the parent <b>Discipline</b> or from other Departments at the University/ College within the State or any other State/ Country.	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>(b)</b> The department shall have adequate Optional Courses in case the students desire to obtain all credits from the Parent Department.	<b>(b)</b> The Programme shall have adequate <b>Elective</b> Courses in case the students desire to obtain all credits from the Parent Department.	<b>'Optional' term is being replaced by 'Elective' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>(d)</b> Permission to transfer Credits may be allowed on a case to case basis, only in the case of institutions outside the Goa University, following the credit recognition procedure. Such courses, when opted for by the students of a Department / College, may be approved provisionally by the Departmental Council (DC) for departments at the University, or a Departmental Faculty Committee (DFC) at the Colleges and placed for ratification before the BoS at its subsequent meeting. The DFC shall comprise the Principal of the college, Coordinator of the	<b>No Changes</b>	<b>NIL</b>

Programme and Teachers teaching the Programme.		
<b>6.</b> The Department / College shall notify the Core and Optional Courses offered to students for the subsequent semesters.	<b>6.</b> The <b>Discipline</b> shall notify the Core and <b>Elective</b> Courses offered to students for the subsequent semesters.	<b>'Optional' term is being replaced by 'Elective' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>7.</b> In addition, DC / DFC may identify Courses for Self Learning Courses in the form of Field Work, Project, Summer Training, Online Courses and other such courses. The BoS shall approve and specify the Credits for these Courses. A student may obtain a maximum of 8 Credits in MBA(FS) for such Courses.	<b>No Changes</b>	<b>NIL</b>
<b>8.</b> Each course may comprise 1, 2, 3, 4, 5 or 6 number of Credit(s), and may consist of only theory, or theory and practicals, or any other activity as specified under OA-22.5.7	<b>No Changes</b>	<b>NIL</b>
<b>9.</b> Minimum number of students for an Optional Course shall be not less than 25% of the intake.	Minimum number of students for an Optional Course shall be not less <b>than 20% of the intake.</b>	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>10. (a)</b> The DC at the University department/ DFC in the colleges shall be responsible for the proper implementation and conduct of the Credit-based MBA(FS) Degree Programme(s).	The <b>Discipline Council</b> at the University School shall be responsible for the proper implementation and conduct of the Credit-based MBA(FS) Degree Programme(s).	<b>NIL</b>
<b>(b)</b> Ordinarily one teacher will teach an entire course, unless the course requires more than one teacher to meet intra- or inter-disciplinary requirements.	<b>No Changes</b>	<b>NIL</b>
<b>(c)</b> The Course outline / Session plan for each course offered during the Semester shall be submitted by the Teacher / Instructor to the DC / DFC before the commencement of teaching of the said Course.	<b>No Changes</b>	<b>NIL</b>

<b>(d)</b> The course structure and syllabus of Core and Optional Courses for MBA(FS) and for BBA(FS) shall be as recommended by the BoS and approved by the Academic Council, and shall be uploaded on the University /College website, prior to offering of the Course.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.6 - Scheme of Examination</b> The assessment of all Courses shall comprise continuous Intra-Semester Assessment (ISA) and Semester-End Assessment (SEA) and shall be fully internal.	<b>No Changes</b>	<b>NIL</b>
<b>1. (a)</b> Each teacher of the concerned Course shall be the examiner for the portion she/he has taught. The teacher/instructor of the Course shall be the Course Coordinator and shall coordinate the teaching, examination, and evaluation (both continuous ISA and SEA) of the Course and maintain records of all Assessments / Tests / Examinations.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> When more than one teacher is involved in teaching a Course, one teacher preferably a regular teacher from the Department shall be identified as the Course Coordinator by the DC/DFC.	<b>No Changes</b>	<b>NIL</b>
<b>2. (a)</b> The nature of assessment for ISA may be any one or more of the following: Written/Oral, Open/Closed Book, Scheduled/Surprise, Objective/Multiple-Choice, Short-Answer-Type, Essay-Type, Seminar, Assignment, Experimental-Work, Field-Work, Viva-Voce, Peer Group Assessment, Class Participation. However, each theory course shall have at least 50% ISA in the form	<b>No Changes</b>	<b>NIL</b>

