

# University of Mumbai

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Academic Authorities,  
Meetings & Services (AAMS)  
Room No. 128, M. G. Road, Fort,  
Mumbai – 400 032.  
Tel. 022-68320033

Re- accredited with A ++ Grade (CGPA 3.65) by NAAC  
Category- I University Status awarded by UGC

No. AAMS\_UGS/ICD/2024-25/440

Date : 24<sup>th</sup> March, 2025.

To,  
The Director,  
Garware Institute of Career Education  
and Development,  
Vidyanagari  
Santacruz (East)  
**Mumbai – 400 098.**

**Sub : BMS (Capital Markets) (Three year) (Sem I & II)**

Sir,

With reference to the subject noted above, this is to inform you that the recommendations made by the **Advisory Committee & Board of Management** of Garware Institute of Career Education & Development at its Meeting held on **4<sup>th</sup> September, 2023** & resolution passed by the **Board of Deans** at its meeting held on **9<sup>th</sup> August, 2023** vide Item No. **9.2** have been accepted by the **Academic Council** at its meeting held on **1<sup>st</sup> November, 2023** vide Item no. **9.3 (C)16 (N)** and subsequently approved by the **Management Council** at its meeting held on **14<sup>th</sup> August, 2024** vide Item No. **6** that in accordance therewith, in exercise of the powers conferred upon the Management Council under Section 74(4) of the Maharashtra Public Universities Act, 2016 (Mah. Act No. VI of 2017) the following program with Ordinance for Title of the Program, Eligibility and Regulation numbers for Duration of Program, Intake Capacity, Scheme of Examinations, Standard of Passing and Credit Structure along with syllabus of **BMS (Capital Markets) (Sem I & II)** (Appendix – 'A') have been introduced and the same have been brought into force with effect from the academic year **2023-24**.

The New Ordinances & Regulations as per NEP 2020 is as follows :-

Sr. No.	Name of the Program	Ordinance no. for Title	Ordinance no. for Eligibility	Duration
A	U.G. Certificate in Capital Markets	O.GUA – 545 A	O.GUA – 546 A	One year
B	U.G. Diploma in Capital Markets	O.GUA – 545 B	O.GUA – 546 B	Two year
C	BMS (Capital Markets)	O.GUA – 545 C	O.GUA – 546 C	Three year
D	BMS (Hons) (Capital Markets)	O.GUA – 545 D	O.GUA – 546 D	Four year

2/-



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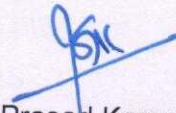
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Date: 24<sup>th</sup> March, 2025

: 2 :

Regulation No	
Duration	R.GUA – 611
Intake Capacity	R.GUA – 612
Scheme of examination	R.GUA – 613
Standard of Passing	R.GUA – 614
Credit Structure	R.GUA – 615 A
	R.GUA – 615 B
	R.GUA – 615 C
	R.GUA – 615 D
	R.GUA – 615 E
	R.GUA – 615 F
	R.GUA – 615 G
	R.GUA – 615 H

  
(Dr. Prasad Karande)  
REGISTRAR

**A.C/9.3(C)16(N)/01/11/2023**  
**M.C/6/14/8/2024**

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Copy forwarded with Compliments for information to:-

- 1) The Chairman, Board of Deans
- 2) The Dean, Faculty of Commerce & Management
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Director, Department of Information & Communication Technology,
- 6) The Co-ordinator, MKCL.

<b>Copy forwarded for information and necessary action to :-</b>	
1	The Deputy Registrar, (Admissions, Enrolment, Eligibility and Migration Dept)(AEM), <a href="mailto:dr@eligi.mu.ac.in">dr@eligi.mu.ac.in</a>
2	The Deputy Registrar, Result unit, Vidyanagari <a href="mailto:drresults@exam.mu.ac.in">drresults@exam.mu.ac.in</a>
3	The Deputy Registrar, Marks and Certificate Unit,. Vidyanagari <a href="mailto:dr.verification@mu.ac.in">dr.verification@mu.ac.in</a>
4	The Deputy Registrar, Appointment Unit, Vidyanagari <a href="mailto:dr.appointment@exam.mu.ac.in">dr.appointment@exam.mu.ac.in</a>
5	The Deputy Registrar, CAP Unit, Vidyanagari <a href="mailto:cap.exam@mu.ac.in">cap.exam@mu.ac.in</a>
6	The Deputy Registrar, College Affiliations & Development Department (CAD), <a href="mailto:deputyregistrar.uni@gmail.com">deputyregistrar.uni@gmail.com</a>
7	The Deputy Registrar, PRO, Fort, (Publication Section), <a href="mailto:Pro@mu.ac.in">Pro@mu.ac.in</a>
8	The Deputy Registrar, Executive Authorities Section (EA) <a href="mailto:eau120@fort.mu.ac.in">eau120@fort.mu.ac.in</a>  He is requested to treat this as action taken report on the concerned resolution adopted by the Academic Council referred to the above circular.
9	The Deputy Registrar, Research Administration & Promotion Cell (RAPC), <a href="mailto:rapc@mu.ac.in">rapc@mu.ac.in</a>
10	The Deputy Registrar, Academic Appointments & Quality Assurance (AAQA) dy.registrar.tau.fort.mu.ac.in <a href="mailto:ar.tau@fort.mu.ac.in">ar.tau@fort.mu.ac.in</a>
11	The Deputy Registrar, College Teachers Approval Unit (CTA), <a href="mailto:concolsection@gmail.com">concolsection@gmail.com</a>
12	The Deputy Registrars, Finance & Accounts Section, fort <a href="mailto:draccounts@fort.mu.ac.in">draccounts@fort.mu.ac.in</a>
13	The Deputy Registrar, Election Section, Fort <a href="mailto:drelection@election.mu.ac.in">drelection@election.mu.ac.in</a>
14	The Assistant Registrar, Administrative Sub-Campus Thane, <a href="mailto:thanesubcampus@mu.ac.in">thanesubcampus@mu.ac.in</a>
15	The Assistant Registrar, School of Engg. & Applied Sciences, Kalyan, <a href="mailto:ar.seask@mu.ac.in">ar.seask@mu.ac.in</a>
16	The Assistant Registrar, Ratnagiri Sub-centre, Ratnagiri, <a href="mailto:ratnagirisubcentar@gmail.com">ratnagirisubcentar@gmail.com</a>
17	The Director, Centre for Distance and Online Education (CDOE), Vidyanagari, <a href="mailto:director@idol.mu.ac.in">director@idol.mu.ac.in</a>
18	Director, Innovation, Incubation and Linkages, Dr. Sachin Laddha <a href="mailto:pinkumanno@gmail.com">pinkumanno@gmail.com</a>
19	Director, Department of Lifelong Learning and Extension (DLLE), <a href="mailto:dlleuniversityofmumbai@gmail.com">dlleuniversityofmumbai@gmail.com</a>

Copy for information :-	
1	P.A to Hon'ble Vice-Chancellor, <a href="mailto:vice-chancellor@mu.ac.in">vice-chancellor@mu.ac.in</a>
2	P.A to Pro-Vice-Chancellor <a href="mailto:pvc@fort.mu.ac.in">pvc@fort.mu.ac.in</a>
3	P.A to Registrar, <a href="mailto:registrar@fort.mu.ac.in">registrar@fort.mu.ac.in</a>
4	P.A to all Deans of all Faculties
5	P.A to Finance & Account Officers, (F & A.O), <a href="mailto:camu@accounts.mu.ac.in">camu@accounts.mu.ac.in</a>

To,

1	The Chairman, Board of Deans <a href="mailto:pvc@fort.mu.ac.in">pvc@fort.mu.ac.in</a>
2	<p><b>Faculty of Humanities,</b></p> <p><b>Dean</b></p> <p>1. Prof.Anil Singh <a href="mailto:Dranilsingh129@gmail.com">Dranilsingh129@gmail.com</a></p> <p><b>Associate Dean</b></p> <p>2. Dr.Suchitra Naik <a href="mailto:Naiksuchitra27@gmail.com">Naiksuchitra27@gmail.com</a></p> <p>3.Prof.Manisha Karne <a href="mailto:mkarne@economics.mu.ac.in">mkarne@economics.mu.ac.in</a></p> <p><b>Faculty of Commerce &amp; Management,</b></p> <p><b>Dean</b></p> <p>1. Dr.Kavita Laghate <a href="mailto:kavitalaghate@jbims.mu.ac.in">kavitalaghate@jbims.mu.ac.in</a></p> <p><b>Associate Dean</b></p> <p>2. Dr.Ravikant Balkrishna Sangurde <a href="mailto:Ravikant.s.@somaiya.edu">Ravikant.s.@somaiya.edu</a></p> <p>3. Prin.Kishori Bhagat <a href="mailto:kishoribhagat@rediffmail.com">kishoribhagat@rediffmail.com</a></p>

	<b>Faculty of Science &amp; Technology</b> <b>Dean</b> 1. Prof. Shivram Garje <a href="mailto:ssgarje@chem.mu.ac.in">ssgarje@chem.mu.ac.in</a> <b>Associate Dean</b> 2. Dr. Madhav R. Rajwade <a href="mailto:Madhavr64@gmail.com">Madhavr64@gmail.com</a> 3. Prin. Deven Shah <a href="mailto:sir.deven@gmail.com">sir.deven@gmail.com</a>
	<b>Faculty of Inter-Disciplinary Studies,</b> <b>Dean</b> 1. Dr. Anil K. Singh <a href="mailto:aksingh@trcl.org.in">aksingh@trcl.org.in</a> <b>Associate Dean</b> 2. Prin. Chadrashekhhar Ashok Chakradeo <a href="mailto:cachakradeo@gmail.com">cachakradeo@gmail.com</a>
3	Chairman, Board of Studies,
4	The Director, Board of Examinations and Evaluation, <a href="mailto:dboee@exam.mu.ac.in">dboee@exam.mu.ac.in</a>
5	The Director, Board of Students Development, <a href="mailto:dsd@mu.ac.in">dsd@mu.ac.in</a> <b>DSW</b> <a href="mailto:directr@dsw.mu.ac.in">directr@dsw.mu.ac.in</a>
6	The Director, Department of Information & Communication Technology, <a href="mailto:director.dict@mu.ac.in">director.dict@mu.ac.in</a>