of written or any other evidence-based component.		
<b>(b)</b> SEA shall constitute only written test.	<b>No Changes</b>	<b>NIL</b>
<b>(c)</b> It shall be ensured that module(s) of the syllabus taught is/are reflected in the question paper/ assessment pattern and there is a rational distribution of items and questions and their weightage vis-à-vis the teaching time of the module(s).	It shall be ensured that <b>Unit(s)</b> of the syllabus taught is/are reflected in the question paper/ assessment pattern and there is a rational distribution of items and questions and their weightage vis-à-vis the teaching time of the <b>Unit (s)</b> .	<b>Modules are replaced with the term “Units” as per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>3.</b> A course shall have a single head of passing based on the combined performance at the continuous ISA and SEA. Fractional marks shall be rounded off to the nearest integer only for the final aggregate of marks.	<b>No Changes</b>	<b>NIL</b>
<b>4.</b> The DC / DFC shall constitute a Departmental Examination Committee (DEC) to monitor the conduct of the continuous ISA and SEA.	<b>No Changes</b>	<b>NIL</b>
<b>5.</b> The course-wise schedule of internal assessment shall be displayed in the department at the beginning of each semester.	<b>No Changes</b>	<b>NIL</b>
<b>6.</b> The assessed answer scripts shall be shown to the candidate(s) by the concerned teacher and the result displayed on the Notice Board. The question paper and the marks assigned along with the assessed answer scripts shall be submitted to the Head of the Department, within seven days after the conduct of each course.	The assessed answer scripts shall be shown to the candidate(s) by the concerned teacher and the result displayed on the Notice Board. The question paper and the marks assigned along with the assessed answer scripts shall be submitted to the <b>Programme Director</b> within seven days after the conduct of each course.	<b>Head of the Department is replaced with the Programme Director as per the newly constituted Goa Business School.</b>
<b>OA-22.7 Evaluation of Courses</b>		
<b>1.</b> Evaluation of the Courses shall be by ISA and SEA.	<b>No Changes</b>	<b>NIL</b>

ISA shall be evaluated for 40% of the total marks of the Course. For 1 Credit course, a single ISA shall be conducted and evaluated for 40% of total marks of the Course. An additional assessment, irrespective of the number of Credits a Course carries, may be provided on the request of students to improve the Grade, in which case the assessment with the least score shall not be considered for ISA. All internal assessments shall be completed by the last teaching day of the Semester.		
2. Ordinarily a teacher who teaches a particular Core Course or part thereof shall assess the performance of the students in the ISA component of that Course. Guest Faculty / Contributory Teachers teaching a Course or part thereof shall conduct such assessment in consultation with the Programme Coordinator.	No Changes	NIL
3. There shall be continuous review of the teaching Programme by the DC / DFC in every Semester.	No Changes	NIL
4. Each credit of a course shall be evaluated for 25 marks. All courses shall be evaluated for marks proportionate to the number of credits.	No Changes	NIL
5. The weightage for the ISA and SEA in every Course shall be 40% and 60% respectively.	No Changes	NIL
6. The SEA shall be conducted as per the academic calendar. The DC / DFC shall workout the examination schedule for SEA in consultation with other departments from where the students are taking Optional Courses, which shall be approved by the DC / DFC and displayed on the Notice Board before the	No Changes	NIL

last teaching day of the Semester. The same shall be communicated to the concerned Departments.		
<b>8.</b> The SEA answer scripts shall be assessed by the teacher concerned within one week from the date of the examination. Before finalizing the scores obtained the answer scripts should be shown to the students after specifying the date and time on the Notice Board well in advance.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.8 Summer Training and Summer Internship</b>		
<b>1. (a) (Effective from 20th June, 2016)</b> For MBA(FS), the Summer Training shall be of 8 Credits and is compulsory. It shall be undertaken after the Second semester and before the start of the Third semester.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> The DC shall decide at the end of the preceding Semester, the modalities relating to the Summer Training, which shall be informed to the students.	<b>No Changes</b>	<b>NIL</b>
<b>(c)</b> On completion of the Training, each student shall submit a Summer Training Report to the Department through the guiding Teacher within one month of the start of the following Semester. Ordinarily, no student shall be allowed to submit the Summer Training Report after the due date.	<b>No Changes</b>	<b>NIL</b>
<b>2. (d) (Effective from 29th September, 2017)</b> Teachers shall be assigned a weekly workload of 1 hour for guiding upto 3 students, 2 hours for guiding 4 6 students, and 4 hours for guiding 7 – 10 students.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.9 Corporate Internship and Dissertation (Effective from 20th June, 2016)</b> For MBA(FS), Corporate Internship of 8 Credits and Dissertation of 12 Credits are compulsory and shall be undertaken	<b>OA-22.9 Contemporary developments in Financial Services, Corporate Internship and Project Work (Effective from 2020-21)</b> For MBA(FS), Corporate Internship of 4 Credits and Project Work of 4 credits	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>

during the Fourth Semester.	<p>are compulsory and shall be undertaken during the Fourth Semester.</p> <p>The Course on the Contemporary issues and Current developments in Financial Services will be offered in the Fourth Semester. This Course will be covered by the Adjunct Faculty in terms of Senior Industry Managers/Senior Academic Faculty from recognized institutions/Universities. 2 Credits of this Course will be covered Pre-Corporate Internship and 2 Credits will be engaged after the completion of Corporate Internship. The sessions will be engaged either in traditional classroom setting or through online mode. The evaluation of this Course will be done by the Adjunct Faculty.</p>	
<b>1. (Effective from 20th June, 2016)</b> The DC shall decide at the end of the preceding Semester, the modalities relating to the Dissertation, which shall be informed to the students.	<b>No Changes</b>	<b>NIL</b>
<b>2. (Effective from 20th June, 2016)</b> Topics for Dissertation shall be approved by the guiding teacher.	<b>2. (Effective from 2020-21)</b> Form of Project work shall be approved by the guiding teacher.	Dissertation term is being replaced by 'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.
<b>3. (Effective from 20th June, 2016)</b> The DC shall decide the number of students each teacher can guide with an equitable distribution of students to guides, by dividing the total number of Dissertation within the Department by the existing number of teachers in the Department.	<b>3. (Effective from 2020)</b> The <b>Discipline Council</b> shall decide the number of students each teacher can guide with an equitable distribution of students to guides, by dividing the total number of <b>Project works</b> within the <b>Discipline</b> by the existing number of teachers in the Department.	Dissertation term is being replaced by 'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.
<b>4.(a)</b> The student shall declare, in the prescribed	<b>4.(a)</b> The student shall declare, in the prescribed	Dissertation term is being replaced by

proforma, that the Dissertation is his/her own work and that all the sources used by him/her are duly acknowledged.	proforma, that the <b>Project work</b> is his/her own work and that all the sources used by him/her are duly acknowledged.	<b>'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>(b)</b> The guiding Teacher shall certify, in the prescribed proforma, that the Dissertation is an original work of the candidate completed under his/her supervision.	<b>(b)</b> The guiding Teacher shall certify, in the prescribed proforma, that the <b>Project work</b> is an original work of the candidate completed under his/her supervision.	<b>Dissertation term is being replaced by 'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>5.(a)</b> For MBA(FS), students shall submit one Soft Copy on a CD and two bound copies of the Dissertation to the Department through the guiding Teacher, not later than 2 weeks before the end of the Semester. Ordinarily, no student shall be allowed to submit the Dissertation after the due date.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> The format shall be as follows: <b>(i)</b> The paper shall be of A4 size (except for drawings, graphs and maps, on which no restriction is placed), with a margin of 2.5 cm on the left hand side. The text shall be in Times New Roman, 12 pt font size. The front cover of the Dissertation, bound in a standardized form, should contain the title of the Dissertation, degree, date and name of the student concerned. The Dissertation shall be neatly typed in double space and only on one side of the paper. <b>(ii)</b> The soft copies of the Dissertation shall be submitted in PDF format for uploading on Library Website after the declaration of the results.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.10 Evaluation of Dissertation and Report</b>		
<b>1.(a)</b> The Dissertation shall be assessed by the Guide / Supervisor and by the DC; the Project Reports shall be assessed by the Guide / Supervisor and by the DFC.	The <b>Project work</b> shall be assessed by the Guide / Supervisor and by the <b>Discipline Council</b> .	<b>Dissertation term is being replaced by 'Project Work' as per the new MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>