**As Per NEP 2020**

## **University of Mumbai**



### **Title of the program**

- A- U.G. Certificate in Capital Markets
- B- U.G. Diploma in Capital Markets
- C- BMS (Capital Markets)
- D- BMS (Hons.) (Capital Markets)

**(Garware Institute of Career Education and Development)**

**Syllabus for**

**Semester- Semester I and II**

**Ref: GR dated 20<sup>th</sup> April,2023 for Credit Structure of UG**

**(with effect from the academic year 2023-24 Progressively)**

# UNIVERSITY OF MUMBAI



(AS PER NEP 2020)

Sr. No.	Heading	Particulars	
1	Title of program O: <u>GUA- 545A</u>	A	U.G. Certificate in Capital Markets
	O: <u>GUA- 545B</u>	B	U.G. Diploma in Capital Markets
	O: <u>GUA- 545C</u>	C	BMS (Capital Markets)
	O: <u>GUA- 545D</u>	D	BMS(Hons.) (Capital Markets)
2	Eligibility O: <u>GUA- 546A</u>	A	<p>1. HSC Passed (In Any Faculty) <b>OR</b> Passed Equivalent Academic Level 4.0</p> <p style="text-align: center;">And</p> <p>2. Admissions on the basis of Written Test &amp; Interview.</p>
	O: <u>GUA- 546B</u>	B	<p>1.The Students who have completed Under Graduate Diploma in Capital Markets 3 years full time after 10<sup>th</sup> grade or Under Graduate Diploma in Capital Markets 1 year or Sem I &amp; II of B.Voc in Capital Markets Full Time from any UGC recognized Universities. <b>OR</b> Passed Equivalent Academic Level 4.5</p> <p>2. The candidate who's Under Graduate Certificate credits are 60% equivalent to U.G. Diploma in Capital Markets &amp; he/she earns minimum 8 Credits from U.G. Certificate in Capital Markets.</p> <p>3. As per NEP criteria on the basis of RPL- Recognition of Prior Learning, Candidate to be admitted to 2<sup>nd</sup> Year subject to He/she securing minimum 50% in the 1<sup>st</sup> Year assessment of U.G. Certificate in Capital Markets.</p>
	O: <u>GUA- 546C</u>	C	1. The candidate who has successfully

			<p>completed U.G. Diploma in Capital Markets. <b>OR</b> Passed Equivalent Academic Level 5.0</p> <p>2. The candidate who's Under Graduate Diploma credits are 60% equivalent to BMS (Capital Markets) &amp; he/she earns minimum 8 Credits from U.G. Diploma in Capital Markets.</p> <p>3. As per NEP criteria on the basis of RPL- Recognition of Prior Learning, Candidate to be admitted to 3<sup>rd</sup> Year subject to He/she securing minimum 50% in the 2<sup>nd</sup> Year assessment of U.G. Diploma in Capital Markets.</p>
	O: GUA- 546D	D	The candidate who has successfully completed BMS (Capital Markets) with minimum CGPA of 7.5 <b>OR</b> Passed Equivalent Academic Level 5.5
3	Duration of Program R: <u>GUA- 611</u>	A	1 Year
		B	2 Years
		C	3 Years
		D	4 Years
4	R: <u>GUA- 612</u> Intake Capacity	60	
5	R: <u>GUA- 613</u> Scheme of Examination	NEP 50% Internal – Continuous Evaluation 50% External- Semester End Examination Individual Passing in Internal and External Examination	
6	Standards of Passing R: <u>GUA- 614</u>	50% in each component	
7	Credit Structure R: <u>GUA- 615A</u> R: <u>GUA- 615B</u> R: <u>GUA- 615C</u> R: <u>GUA- 615D</u> R: <u>GUA- 615E</u>	Attached herewith	



	R: <u>GUA- 615F</u> R: <u>GUA- 615G</u> R: <u>GUA- 615H</u>		
8	Semesters	A	Sem I & II
		B	Sem I, II, III, & IV
		C	Sem I, II, III, IV, V, & VI
		D	Sem I, II, III, IV, V, VI, VII & VIII
9	Program Academic Level	A	4.5
		B	5.0
		C	5.5
		D	6.0
10	Pattern	Semester	
11	Status	New	
12	To be implemented from Academic Year progressively	From Academic Year : 2023-24	

Km Nayak

Dr. Keyurkumar M. Nayak,  
Director,  
UM-GICED

KR Laghate

Prof.(Dr.) Kavita Laghate  
Dean,  
Faculty of Commerce & Management

## **Preamble**

### **Introduction:**

BMS in Capital Markets is a specialized program that integrates the fields of business management and finance, with a focus on capital markets. This program provides students with a comprehensive understanding of the functioning and dynamics of capital markets, including stock exchanges, securities trading, and investment banking. By combining management principles with in-depth knowledge of capital markets, the BMS program equips students with the skills to analyze market trends, evaluate investment opportunities, and make informed decisions in the financial industry.

### **Program Objectives:**

The objective of the BMS in Capital Markets program is to provide students with a strong foundation in business management principles and specialized knowledge of capital markets. Through a comprehensive curriculum, the program aims to equip students with the necessary skills and expertise to understand the functioning of capital markets, analyze market trends, and make informed investment decisions. The program also focuses on developing students' critical thinking, problem-solving, and communication skills, enabling them to navigate the complexities of the capital markets industry.

### **Course Objectives:**

The objective of the BMS in Capital Markets program is to equip students with the knowledge and skills necessary to excel in the field of capital markets. By the end of the program, students will have a strong understanding of core business management and finance principles within the context of capital markets. Through the use of computational tools and techniques, students will be able to analyze complex financial data and derive meaningful insights for informed decision making. Furthermore, students will develop effective collaboration skills, enabling them to work efficiently within interdisciplinary teams and design comprehensive strategies for capital market investments.

### **Course Outcomes:**

**CO1:** Demonstrate a strong understanding of core principles in business management and finance within the context of capital markets.

**CO2:** Apply analytical and decision-making skills to evaluate investment opportunities, analyze market trends, and manage financial risks in capital markets.

**CO3:** Utilize computational tools and techniques to analyze complex financial data and derive insights for effective decision-making in the capital markets domain.

**CO4:** Collaborate effectively within interdisciplinary teams to design and implement strategies for capital market investments, considering both financial and managerial aspects.

**CO5:** Communicate and present capital market concepts, investment strategies, and financial insights to diverse stakeholders in a professional and persuasive manner, enhancing interpersonal and presentation skills.

R _____ A										
Curriculum Framework										
First Year										
Level	Sem	Major		Minor	OE	VC, SEC	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr./Sem.	Degree/Cum. Cr.
		Mandatory*	Electives Any one							
4.5	I	Introduction to Financial Market Credits 2  Financial Accounting Credits 4	-	-	Business Law Credits 2  Business Economics - I Credits 2	VC: Foundation Course 1 Credits 2  SEC: Leadership Skills-1 Credits 2	AEC: Grammatical and Composition Skills English Credits 2  VEC: Indian Values and Ethics Credits 2  IKS: Indian Knowledge System Credits 2	CC: National Service Scheme (NSS), Community Engagement & Services (CES), Sports and Cultural Activities Credits 2	22	UG Certificate 40-44
	Credits	6	0	0	4	4	6	2	22	
	II	Technical Analysis Credits 4  Mutual Funds Credits 2	-	Corporate Finance Credits 2	Behavioural Finance Credits 2  Business Environment Credits 2	VC: Foundation Course 2 Credits 2  SEC: Leadership Skills-2 Credits 2	AEC: Conversational Skills Credits :2,  VEC : Social Media Solutions Credits 2	CC: National Service Scheme (NSS), Community Engagement & Services (CES), Sports and Cultural Activities Credits 2	22	
	Credits	6	0	2	4	4	4	2	22	
	Cum Cr.	12	-	2	8	8	10	4	44	
Exit option: Award of UG Certificate in Major with 40-44 credits and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor										



R\_\_\_\_\_B

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Level	Semester	Major		Minor	OE	VC, SEC	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr./ Sem.	Degree / Cum. Cr.
		Mandatory*	Electives Any one							
5.0	III	Fixed Income Securities Credits 4  Securities Law Credits 2	-	Banking Operations and Technology Credits 4	Marketing and Sales of Financial Products Credits 2	VC: Business Ethics & CSR Credits:2,	AEC: Communication Skills Credits 2	FP: Community Engagement & Services (CES) Credits 2  CC: Sports and Cultural Activities Credits :2	20	UG Diploma 80-88
<b>Credits</b>		<b>6</b>	<b>0</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>	20	
	IV	Mergers & Acquisitions Credits 4  Derivatives Credits 2	-	Information Technology in Business Management Credits 4	Business Research Methods Credits 2	Excel and Advanced Excel Credits :2	AEC Corporate and Business Communication Credits :2	CEP: Community Engagement & Services (CES) Credits : 2  CC: Sports and Cultural Activities Credits 2	20	
<b>Credits</b>		<b>6</b>	<b>0</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>		
<b>Cum Cr.</b>		<b>24</b>	<b>-</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>14</b>	<b>12</b>	<b>84</b>	
Exit option: Award of UG Diploma in Major and Minor with 80-88 credits and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor.										

R_____C										
<b>THIRD YEAR</b>										
Level	Sem	Major		Minor	OE	VC, SEC	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr./ Sem.	Degree / Cum. Cr.
		Mandatory*	Electives Any one							
5.5	V	Financial Risk Management Credits 4  Foreign Exchange Credits 4	Accounting for Managerial Decisions Credits 4  OR Business Statistics Credits 4	Financial Planning Credits 4		VC: Principles Of Management Credits 2		FP:,Guest Sessions Credits : 2	20	UG Degree 120-132
Credits		8	4	4	0	2	0	2	20	
	VI	Private Equity and Venture Capital Credits 4  Taxation Credits 4	Strategic Management Credits 4 Or International Business Credits 4	Design Thinking and Business Models Credits 4				OJT Industrial Training Credits :4	20	
Credits		8	4	4				4		
Cum Cr.		40	8	18	12	14	14	18	124	
Exit option: Award of UG Degree in Major with 120-132 credits OR Continue with Major and Minor										

R _____ D										
<b>FOURTH YEAR</b>										
Level	Sem	Major		Minor	OE	VC, SEC	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr./ Sem.	Degree/ Cum. Cr.
		Mandatory*	Electives Any one							
6.0	VII	Financial Modeling Credits 4  Project Finance Credits 4   Portfolio Management Credits 2  Project Credits 2	Entrepreneurship Management Credits 4 OR  Financial Technology Credits 4	RM: Credits: 4					20	UG Honours Degree 160-176
	<b>Credits</b>	<b>12</b>	<b>4</b>	<b>4</b>						
	VIII	Alternative Investments Credits 4  Investment Banking Credits 4  Applied People Skills Credits 2  Islamic Banking & Finance Credits 2	Algorithmic Trading Credits 4  OR  International Political Analysis Credits 4					OJT Industrial Training 2 Credits :4	20	
		<b>12</b>	<b>4</b>					<b>4</b>		
<b>Cum Cr.</b>									<b>164</b>	
		<b>64</b>	<b>16</b>	<b>22</b>	<b>12</b>	<b>14</b>	<b>14</b>	<b>22</b>		
Four Year UG Honors Degree in Major and Minor with 160-176 credits										

*Keyurkumar*

Dr. Keyurkumar M. Nayak,  
Director,  
UM-GICED

*K. Laghate*

Prof.(Dr.) Kavita Laghate  
Dean,  
Faculty of Commerce & Management



## BMS (CM) EXAMINATION PATTERN

**(TOTAL MARKS: 100 TOTAL CREDITS :166)**

	Subject Code	Core Subject	Assessment Pattern			Teaching Hours			
	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks (C A) 50/100	Theory Hours	Practical Hours	Total Hours	Total Credits
<b>S E M E S T E R I</b>	<b>Major Mandatory</b>								
	BMSCMS1MJP1	Introduction to Financial Market	25	25	50	30	--	30	2
	BMSCMS1MJP2	Financial Accounting	50	50	100	60	--	60	4
	<b>Open Elective (OE)</b>								
	BMSCMS1P3	Business Law	25	25	50	30	--	30	2
	BMSCMS1P4	Business Economics - I	25	25	50	30	--	30	2
	<b>Vocational Courses (VC)</b>								
	BMSCMS1P5	Foundation Course 1	25	25	50	30	--	30	2
	<b>Skills Enhancement Course (SEC)</b>								
	BMSCMS1P6	Leadership Skills-1	25	25	50	30	--	30	2
	<b>Ability Enhancement Course (AEC)</b>								
	BMSCMS1P7	Grammatical and Composition Skills English	25	25	50	30	--	30	2
	<b>Value Education Course (VEC)</b>								
	BMSCMS1P8	Indian Values and Ethics	25	25	50	30	--	30	2

	<b>Indian Knowledge System (IKS)</b>								
	BMSCMS1P9	Indian Knowledge System	25	25	50	30	--	30	2
	<b>Co-curricular</b>								
	BMSCMS1P10	Sports and Cultural Events	50	--	50	--	30	30	2
		<b>Total</b>	<b>300</b>	250	<b>550</b>	<b>300</b>	<b>30</b>	<b>330</b>	22

	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks (CA) 50/100	Theory Hours	Practical Hours	Total Hours	Total Credits
S E M E S T E R II	<b>Major Mandatory</b>								
	BMSCMS 2MJP11	Technical Analysis	50	50	100	60	--	60	4
	BMSCMS 2MJP12	Mutual Funds	25	25	50	30	--	30	2
	<b>Minor</b>								
	BMSCMS 2MRP13	Corporate Finance	25	25	50	30	--	30	2
	<b>Open Elective (OE)</b>								
	BMSCMS 2P14	Behavioural Finance	25	25	50	30	--	30	2
	BMSCMS 2P15	Business Environment	25	25	50	30	--	30	2
	<b>Vocational Courses (VC)</b>								
	BMSCMS 2P16	Foundation Course 2	25	25	50	30	--	30	2
	<b>Skills Enhancement Course (SEC)</b>								
	BMSCMS 2P17	Leadership Skills-2	25	25	50	30	--	30	2
	<b>Ability Enhancement Course (AEC)</b>								
	BMSCMS 2P18	Conversational Skills	50	--	50	30	--	30	2
	<b>Value Education Course (VEC)</b>								
	BMSCMS 2P19	Social Media Solutions	25	25	50	30	--	30	2
	<b>Co-curricular</b>								
	BMSCMS 2P20	Community Engagement	50	--	50	--	30	30	2
		<b>Total</b>	<b>325</b>	<b>225</b>	<b>550</b>	<b>300</b>	<b>30</b>	<b>330</b>	<b>22</b>



	<b>Exit option: Award of UG Certificate in Major with 40-44 credits and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Min</b>								
		<b>Topics</b>	<b>Internal Marks 50</b>	<b>External Marks 50</b>	<b>Total Marks 100</b>	<b>Lectures/Tutorials</b>	<b>Practical Hours</b>	<b>Total Hours</b>	<b>Credit</b>
	<b>Major Mandatory</b>								
<b>S E M E S T E R III</b>	BMSCMS 3MJP21	Fixed Income Securities	50	50	100	60	--	60	4
	BMSCMS 3MJP22	Securities Law	25	25	50	30	--	30	2
	<b>Minor</b>								
	BMSCMS 3MRP23	Banking Operations and Technology	50	50	100	60	--	60	4
	<b>Open Elective (OE)</b>								
	BMSCMS 3P24	Marketing and Sales of Financial Products	25	25	50	30	--	30	2
	<b>Vocational Courses (VC)</b>								
	BMSCMS 3P25	Business Ethics & CSR	25	25	50	30	--	30	2
	<b>Ability Enhancement Course (AEC)</b>								
	BMSCMS 3P26	Communication Skills	25	25	50	30	--	30	2
	<b>Field Project (FP)</b>								
	BMSCMS 3P27	FP: Community Engagement & Services	50	--	50	--	30	30	2
	<b>Co-curricular</b>								
	BMSCMS 3P28	Sports and Cultural Activities	50	--	50	--	30	30	2
		<b>Total</b>	<b>300</b>	<b>200</b>	<b>500</b>	<b>240</b>	<b>60</b>	<b>300</b>	<b>20</b>

	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks 100	Lecture s/Tutorial s	Practical Hours	Total Hours	Credit
S E M E S T E R I V	<b>Major Mandatory</b>								
	BMSCMS 4MJP29	Mergers & Acquisitions	50	50	100	60	--	60	4
	BMSCMS 4MJP30	Derivatives	25	25	50	30	--	30	2
	<b>Minor</b>								
	BMSCMS 4MRP31	Information Technology in Business Management	50	50	100	60	--	60	4
	<b>Open Elective (OE)</b>								
	BMSCMS 4P32	Business Research Methods	25	25	50	30	--	30	2
	<b>Skills Enhancement Course (SEC)</b>								
	BMSCMS 4P33	Excel and Advanced Excel	50	--	50	30	--	30	2
	<b>Ability Enhancement Course (AEC)</b>								
	BMSCMS 4P34	Corporate and Business Communication	25	25	50	30	--	30	2
	<b>Project (CEP)</b>								
	BMSCMS 4P35	Community Engagement & Services	50	--	50	--	30	30	2
	<b>Co-curricular</b>								
	BMSCMS 4P36	Sports and Cultural Activities	50	--	50	--	30	30	2
		<b>Total</b>	<b>325</b>	<b>175</b>	<b>500</b>	<b>240</b>	<b>60</b>	<b>300</b>	<b>20</b>

[illegible]

	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks 100	Lecture s/Tutorial s	Practical Hours	Total Hours	Credit
<b>S E M E S T E R  V I</b>	<b>Major Mandatory</b>								
	BMSCMS 6MJP43	Private Equity and Venture Capital	50	50	100	60	--	60	4
	BMSCMS 6MJP44	Taxation	50	50	100	60	--	60	4
	<b>Elective (E)</b>								
	BMSCMS 6P45A	Strategic Management	50	50	100	60	--	60	4
		<b>OR</b>							
	BMSCMS 6P45B	International Business	50	50	100	60	--	60	4
	<b>Minor</b>								
	BMSCMS 6MRP46	Design Thinking and Business Models	50	50	100	60	--	60	4
	<b>On Job Training (OJT)</b>								
	BMSCMS 6P47	Industrial Training	100	--	100		60	60	4
		<b>Total</b>	<b>300</b>	<b>200</b>	<b>500</b>	<b>240</b>	<b>60</b>	<b>300</b>	<b>20</b>

	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks 100	Lecture s/Tutorials s	Practical Hours	Total Hours	Credit
S E M E S T E R V I I	Major Mandatory								
	BMSCMS7MJP48	Financial Modeling	50	50	100	60	---	60	4
	BMSCMS7MJP49	Project Finance	50	50	100	60	---	60	4
	BMSCMS7MJP50	Portfolio Management	25	25	50	30	--	30	2
	BMSCMS7MJP51	Project	50	--	50		60	60	2
	Elective (E)								
	BMSCMS7P52A	Entrepreneurship Management	50	50	100	60	---	60	4
		OR							
	BMSCMS7P52B	Financial Technology	50	50	100	60	---	60	4
	Minor								
	BMSCMS7MRP53	Research Methodology	50	50	100	60	---	60	4
		<b>Total</b>	<b>275</b>	<b>225</b>	<b>500</b>	<b>270</b>	<b>60</b>	<b>330</b>	<b>20</b>