(b) The student shall make a presentation of the work before the DC / DFC with a minimum of three members, who shall assess the work. Average of the marks of all the members present shall be considered for the evaluation of the Dissertation / Project Reports which shall carry 50% of the total marks assigned for Dissertation / Project Reports.	No Changes	NIL
(c) The Guide shall assess the Dissertation / Project Reports independently for 50% marks.	No Changes	NIL
(d) The final marks for the Dissertation/ Project Reports shall be an aggregate of the assessment by the guide and by the DC/ DFC.	No Changes	NIL
2.(a) To pass in the Dissertation / Project Reports a student has to secure a minimum grade of 'P' as indicated under OA-22.11.1	No Changes	NIL
(b) A student who fails in the Dissertation / Project Reports may be allowed to resubmit the Dissertation / Project Reports after incorporating suitable modifications under the guidance of the teacher.	No Changes	NIL
<b>OA – 22.11 (Effective from 20th June, 2016) Award of Grade</b> Marks awarded in each Course shall be represented in the form of Grades and Grade Points. The result of each Semester shall be declared as Semester Grade Point Average (SGPA) and Final result shall be declared as Cumulative Grade Point Average (CGPA).	No Changes	NIL
<b>1. (Effective from 20th June, 2016)</b> The percentage awarded in the ISA and SEA shall be added for awarding the grade and grade points for each course,	No Changes	NIL

as indicated in the table below. Range of percentage scored Grades Grade Points 85-100 O (Outstanding) 10 75 - <85 A+ (Excellent) 9 65 - <75 A (Very Good) 8 55 - <65 B+ (Good) 7 50 - <55 B (Above Average) 6 45 - <50 C (Average) 5 40 - <45 P (Pass) 4 0 - <40 F (Fail) 0 Ab (Absent) 0		
<b>2.</b> Every student shall have to secure a minimum of 'P' grade to pass the course.	<b>No Changes</b>	<b>NIL</b>
<b>3. (Effective from 29th September, 2017)</b> There shall be no award of grace marks or entitlement marks, or provision for re- evaluation of answer scripts for MBA(FS).	<b>No Changes</b>	<b>NIL</b>
<b>4. (a)</b> Students who do not secure 'P' grade in any course, shall have the option of answering SEA component in the following semester(s), for which the ISA score shall be carried forward.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> Appearance in ISA and SEA, is compulsory for passing.	<b>No Changes</b>	<b>NIL</b>
<b>5.</b> The Teacher for each Course shall be responsible for finalizing the assessment pattern and for taking care that the assessment reflects teaching / learning time and weightage assigned to the topic / unit / module is as prescribed in the course outline.	<b>No Changes</b>	<b>NIL</b>
<b>6. (a)</b> Calculation of weighted grade points of a course shall be done by multiplying the grade points scored,	<b>No Changes</b>	<b>NIL</b>

by the number of Credits of the respective course. Calculation of Semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA) is:		
<b>(b)</b> The SGPA is the ratio of the sum of the product of the number of Credits with the grade points scored by a student in all the courses taken by a student and the sum of the number of credits of all the courses undergone by a student: $SGPA(S_i) = \frac{\sum (C_i \times G_i)}{\sum C_i}$ where “C <sub>i</sub> ” is the number of credits of the i <sup>th</sup> course and G <sub>i</sub> is the grade point scored by the student in the i <sup>th</sup> course.	<b>No Changes</b>	<b>NIL</b>
<b>7.(a) (Effective from 20th June, 2016)</b> The CGPA is also calculated in the same manner taking into account all the courses undergone by a student over all the semesters of a Programme: $CGPA = \frac{\sum (C_i \times S_i)}{\sum C_i}$ where ‘S <sub>i</sub> ’ is the SGPA of the i <sup>th</sup> semester and ‘C <sub>i</sub> ’ is the total number of credits in that semester.	<b>No Changes</b>	<b>NIL</b>
<b>(b) (Effective from 20th June, 2016)</b> The SGPA and CGPA shall be rounded off to 2 decimal points and reported in the transcripts.	<b>No Changes</b>	<b>NIL</b>
<b>(c) (Effective from 20th June, 2016)</b> For each Course a student securing ‘F’ or ‘Ab’ grade in the Course shall not be entitled to earn any credits for that Course.	<b>No Changes</b>	<b>NIL</b>
<b>8. (a) (Effective from 20th June, 2016)</b> For MBA(FS), the CGPA is to be calculated taking into account all	<b>No Changes</b>	<b>NIL</b>