	Subject Code	Topics	Internal Marks 50	External Marks 50	Total Marks 100	Lecture s/Tutorial s	Practical Hours	Total Hours	Credit
S E M E S T E R V II I	<b>Major Mandatory</b>								
	BMSCMS 8MJP54	Alternative Investments	50	50	100	60	---	60	4
	BMSCMS 8MJP55	Investment Banking	50	50	100	60	---	60	4
	BMSCMS 8MJP56	Applied People Skills	25	25	50	30	--	30	2
	BMSCMS 8MJP57	Islamic Banking & Finance	25	25	50	30	--	30	2
	<b>Elective (E)</b>								
	BMSCMS 8P58A	Algorithmic Trading	50	50	100	60	---	60	4
	<b>OR</b>								
	BMSCMS 8P58B	International Political Analysis	50	50	100	60	---	60	4
	<b>On Job training (OJT)</b>								
	BMSCMS 8P59	On Job training	100	--	100		120	120	4
		<b>Total</b>	<b>300</b>	<b>200</b>	<b>500</b>	<b>240</b>	<b>120</b>	<b>360</b>	<b>20</b>

# Sem.-I



## **B.M.S-CM REVISED (NEP 2020)**

### **UNIT WISE SYLLABUS**

	<b>SEMESTER 1</b>
1.1	<p><b>INTRODUCTION TO FINANCIAL MARKET</b></p> <p><b>Introduction to Financial Markets</b></p> <ul style="list-style-type: none"><li>• Financial System Of The Economy</li><li>• Components Of Security Markets Stock Exchange</li><li>• Debt, Equity &amp; Money Market</li></ul> <p><b>Components of Securities Markets</b></p> <ul style="list-style-type: none"><li>• Market Information</li><li>• Components of Securities Markets</li><li>• Objectives of various investors</li><li>• Equity vs Debt</li><li>• Debt markets</li><li>• Money Markets</li></ul> <p><b>Financial Instruments and Participants</b></p> <ul style="list-style-type: none"><li>• Mutual Funds</li><li>• Derivatives</li><li>• Commodity Markets</li><li>• Forex Markets</li><li>• Private Equity</li><li>• Different Types of Investors</li></ul> <p><b>Alternate Investment Schemes and Other Investment Products</b></p> <ul style="list-style-type: none"><li>• Alternative Investment Schemes</li><li>• Other Investment Products</li></ul> <p><b>Regulators</b></p> <ul style="list-style-type: none"><li>• Regulatory Bodies &amp; The Structure</li><li>• Role Of Regulators</li><li>• Regulatory Acts</li></ul> <p><b>Public Issues and Process</b></p> <ul style="list-style-type: none"><li>• Issue of securities</li></ul>

	<ul style="list-style-type: none"> <li>• Difference between public issues &amp; private placements and list category of investors</li> <li>• FPO and process of IPO</li> <li>• Payment methodology in IPO</li> <li>• Basis of allotment and book building process</li> </ul> <p><b>Index</b></p> <ul style="list-style-type: none"> <li>• Index Theory</li> <li>• Stock Selection, Index Calculation &amp; Maintenance</li> <li>• Free-Float Concept</li> <li>• Utility Indices</li> </ul> <p><b>Demat and Bolt</b></p> <ul style="list-style-type: none"> <li>• Demat</li> <li>• Depository System</li> <li>• Trading on BSE</li> <li>• BOLT</li> </ul> <p><b>Trading and Clearing and Settlement</b></p> <ul style="list-style-type: none"> <li>• Trading, Clearing &amp; Settlement</li> <li>• Making An Investment</li> <li>• Clearing &amp; Settlement</li> <li>• Auction</li> </ul> <p><b>Investor Services</b></p> <ul style="list-style-type: none"> <li>• Classification Of Stocks</li> <li>• Types Of Accounts To Be Opened</li> <li>• Trading Process</li> <li>• Types Of Trading</li> <li>• Settlement Process</li> <li>• Investor Grievance Redressal Mechanism</li> <li>• Arbitration Mechanism</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To provide students with a comprehensive understanding of the structure and functioning of financial markets.</li> <li>2. To familiarize students with the various types of financial markets, including money markets, capital markets, and derivative markets.</li> </ol>
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	<p>3. To explore the role and importance of financial institutions, such as banks, stock exchanges, and regulatory bodies, in facilitating financial transactions.</p> <p>4. To develop the ability to analyze and evaluate financial market instruments, such as stocks, bonds, futures, options, and currencies.</p> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the structure and organization of financial markets, including the participants, instruments, and regulatory framework.</li> <li>2. Differentiate between different types of financial markets, such as money markets and capital markets, and understand their respective functions.</li> <li>3. Evaluate the characteristics and risks associated with various financial market instruments, including stocks, bonds, and derivatives.</li> <li>4. Apply knowledge of financial markets to make informed investment decisions and assess the impact of market forces on investment returns.</li> </ol> <p><b>Reference Books</b> "Financial Markets and Institutions" by Frederic S. Mishkin and Stanley G. Eakins (2021), "The Economics of Money, Banking, and Financial Markets" by Frederic S. Mishkin (2021), "A Random Walk Down Wall Street" by Burton G. Malkiel (2021), "Principles of Corporate Finance" by Richard A. Brealey, Stewart C. Myers, and Franklin Allen (2021)</p>
1.2	<p><b>FINANCIAL ACCOUNTING</b></p> <p><b>Accounting standards</b></p> <ul style="list-style-type: none"> <li>• Concepts</li> <li>• Benefits</li> <li>• Procedures for issue of Accounting Standards</li> <li>• Various AS:</li> <li>• AS – 1: Disclosure of Accounting Policies</li> <li>• AS – 2: Valuation of Inventories (Stock)</li> <li>• AS – 9: Revenue Recognition</li> </ul> <p><b>Inventory Valuation</b></p> <ul style="list-style-type: none"> <li>• Meaning of inventories</li> <li>• Cost for inventory valuation</li> <li>• Inventory systems : Periodic Inventory system and Perpetual</li> <li>• Inventory System Valuation: Meaning and importance</li> <li>• Methods of Stock Valuation as per AS – 2</li> <li>• FIFO Method</li> <li>• Weighted Average Method</li> <li>• Computation of valuation of inventory as on balance sheet date</li> </ul>

**Final Accounts**

- Expenditure – Capital and Revenue
- Receipts - Capital and Revenue
- Adjustment and Closing Entries
- Final accounts of Manufacturing concerns (Proprietary Firm)

**Departmental Accounts**

- Meaning
- Basis of Allocation of Expenses and Incomes/Receipts
- Inter Departmental Transfer - at Cost Price and at Invoice Price
- Stock Reserve
- Departmental Trading and Profit & Loss Account and
- Departmental Balance Sheet

**Accounting for Hire Purchase**

- Meaning
- Calculation of interest
- Accounting for hire purchase transactions by asset purchase method based on full cash price
- Journal entries for hirer and vendor
- Ledger accounts for hirer and vendor
- Disclosure in balance sheet for hirer and vendor (Excluding Default, Repossession and Calculation of cash price)

**Accounting from Incomplete Records**

- Introduction
- Problems on preparation of final accounts of Proprietary Trading Concern (conversion method)

**Consignment Accounts**

- Accounting for consignment transactions
- Valuation of stock Invoicing

**Branch Accounts**

- Meaning
- Classification of branch
- Accounting for Dependent Branch not maintaining full books
- Debtors method
- Stock and debtors method

**Fire Insurance Claim**

- Computation of Loss of Stock by Fire
- Ascertainment of Claim as per the Insurance Policy
- Exclude:
- Loss of Profit
- Consequential Loss

**Learning Objectives :**

1. To provide students with a comprehensive understanding of the principles and concepts underlying financial accounting, including the preparation, presentation, and interpretation of financial statements.
2. To familiarize students with the accounting standards and regulations that govern financial reporting, ensuring compliance and accuracy in financial statements.
3. To develop the ability to analyze and interpret financial information, enabling students to assess the financial performance and position of an organization.
4. To equip students with the skills to prepare basic financial statements, including the income statement, balance sheet, and cash flow statement, and understand the relationship between these statements.

**Learning Outcomes:**

1. Understand the fundamental principles and concepts of financial accounting, including the accrual basis of accounting, the matching principle, and the concept of materiality.
2. Apply the accounting standards and regulations, such as Generally Accepted Accounting Principles (GAAP) or International Financial Reporting Standards (IFRS), to prepare and present financial statements accurately and in compliance with applicable rules.
3. Analyze and interpret financial statements to assess the financial performance, liquidity, and solvency of an organization, and make informed decisions based on financial information.
4. Demonstrate proficiency in preparing basic financial statements, including income statements, balance sheets, and cash flow statements, and understand the interrelationships between these statements.

**References:** "Financial Accounting: Tools for Business Decision-Making" by Paul D. Kimmel, Jerry J. Weygandt, and Donald E. Kieso (2021)., "Intermediate Accounting" by Donald E. Kieso, Jerry J. Weygandt, and Terry D. Warfield (2022)

1.3	<p><b>BUSINESS LAW</b></p> <p><b>Contract Act, 1872 &amp; Sale of Goods Act, 1930</b></p> <ul style="list-style-type: none"> <li>• Contract Act, 1872: Essential elements of Contract; Agreement and Contract – Capacity to Contract, free consent, consideration, lawful objects/ consideration, Breach of contract. Remedies for breach of Contract.</li> <li>• Sale of Goods Act, 1930: Scope of Act, Sale and Agreement to sell, essential of a valid Sale Contract – Conditions and warranties – Implied Condition and warranties, Rights of an unpaid seller.</li> </ul> <p><b>Negotiable Instrument Act, 1981 &amp; Consumer Protection Act, 1986</b></p> <ul style="list-style-type: none"> <li>• Negotiable Instrument Act, 1981: Introduction of Negotiable Instruments – Characteristics of negotiable instruments, Promissory note, Bills of exchange, Cheque, Dishonour of Cheque.</li> <li>• Consumer Protection Act, 1986: Objects of Consumer Protection- Introduction of Consumers, who is consumer? Meaning of the words “Goods and services” – Meaning of the words “Defects and Deficiencies of goods and services” Consumer disputes and Complaints.</li> </ul> <p><b>Company Law</b></p> <ul style="list-style-type: none"> <li>• What is company? – Incorporation of company – MOA, AOA, Prospectus, Meetings, Meaning of transfer and transmission of shares.</li> </ul> <p><b>Intellectual Property Rights (IPR)</b></p> <ul style="list-style-type: none"> <li>• IPR definition/ objectives</li> <li>• Patent definition. What is patentable? What is not patentable? Invention and its Attributes, Inventors and Applications</li> <li>• Trademarks, definition, types of trademarks, infringement and passing off.</li> <li>• Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions. Geographical indications (only short notes)</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To provide students with an understanding of the legal principles and frameworks that govern business transactions and operations.</li> <li>2. To familiarize students with the legal rights and obligations of businesses and individuals in various business contexts.</li> <li>3. To explore the legal aspects of contracts, business organizations, intellectual property, and employment relationships.</li> </ol>

	<p>4. To develop the ability to analyze and apply legal principles to real-world business scenarios and make informed legal decisions.</p> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the legal principles and concepts relevant to business transactions, such as contract formation, breach, and remedies.</li> <li>2. Analyze and interpret legal statutes and case law to assess rights, obligations, and liabilities in business contexts.</li> <li>3. Apply legal knowledge to evaluate and select appropriate business organizational structures, considering factors such as liability, taxation, and governance.</li> <li>4. Demonstrate an understanding of the legal frameworks governing intellectual property, employment relationships, and consumer protection in business settings.</li> </ol> <p><b>References:</b> "Business Law: Text and Cases" by Kenneth W. Clarkson, Roger LeRoy Miller, and Frank B. Cross, "The Legal Environment of Business: Text and Cases" by Frank B. Cross and Roger LeRoy Miller, "Business Law Today: Comprehensive" by Roger LeRoy Miller and Gaylord A. Jentz</p>
1.4	<p><b>BUSINESS ECONOMICS - I</b></p> <p><b>Introduction</b></p> <ul style="list-style-type: none"> <li>• Scope and Importance of Business Economics - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium</li> </ul> <p><b>Demand Analysis</b></p> <ul style="list-style-type: none"> <li>• Demand Function - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)-relationship between elasticity of demand and revenue concepts</li> <li>• Demand estimation and forecasting: Meaning and significance - methods of demand estimation: survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)</li> </ul> <p><b>Supply and Production Decisions and Cost of Production</b></p> <ul style="list-style-type: none"> <li>• Production function: short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale.</li> <li>• Cost concepts: Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in</li> </ul>



the Short Run and Long Run (hypothetical numerical problems to be discussed), LAC and Learning curve - Break even analysis (with business applications)

**Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition**

- Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and longrun equilibrium of a firm under Monopoly
- Monopolistic competition: Equilibrium of a firm under monopolistic competition, debate over role of advertising (topics to be taught using case studies from real life examples)
- Oligopolistic markets: key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)

**Pricing Practices**

- Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing -transfer pricing (case studies on how pricing methods are used in business world)

**Learning Objectives :**

1. To provide students with a comprehensive understanding of the economic principles and concepts relevant to business decision-making.
2. To familiarize students with the application of economic tools and techniques in analyzing and solving business problems.
3. To explore the relationship between economic factors, market conditions, and business strategies.
4. To develop the ability to make informed business decisions by applying economic principles and analyzing economic data.

**Learning Outcomes:**

1. Understand fundamental economic principles and concepts, such as supply and demand, elasticity, cost analysis, and market structures.
2. Apply economic tools and techniques, such as marginal analysis, cost-benefit analysis, and forecasting, to analyze and solve business problems.
3. Evaluate the impact of macroeconomic factors, such as GDP growth, inflation, and interest rates, on business operations and decision-making.
4. Make informed business decisions by considering economic factors, market conditions, and competitive dynamics.

**References:** "Managerial Economics: Applications, Strategies, and Tactics" by James R. McGuigan, R. Charles Moyer, and Frederick H. Harris, "Microeconomics for Managers"

	by David M. Kreps, "Managerial Economics: Theory, Applications, and Cases" by W. Bruce Allen, Keith Weigelt, and Neil Doherty
1.5	<p><b>FOUNDATION COURSE I</b></p> <ul style="list-style-type: none"> <li>• The Multi-cultural Diversity of Indian</li> <li>• The Regional Variations according to Rural, Urban and Tribal Characteristics</li> <li>• The Concept of Diversity as Difference</li> <li>• The Concept of Disparity as Arising Out of Stratification and Inequality</li> <li>• Gender Disparities and Violence Against Women</li> <li>• Physical and Mental Disabilities as a form of Inequality</li> <li>• Disability- as a form of Inequality</li> <li>• Discrimination due to Caste and Inter-Group Conflicts</li> <li>• Inter Group Conflicts- Communalism</li> <li>• Inter Group Conflicts- Regionalism and Linguistic Differences</li> <li>• The Indian Constitution</li> <li>• Basic Features of the Constitution</li> <li>• Features and Significance of Fundamental Duties</li> <li>• The Indian Political System</li> <li>• The 73rd and 74th Amendments</li> <li>• Role and Significance of Women in Politics</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To explore the multi-cultural diversity of India and understand the regional variations based on rural, urban, and tribal characteristics.</li> <li>2. To examine the concepts of diversity and disparity as they arise from stratification, inequality, and various social factors in Indian society.</li> <li>3. To investigate gender disparities and violence against women as forms of inequality, and analyze their impact on society.</li> <li>4. To examine discrimination based on caste and inter-group conflicts, including communalism and regionalism, and their implications for social harmony.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Demonstrate an understanding of the multi-cultural diversity of India and the variations in rural, urban, and tribal characteristics.</li> <li>2. Identify and analyze the concepts of diversity and disparity in Indian society, and their implications for social stratification and inequality.</li> <li>3. Recognize and evaluate the impact of gender disparities and violence against women on individuals and society as a whole.</li> <li>4. Analyze the dynamics of inter-group conflicts, including communalism and regionalism, and understand their effects on social cohesion. Additionally, recognize the role and significance of women in politics within the Indian political system, including the implications of the 73rd and 74th Amendments.</li> </ol>

1.6	<p><b>LEADERSHIP SKILLS I</b></p> <ul style="list-style-type: none"> <li>• Leadership &amp; Development I</li> <li>• Introduction to Leadership</li> <li>• Personal Leadership Development</li> <li>• Communication and Interpersonal Skills</li> <li>• Team Leadership and Collaboration</li> <li>• Leading Change and Innovation</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To introduce the fundamental principles and theories of leadership.</li> <li>2. To explore different leadership styles and their application in various contexts.</li> <li>3. To enhance self-awareness and self-reflection as a foundation for effective leadership.</li> <li>4. To develop essential communication and interpersonal skills for effective leadership.</li> <li>5. To understand the importance of emotional intelligence in leadership and its impact on relationships and team dynamics.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Demonstrate knowledge of key leadership principles, theories, and styles.</li> <li>2. Apply self-awareness and self-reflection to enhance personal leadership development.</li> <li>3. Communicate effectively and demonstrate strong interpersonal skills in a leadership context.</li> <li>4. Display emotional intelligence in leadership interactions and team dynamics.</li> <li>5. Apply critical thinking and problem-solving skills to address leadership challenges.</li> </ol>
1.7	<p><b>GRAMMATICAL AND COMPOSITION SKILLS ENGLISH</b></p> <ul style="list-style-type: none"> <li>• Parts of Speech</li> <li>• Sentence Structure</li> <li>• Verb Tenses and Agreement</li> <li>• Pronouns</li> <li>• Adjectives and Adverbs</li> <li>• Sentence Construction and Variety</li> <li>• Paragraph and Essay Writing</li> <li>• Editing and Revising</li> </ul> <p><b>Learning Objectives :</b></p>

	<ol style="list-style-type: none"> <li>1. To understand and apply fundamental grammatical concepts and rules in written and spoken English.</li> <li>2. To develop proficiency in sentence structure, including sentence variety, clarity, and coherence.</li> <li>3. To improve vocabulary skills, including word choice, usage, and contextual understanding.</li> <li>4. To enhance understanding and application of punctuation, capitalization, and spelling rules.</li> <li>5. To develop critical reading skills for analyzing and evaluating written texts.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Analyze and evaluate written texts critically to extract meaning and identify rhetorical devices.</li> <li>2. Write well-organized and coherent compositions with logical flow and effective paragraph development.</li> <li>3. Identify and correct grammatical errors and improve writing through proofreading and editing.</li> <li>4. Write clear and concise sentences and paragraphs that communicate ideas effectively.</li> <li>5. Utilize persuasive techniques and argumentation strategies in writing.</li> </ol>
1.8	<p><b>INDIAN VALUES AND ETHICS</b></p> <ul style="list-style-type: none"> <li>• Introduction to Indian Values and Ethics</li> <li>• Ancient Indian Philosophical Systems</li> <li>• Indian Epics and their Moral Teachings</li> <li>• Teachings of Indian Saints and Sages</li> <li>• Indian Ethical Codes and Virtues</li> <li>• Social and Environmental Responsibility</li> <li>• Ethical Dilemmas and Decision-Making</li> <li>• Values in Professional and Business Ethics</li> <li>• Interpersonal Relationships and Communication</li> <li>• Application of Indian Values and Ethics in Modern Life</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To examine the core principles of Indian ethics, such as Dharma, Ahimsa, and Satya, and their application in contemporary contexts.</li> <li>2. To analyze the relevance of Indian ethical frameworks in decision-making processes.</li> <li>3. To examine the role of Indian cultural and religious traditions in shaping ethical values.</li> <li>4. To develop an understanding of the ethical dimensions of leadership and governance in an Indian context.</li> </ol> <p><b>Learning Outcomes:</b></p>