the Courses, which shall include Credits of all Core Courses, Summer Training Report, and best of the remaining Optional Courses opted by the student over all the Semesters of the Programme as specified under Ordinance OA-16.4.5(a)(ii).		
<b>(c) (i) (Effective from 20th June, 2016)</b> The CGPA shall be converted to the Final grade, as shown in the table below: CGPA Grades 10.0 O (Outstanding) 9.0 - <10.0 A+ (Excellent) 8.0- <9.0 A (Very Good) 7.0 - <8.0 B+ (Good) 6.0 - <7.0 B (Above Average) 5.0 - <6.0 C (Average) 4.0 - <5.0 P (Pass) <4.0 F (Fail)	No Changes	NIL
<b>(ii) (Effective from 20th June, 2016)</b> A candidate who fails to earn the required number of Credits to award the Degree shall be declared 'Fail'.	No Changes	NIL
<b>(d) (Effective from 29th September, 2017)</b> The CGPA shall be calculated upto two decimal places. If the CGPA is higher than the indicated upper limit in the two decimal digits by a factor of $\geq 0.005$ , then the higher grade will be awarded. Example: A candidate with $CGPA \geq 4.995$ will be awarded 'C' grade. A candidate who has not earned 100 Credits / 148 credits will be given final grade 'F' and be declared 'Fails'.	No Changes	NIL

<b>9.</b> At the end of each Semester, within one week from the last teaching day, the ISA scores have to be sent to the CoE after the approval of the DC/ DFC. SEA scores have to be moderated and approved by DC/ DFC and sent to the CoE within a week of the last assessment. Examination section shall prepare Grades and declare results within two weeks of the receipt of the SEA scores.	<b>No Changes</b>	<b>NIL</b>
<b>10.</b> Students, who have not completed the programme in Four Semesters MBA(FS) are permitted to re-register for additional semester(s) and opt for courses, provided that these courses are available for instruction in the Department/ College. Such candidate(s) shall be treated as supernumerary for the particular Course.	<b>No Changes</b>	<b>NIL</b>
<b>11. (Effective from 29th September, 2017)</b> A student shall have to opt for a minimum of 10 credits and not more than 26 Credits in a Semester. To be eligible for the award of MBA(FS) Degree, a student shall be required to acquire a minimum of 100 Credits and be enrolled for a minimum of Four Semesters.	<b>11. (Effective from 2020-21)</b> A student shall have to opt for a minimum of 10 credits and not more than <b>18 Credits</b> in a Semester. To be eligible for the award of MBA(FS) Degree, a student shall be required to acquire a minimum of <b>70 Credits</b> and be enrolled for a minimum of Four Semesters.	<b>As per the change in the MBA (FS) course structure to be implemented w.e.f. 2020-21.</b>
<b>OA-22.12 Academic Audit Committee (AAC) (Effective from 20th June, 2016)</b> There shall be an audit of Academic Programme for the department at Goa University or College conducted by an Academic Audit Committee (AAC).	<b>No Changes</b>	<b>NIL</b>
<b>1. (Effective from 20th June, 2016)</b> The AAC shall comprise three members nominated by the Vice-Chancellor for each academic year from the panel of	<b>No Changes</b>	<b>NIL</b>