	<ol style="list-style-type: none"> <li>1. Analyze and evaluate the application of Indian ethical frameworks in decision-making processes.</li> <li>2. Understand the influence of Indian cultural and religious traditions on ethical values.</li> <li>3. Recognize the ethical dimensions of leadership and governance in an Indian context.</li> <li>4. Evaluate the relationship between Indian values and sustainable development.</li> <li>5. Critically analyze and address ethical issues and dilemmas in Indian society and organizations.</li> </ol>
1.9	<p><b>INDIAN KNOWLEDGE SYSTEM</b></p> <ul style="list-style-type: none"> <li>• Introduction to Indian Knowledge Systems</li> <li>• Vedic Knowledge</li> <li>• Classical Indian Philosophical Systems</li> <li>• Indian Mathematical Systems</li> <li>• Indian Astronomy and Astrology</li> <li>• Indian Music, Dance, and Performing Arts</li> <li>• Indian Art and Architecture</li> <li>• Yoga and Meditation</li> <li>• Traditional Indian Sciences</li> </ul> <p><b>Learning Objectives :</b></p> <ol style="list-style-type: none"> <li>1. To foster an appreciation for the holistic and integrative approach of Indian knowledge systems.</li> <li>2. To promote cross-cultural understanding and dialogue between Indian and Western knowledge systems.</li> <li>3. To encourage students to reflect on their own cultural assumptions and biases.</li> <li>4. To develop research and analytical skills in studying and interpreting Indian texts and knowledge traditions.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Recognize the interdisciplinary nature of Indian knowledge systems and their connections to modern disciplines.</li> <li>2. Apply the principles and concepts of Indian knowledge systems to address contemporary challenges and issues.</li> <li>3. Engage in cross-cultural dialogue and demonstrate an appreciation for diverse knowledge systems.</li> <li>4. Reflect on personal cultural assumptions and biases, fostering a more inclusive and open-minded perspective.</li> </ol>

**Sem.-II**

	<b>SEMESTER 2</b>
2.1	<p><b>TECHNICAL ANALYSIS</b></p> <p><b>Important Elements of Technical Analysis</b></p> <ul style="list-style-type: none"> <li>• Strengths &amp; Weaknesses of Technical Analysis</li> <li>• Important Aspects of Technical Analysis</li> <li>• Level of Support &amp; Resistance</li> <li>• Traders' Remorse</li> <li>• Trend Indicators</li> </ul> <p><b>Charts and their patterns</b></p> <ul style="list-style-type: none"> <li>• Chart Patterns</li> <li>• Volume</li> <li>• Types of Chart Patterns</li> <li>• Reversal, Continuation &amp; triangle Patterns</li> </ul> <p><b>Trend Lines - Support and Resistance</b></p> <ul style="list-style-type: none"> <li>• Trends &amp; Their Characteristics</li> <li>• Channels</li> <li>• Support &amp; Resistance</li> <li>• Importance of Support &amp; Resistance</li> </ul> <p><b>Importance of Volume</b></p> <ul style="list-style-type: none"> <li>• Volume</li> <li>• Major Premises of Volume</li> <li>• Rate of Change, Volume Spikes &amp; Blow Offs</li> <li>• Liquidity Criteria &amp; Confirmatory Tool</li> <li>• Importance of Volume</li> </ul> <p><b>Moving Averages</b></p> <ul style="list-style-type: none"> <li>• Moving Averages &amp; Its Types</li> <li>• Simple, Linear and Exponential Moving Averages</li> <li>• Double Cross Overs &amp; Price Cross Overs</li> <li>• Identification of Trends</li> <li>• Major Uses of Moving Averages</li> </ul> <p><b>Technical Indictors</b></p> <ul style="list-style-type: none"> <li>• Technical Indicators</li> </ul>



	<ul style="list-style-type: none"> <li>• Characteristics of Technical Indicators</li> <li>• Leading &amp; Lagging Indicators</li> <li>• Momentum &amp; Trend Indicators</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To provide students with a comprehensive understanding of the principles and techniques of technical analysis in financial markets.</li> <li>2. To familiarize students with various technical analysis tools, indicators, and charting techniques used to analyze and forecast price movements.</li> <li>3. To develop the ability to interpret and analyze historical price data and patterns to make informed trading and investment decisions.</li> <li>4. To explore the application of technical analysis in different financial markets and asset classes, including stocks, bonds, commodities, and currencies</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the principles and theories of technical analysis, including the concepts of support and resistance, trends, and market psychology.</li> <li>2. Apply various technical analysis tools and indicators, such as moving averages, oscillators, and chart patterns, to analyze price data and identify potential trading opportunities.</li> <li>3. Interpret and analyze historical price patterns, such as trend lines, triangles, and candlestick formations, to make informed predictions about future price movements.</li> <li>4. Demonstrate the ability to apply technical analysis techniques in different financial markets and asset classes, and evaluate their effectiveness in generating trading signals and investment decisions.</li> </ol> <p><b>Reference:</b> Technical Analysis of the Financial Markets: A Comprehensive Guide to Trading Methods and Applications" by John J. Murphy</p>
2.2	<p><b>MUTUAL FUNDS</b></p> <p><b>Introduction to Mutual Funds</b></p> <ul style="list-style-type: none"> <li>• Why invest?</li> <li>• Alternate Investment Products</li> <li>• Advantages of Mutual Funds</li> <li>• Mutual Funds – History in India</li> </ul> <p><b>Fund Structure and Constituents</b></p> <ul style="list-style-type: none"> <li>• Structure of Mutual Fund</li> <li>• Working Mechanism of AMC</li> </ul>

	<ul style="list-style-type: none"> <li>• Other Entities Associated with the Mutual Fund</li> <li>• Portfolio Management of Mutual Funds</li> </ul> <p><b>New Categories of Funds</b></p> <ul style="list-style-type: none"> <li>• Types of Mutual Funds</li> <li>• Types of Equity Schemes</li> <li>• Debt Funds</li> <li>• Hybrid Funds</li> </ul> <p><b>NFO and Offer Document</b></p> <ul style="list-style-type: none"> <li>• New Fund Offer Process</li> <li>• Scheme Information Document</li> <li>• Statement of Additional Information</li> <li>• Key Information Memorandum</li> </ul> <p><b>Net Asset Value (NAV)</b></p> <ul style="list-style-type: none"> <li>• What is NAV?</li> <li>• Calculate NAV on each day</li> <li>• Loads</li> </ul> <p><b>Plans and Options in Mutual Funds</b></p> <ul style="list-style-type: none"> <li>• Direct plan vs Regular Plan</li> <li>• Features of Plans in Mutual Fund Schemes</li> <li>• Investment Options</li> <li>• Systematic Investment Plans</li> <li>•</li> </ul> <p><b>Accounting Valuation and Taxation</b></p> <ul style="list-style-type: none"> <li>• Scheme Expenses</li> <li>• Expense Ratio Limit</li> <li>• Additional TER</li> <li>• GST</li> <li>• Tax Aspects for Mutual Funds</li> </ul> <p><b>Regulators and Regulations</b></p> <ul style="list-style-type: none"> <li>• Association of Mutual Funds in India – Objectives, and Code</li> <li>• SEBI as the Regulator</li> <li>• RBI and Stock Exchanges</li> <li>• Investor Rights</li> </ul> <p><b>Return of Funds</b></p> <ul style="list-style-type: none"> <li>• Investment Style</li> <li>• The Measures of Return</li> </ul>
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**Risk and Performance of Funds**

- Types of Risk
- Measuring Risk
- Risk-Adjusted Return

**Mutual Fund (Equity) Scheme Selection**

- Factors to be considered for selection of an Equity Fund

**Mutual Fund (Debt and Hybrid ) Scheme Selection**

- Factors to be considered for selection of a:
- Debt Fund
- Hybrid Fund

**Transacting In Mutual Funds – I**

- Distribution Channels available for Investors in MF
- Appointment of Distributor and Commissions
- SEBI Advertisement Code
- Investor Information
- PAN and Micro-Investments
- Sale and Re-purchase Transaction
- Statement of Account (SoA) and Consolidated Account Statement (CAS)

**Analyzing Fact Sheet**

- How to select the right scheme to invest in

**Learning Objectives:**

1. To provide students with an understanding of the structure, functioning, and regulation of mutual funds as investment vehicles.
2. To familiarize students with the various types of mutual funds, including equity funds, bond funds, index funds, and sector-specific funds.
3. To explore the investment strategies and portfolio management techniques employed by mutual fund managers.
4. To develop the ability to analyze and evaluate mutual fund performance, considering factors such as risk-adjusted returns, expense ratios, and asset allocation

**Learning Outcomes:**

	<ol style="list-style-type: none"> <li>1. Understand the structure and operation of mutual funds, including the roles of asset management companies, trustees, and custodians.</li> <li>2. Differentiate between various types of mutual funds and their investment objectives, such as growth, income, or balanced funds.</li> <li>3. Evaluate mutual fund investment strategies and portfolio management techniques, including asset allocation, diversification, and benchmark selection.</li> <li>4. Analyze and assess mutual fund performance using relevant performance measures, such as Sharpe ratio, alpha, and beta, and make informed investment decisions based on the evaluation.</li> </ol> <p><b>Reference:</b> Introduction to Mutual Fund and it's types – Puneesh Swantar</p>
2.3	<p><b>CORPORATE FINANCE</b></p> <p><b>Introduction to Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• What is Corporate Finance</li> <li>• Ways to raise capital</li> <li>• Types of Corporate Structure</li> <li>• Characteristics of various structure</li> <li>• Areas of Finance</li> <li>• Corporate Finance Needs</li> <li>• Different types of funding requirement</li> </ul> <p><b>Time Value of money</b></p> <ul style="list-style-type: none"> <li>• Importance of the time value of money.</li> <li>• Difference between Simple interest and Compound interest.</li> <li>• Solve present value, future value, time or rate.</li> <li>• Annuities and perpetuities.</li> </ul> <p><b>Capital Budgeting I</b></p> <ul style="list-style-type: none"> <li>• What is Capital and Revenue Budget</li> <li>• Types of Capital Budget</li> <li>• Methods of financial evaluation of the project</li> <li>• Payback Period</li> </ul> <p><b>Capital Budgeting II</b></p> <ul style="list-style-type: none"> <li>• Net Present Value</li> </ul>

- Internal Rate of Return
- Types of Project Risks

### **Capital Structure**

- Need for Capital structure
- Factors influencing Capital structure
- Risk in Financial Structure
- Components of Capital structure
- Optimal mix of Debt and Equity

### **Weighted Cost of Capital**

- Cost of capital and cost components
- Weighted Average Cost of Capital
- Marginal Cost of Capital
- Factors Affecting the Cost of Capital
- Dividend Growth Model
- Dividend Growth Model Advantages & Disadvantages
- CAPM Approach
- Cost of Debentures & Bank loan

### **Leverage**

#### **Concept of Leverage- Creation, Uses & Risks**

- Types of Leverage
- DOL
- Financial Leverage, Total Leverage and Combined Leverage

### **Corporate Governance**

- Define Corporate Governance –What and Why?
- Evolution
- Benefits
- Indian Initiatives
- Disclosers
- Corporate governance concerns and challenges
- Code of ethics

### **Working Capital**

- Concept of gross and net working capital.
- Components of working capital.

	<ul style="list-style-type: none"> <li>• Specify the objectives of working capital.</li> <li>• Concept of operating cycle and turnover.</li> <li>• Estimate working capital and source of working capital.</li> <li>• Cash Management</li> <li>• Inventory Management</li> <li>• Receivable Management</li> </ul> <p><b>Dividend Theories</b></p> <ul style="list-style-type: none"> <li>• What is Dividend?</li> <li>• Types of Dividend</li> <li>• Different Dividend Policy</li> <li>• Various Dividend Theories</li> <li>• Dividend Payment Procedures</li> <li>• Setting Dividends</li> <li>• Dividends and Repurchases</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To provide students with a comprehensive understanding of the principles and theories of corporate finance, including capital budgeting, capital structure, and dividend policy.</li> <li>2. To familiarize students with financial decision-making processes within a corporate setting, including investment analysis, financing choices, and risk management.</li> <li>3. To develop the skills necessary to assess and evaluate investment opportunities, including the calculation and interpretation of financial metrics such as net present value (NPV) and internal rate of return (IRR).</li> <li>4. To explore the role of corporate finance in maximizing shareholder value, managing financial resources, and making informed business decisions.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the fundamental concepts and theories of corporate finance, including time value of money, risk and return, and the cost of capital.</li> <li>2. Apply financial analysis techniques to evaluate investment projects and make informed decisions based on financial metrics, such as NPV and IRR.</li> <li>3. Analyze and assess the impact of financing decisions on a company's capital structure and cost of capital, considering factors such as debt versus equity financing.</li> <li>4. Demonstrate proficiency in financial planning, budgeting, and risk management techniques to maximize shareholder value and effectively manage financial resources.</li> </ol>
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	<p><b>Reference:</b></p> <p>Corporate Finance and everything around it – Lawrence Pais, Shivam Surekha</p>
2.4	<p><b>BEHAVIOURAL FINANCE</b></p> <p><b>Introduction to Behavioral Finance</b></p> <ul style="list-style-type: none"> <li>• Nature, Scope, Objectives and Significance and Application</li> <li>• History of Behavioral Finance</li> <li>• Psychology: Concept, Nature, Importance</li> <li>• The Psychology of Financial Markets</li> <li>• The Psychology of Investor Behavior</li> <li>• Behavioral Finance Market Strategies</li> <li>• Prospect Theory</li> <li>• Mental Accounting — Investors Disposition Effect</li> </ul> <p><b>Building Block of Behavioral Finance</b></p> <ul style="list-style-type: none"> <li>• Cognitive Psychology and limits to arbitrage</li> <li>• Demand by arbitrageurs: Definition of arbitrageur</li> <li>• Long - short trades</li> <li>• Risk vs. Horizon</li> <li>• Transaction costs and short - selling costs</li> <li>• Fundamental risk</li> <li>• Noise - trader risk</li> <li>• Professional arbitrage</li> <li>• Destabilizing informed trading (positive feedback, predation)</li> <li>• Expected utility as a basis for decision – making</li> </ul> <p><b>Rationality from an Economics Prospective</b></p> <ul style="list-style-type: none"> <li>• Ellsberg’s paradoxes</li> <li>• Rationality from an economics and evolutionary prospective</li> <li>• Different ways to define rationality</li> <li>• Herbert Simon and bounded rationality</li> <li>• Demand by average investors: Definition of average investor</li> <li>• Belief biases Limited attention and categorization</li> <li>• Non - traditional preferences – prospect theory and loss aversion</li> <li>• Bubbles and systematic investor sentiment</li> </ul> <p><b>External Factors and Investor Behavior</b></p> <ul style="list-style-type: none"> <li>• Fear and Greed</li> <li>• Geomagnetic storms</li> <li>• Statistical methodology</li> </ul>



	<p><b>Statistical methodology</b></p> <p><b>Empirical data on dividend presence or absence</b></p> <p><b>Behavioral Corporate Finance</b></p> <ul style="list-style-type: none"> <li>• Ex dividend</li> <li>• Timing of good and bad news announcement</li> <li>• Neurophysiology of risk</li> <li>• Personality Traits and Attitude</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To provide students with an understanding of the principles and theories of behavioral finance, which combines psychology and finance to explain how investor behavior impacts financial markets.</li> <li>2. To familiarize students with various behavioral biases and heuristics that influence investment decision-making, such as overconfidence, loss aversion, herding behavior, and framing effects.</li> <li>3. To explore the implications of behavioral finance on asset pricing, market efficiency, and investment strategies.</li> <li>4. To develop the ability to critically analyze and evaluate behavioral finance concepts and apply them to real-world financial situations.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the principles and theories of behavioral finance, including the role of emotions, cognitive biases, and social influences on investor decision-making.</li> <li>2. Identify and analyze common behavioral biases and heuristics that affect investment decisions, and their potential impact on financial markets.</li> <li>3. Evaluate the implications of behavioral finance on asset pricing models, market anomalies, and market efficiency.</li> <li>4. Apply behavioral finance concepts to develop investment strategies that take into account the psychological factors influencing investor behavior.</li> </ol> <p><b>References:</b></p> <p>Consumer Behaviour By Schiffman – Kanuk.</p> <p>Why We Buy: The Science Of Shopping - by Paco Underhill.</p>
2.5	<b>BUSINESS ENVIRONMENT</b>

### **Introduction to Business Environment**

- Business: Meaning, Definition, Nature & Scope, Types of Business Organizations
- Business Environment: Meaning, Characteristics, Scope and Significance, Components of Business Environment
- Micro and Macro Environment: Definition, Differentiation, Analysis of Business Environment, SWOT Analysis.
  - Introduction to Micro-Environment:
    - Internal Environment: Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity
    - External Environment: Firm, customers, suppliers, distributors, Competitors, Society
  - Introduction to Macro Components:
    - Demographic, Natural, Political, Social, Cultural, Economic

### **Political and Legal environment**

- Political Institutions: Legislature, Executive, Judiciary, Role of government in Business, Legal framework in India.
- Economic environment: economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy
- Impact of business on Private sector, Public sector and Joint sector
- Sun-rise sectors of India Economy. Challenges of Indian economy.

### **Social and Cultural Environment, Technological environment and Competitive Environment**

- Social and Cultural Environment: Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance of Corporate Governance and Social Responsibility of Business
- Technological environment: Features, impact of technology on Business
- Competitive Environment: Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies

### **International Environment**

- GATT/ WTO: Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO.
- Globalization: Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model.
- MNCs: Definition, meaning, merits, demerits, MNCs in India

	<ul style="list-style-type: none"> <li>• FDI: Meaning, FDI concepts and functions, need for FDI in developing countries, Factors influencing FDI, FDI operations in India,</li> <li>• Challenges faced by International Business and Investment Opportunities for Indian Industry.</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To provide students with an understanding of the external factors that influence business operations and decision-making.</li> <li>2. To familiarize students with the various components of the business environment, including economic, social, political, technological, and legal factors.</li> <li>3. To explore the impact of globalization and international trade on business environments.</li> <li>4. To develop the ability to analyze and evaluate the business environment to identify opportunities and threats and make informed business decisions.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Understand the key components of the business environment, including economic, social, political, technological, and legal factors, and their interplay.</li> <li>2. Analyze and interpret macroeconomic indicators and trends to assess the overall economic health and business opportunities in a given market.</li> <li>3. Evaluate the impact of social, political, and technological factors on business operations and decision-making, and adapt strategies accordingly.</li> <li>4. Apply environmental analysis techniques to identify opportunities and threats in the business environment, and develop appropriate strategies to address them</li> </ol> <p><b>Reference:</b></p> <p>The Business Environment: Challenges and Changes" by Ian Worthington and Chris Britton</p>
2.6	<p><b>FOUNDATION COURSE II</b></p> <ul style="list-style-type: none"> <li>• Globalization and Indian Society</li> <li>• Understanding the concepts of liberalization, privatization and globalization</li> <li>• Growth of information technology and communication</li> <li>• Impact of globalization on industry</li> <li>• Human Rights</li> <li>• Ecology</li> <li>• Understanding Stress and Conflict</li> <li>• Managing Stress and Conflict in Contemporary Society</li> <li>• Contemporary Societal Challenge</li> </ul>