experts prepared by the BoS and approved by the Academic Council.		
<b>2. (Effective from 20th June, 2016)</b> The audit shall be conducted once in two years, within two months after the declaration of results.	<b>No Changes</b>	<b>NIL</b>
<b>3.</b> The conduct of the academic audit by the AAC shall consist of the following: <b>(a)</b> To review question papers of the assessments held during the preceding year/semester.	<b>No Changes</b>	<b>NIL</b>
<b>(i)</b> To determine the adequacy of coverage of the syllabus. <b>(ii)</b> To determine the standard of questions in relation to the syllabus.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> To review sample answer scripts to check for objectivity and uniformity of assessment.	<b>No Changes</b>	<b>NIL</b>
<b>(c)</b> To scrutinize the records of ISA and SEA maintained by the Department, in order to determine the suitability and adequacy of the methods of assessment.	<b>No Changes</b>	<b>NIL</b>
<b>(d)</b> Evaluation and suggest of remedial measures on the basis of feed-back obtained from the students.	<b>No Changes</b>	<b>NIL</b>
<b>4.</b> The AAC shall prepare a report and submit the same to the Vice-Chancellor, who, after making necessary observations, shall forward the same to the concerned BoS. The BoS shall make suitable recommendations to the DC/ DFC for implementation.	<b>No Changes</b>	<b>NIL</b>
<b>5.</b> The AAC at the University shall be coordinated by the Controller of Examinations, and the AAC at Colleges shall be coordinated by the Principal.	<b>No Changes</b>	<b>NIL</b>

<b>OA-22.13 Grievance Committee:</b>		
<b>1.(a)</b> There shall be a Grievance Committee of three teachers from the Department for matters related to examination and evaluation.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> The Committee shall be constituted at the commencement of every academic year. The Vice-Chancellor / Principal shall appoint one of the three as Chairperson.	<b>No Changes</b>	<b>NIL</b>
<b>(c)</b> No Teacher against whom a grievance is made shall participate in the meetings of the Committee.	<b>No Changes</b>	<b>NIL</b>
<b>2.</b> The Grievance Committee shall examine and decide on the grievances relating to the marking of answer-scripts/evaluation of tests of the students. However, it may also consider any other matter.	<b>No Changes</b>	<b>NIL</b>
<b>3.(a)</b> A student shall address his/her grievance(s) to the Head of Department / Programme Coordinator, who shall place the same before the DC/ DFC for redressal. If the grievances are for the Course(s) taught by the Head of the Department / Programme coordinator, the grievances shall be addressed to the Dean / Principal.	<b>No Changes</b>	<b>NIL</b>
<b>(b)</b> If the student continues to feel aggrieved, the grievance application shall be referred to the Grievance Committee by the DC / DFC.	<b>No Changes</b>	<b>NIL</b>
<b>4.</b> If the Grievance Committee finds that there is a prima facie case, it may refer the respective answer-scripts/ assignments, to an expert outside the University/ College, for which the student shall have	<b>No Changes</b>	<b>NIL</b>

to pay the prescribed fee. The result of such an evaluation shall be final and binding.		
<b>5.</b> The decision of the Grievance Committee shall be communicated to the student within one month of his/her filing of the grievance.	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.14 Feedback</b> At the end of the teaching of every semester there shall be an assessment of the teacher, the course taught and of the overall programme, by the student(s), the records of which shall be retained by the Internal Quality Assurance Cell (IQAC).	<b>No Changes</b>	<b>NIL</b>
<b>OA-22.15 Coordination Committee</b> There shall be a Coordination Committee with three faculty members from the Department, for the MBA(FS), to resolve anomalies arising during the implementation of the Programmes.	<b>No Changes</b>	<b>NIL</b>
<b>1.</b> The Vice-Chancellor shall appoint the Coordination Committee comprising a Dean of the Faculty, as Chairperson and two faculty members of the Department. The committee shall be assisted by the Academic Section of the University.	<b>No Changes</b>	<b>NIL</b>
<b>2.</b> The committee shall consider suggestions received from students, HoD, faculty members, BoS, Faculty Board, Examination Section, and recommend modification of existing provisions or introduction of new provisions.	<b>No Changes</b>	<b>NIL</b>

NOTE :

1. The term Department to be replaced with Discipline and the term DC to be replaced with Discipline Council.
2. The term HOD to be replaced with Programme Director/Vice-Dean [Academics].

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