	<p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. Develop an understanding of the concepts of liberalization, privatization, and globalization, and their impact on Indian society.</li> <li>2. Examine the growth of information technology and communication and analyze its manifestations in everyday life and the industry.</li> <li>3. Explore the changes in employment patterns, migration, and the agrarian sector due to globalization, and evaluate their social and economic implications.</li> <li>4. Investigate the concepts of human rights, ecology, stress, conflict, and societal challenges to foster awareness and critical thinking about contemporary issues.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Demonstrate knowledge and comprehension of the concepts of liberalization, privatization, and globalization and their significance in shaping Indian society.</li> <li>2. Analyze the impact of globalization on the industry, employment patterns, migration, and the agrarian sector, and understand the complexities and challenges associated with these changes.</li> <li>3. Evaluate the implications of information technology, communication, and ecological factors on everyday life and the environment, and recognize the need for sustainable development.</li> <li>4. Develop an understanding of stress, conflict, societal challenges, and their management approaches, including coping mechanisms, conflict resolution, and efforts towards peacebuilding.</li> </ol>
2.7	<p><b>LEADERSHIP SKILLS II</b></p> <ul style="list-style-type: none"> <li>• Strategic Leadership</li> <li>• Leadership in a Global Context</li> <li>• Leadership and Social Responsibility</li> <li>• Leadership in Crisis and Conflict</li> <li>• Leadership in the Digital Age</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To build upon the foundational leadership principles and theories introduced in Leadership Skills I.</li> <li>2. To deepen the understanding of advanced leadership concepts and frameworks.</li> <li>3. To develop advanced communication and influencing skills for effective leadership.</li> <li>4. To enhance emotional intelligence and apply it in complex leadership situations.</li> <li>5. To develop strategic thinking and decision-making skills for leadership at a higher level.</li> </ol>

	<p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Apply advanced communication and influencing skills to inspire and motivate individuals and teams.</li> <li>2. Exhibit high emotional intelligence and effectively manage complex leadership dynamics.</li> <li>3. Utilize strategic thinking and decision-making skills to address complex leadership challenges.</li> <li>4. Lead innovation and effectively manage organizational change.</li> <li>5. Demonstrate resilience and adaptability in leadership roles.</li> </ol>
2.8	<p><b>CONVERSATIONAL SKILLS</b></p> <ul style="list-style-type: none"> <li>• Introduction to Conversational Skills</li> <li>• Verbal Communication Techniques</li> <li>• Nonverbal Communication and Body Language</li> <li>• Building Rapport and Empathy</li> <li>• Asking Effective Questions</li> <li>• Handling Difficult Conversations</li> <li>• Conversations in Professional Settings</li> <li>• Active Listening and Feedback</li> <li>• Conversation Etiquette in Social Settings</li> <li>• Digital Communication and Conversations</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To enhance students' ability to communicate effectively in personal and professional settings through the development of conversational skills.</li> <li>2. To cultivate self-awareness and understanding of verbal and nonverbal communication techniques to foster meaningful connections with others.</li> <li>3. To develop empathy and rapport-building skills to establish trust and navigate difficult conversations with confidence and sensitivity.</li> <li>4. To equip students with the necessary tools to engage in active listening, ask effective questions, and provide constructive feedback for successful conversations.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Demonstrate improved verbal and nonverbal communication skills, including clarity, coherence, appropriate language, and effective use of body language.</li> <li>2. Build rapport and empathy with others, recognizing and appreciating diverse perspectives and cultural differences.</li> </ol>

	<ol style="list-style-type: none"> <li>3. Apply active listening techniques and questioning strategies to gather information, understand others, and foster engaging and meaningful conversations.</li> <li>4. Navigate challenging conversations with confidence, handling conflicts and disagreements constructively while maintaining professionalism and respect.</li> </ol>
2.9	<p><b>SOCIAL MEDIA SOLUTIONS</b></p> <ul style="list-style-type: none"> <li>• Introduction to Social Media Marketing</li> <li>• Social Media Content Creation and Management.</li> <li>• Social Media Advertising and Promotion</li> <li>• Social Media Analytics and Reporting</li> <li>• Future Trends and Emerging Technologies in Social Media</li> <li>• Ethical and Legal Considerations in Social Media</li> </ul> <p><b>Learning Objectives:</b></p> <ol style="list-style-type: none"> <li>1. To develop an understanding of key concepts and issues related to social media solutions in contemporary society.</li> <li>2. To explore the impact of social media on various aspects, such as marketing, communication, and societal challenges.</li> <li>3. To equip students with the knowledge and skills to effectively navigate social media platforms and utilize them for positive outcomes.</li> <li>4. To foster critical thinking and analytical abilities to evaluate social media practices, trends, and their implications.</li> </ol> <p><b>Learning Outcomes:</b></p> <ol style="list-style-type: none"> <li>1. Demonstrate a comprehensive understanding of the concepts of liberalization, privatization, and globalization and their impact on Indian society.</li> <li>2. Analyze the role of social media in transforming communication, marketing, and societal dynamics, including challenges and opportunities.</li> <li>3. Apply practical skills in creating and managing social media content, implementing advertising strategies, and utilizing analytics tools.</li> <li>4. Critically evaluate ethical considerations and legal guidelines in social media practices and develop strategies for responsible engagement.</li> </ol>

**PASSING PERFORMANCE GRADING :**

**The Performance Grading of the learner shall be on ten point scale be adopted uniformly.**

### Letter Grades and Grade Point

Semester GPA/ Program CGPA Semester / Program	% of Marks	Alpha-Sign/Letter Grade Result	Grading Point
9.00 – 10.00	90.0 - 100	O (Outstanding)	10
8.00 - < 9.00	80.0 < 90.0	A+ (Excellent)	9
7.00 - < 8.00	70.0 < 80.0	A (Very Good)	8
6.00 - < 7.00	60.0 < 70.0	B+ (Good)	7
5.50 - < 6.00	55.0 < 60.0	B (Average)	6
5.00 - < 5.50	50.0 < 55.0	C (Pass)	5
Below 5.00	Below 50	F (Fail)	0
AB (Absent)		Absent	

NOTE : VC : Vocational Courses, SEC : Skill Enhancement Courses, AEC : Ability Enhancement Courses, VEC : Value Education Courses, VSC : Vocational Skill Course, IKS : Indian Knowledge System, OJT: On The Job Training, FP: Field Projects.

The performance grading shall be based on the aggregate performance of Internal Assessment and Semester End Examination.

The Semester Grade Point Average (SGPA) will be calculated in the following manner:  $SGPA = \frac{CG}{C}$  for a semester, where C is Credit Point and G is Grade Point for the Course/ Subject.

The Cumulative Grade Point Average (CGPA) will be calculated in the following manner:  $CGPA = \frac{CG}{C}$  for all semesters taken together.

### **PASSING STANDARD:**

Passing 50% in each subject /Course separate Progressive Evaluation (PE)/Internal Evaluation and Semester-End/Final Evaluation (FE) examination.

- A. Carry forward of marks in case of learner who fails in the Internal Assessments and/ or Semester-end examination in one or more subjects (whichever component the learner has failed although passing is on total marks).
- B. A learner who PASSES in the Internal Examination but FAILS in the Semester-end Examination of the Course shall reappear for the Semester-End Examination of that Course. However, his/her marks of internal examinations shall be carried over and he/she shall be entitled for grade obtained by him/her on passing.
- C. A learner who PASSES in the Semester-end Examination but FAILS in the Internal Assessment of the course shall reappear for the Internal Examination of that Course. However, his/her marks of Semester-End Examination shall be carried over and he/she shall be entitled for grade obtained by him/her on passing

R ALLOWED TO KEEP TERMS (ATKT)

- A. A learner shall be allowed to keep term for Semester II irrespective of number of heads/courses of failure in the Semester I.
- B. A learner shall be allowed to keep term for Semester III wherever applicable if he/she passes each of Semester I and Semester II.

OR

- C. A learner shall be allowed to keep term for Semester III wherever applicable irrespective of number of heads/courses of failure in the Semester I & Semester II.
- D. A learner shall be allowed to keep term for Semester IV wherever applicable if he/she passes each of Semester I, Semester II and Semester III.

OR

- E. A learner shall be allowed to keep term for Semester IV wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, and Semester III
- F. A learner shall be allowed to keep term for Semester V wherever applicable if he/she passes each of Semester I, Semester II, Semester III and Semester IV.

OR

- G. A learner shall be allowed to keep term for Semester V wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, Semester III, and Semester IV.
- H. The result of Semester VI wherever applicable OR final semester shall be kept in



abeyance until the learner passes each of Semester I, Semester II, Semester III, Semester IV, Semester V wherever applicable.

OR

- I. A learner shall be allowed to keep term for Semester VI wherever applicable irrespective of number of heads/courses of failure in the Semester I, Semester II, Semester III, Semester IV and Semester V.

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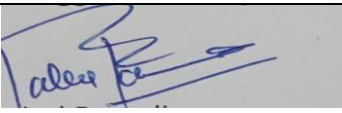
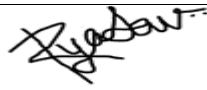
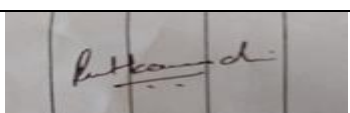
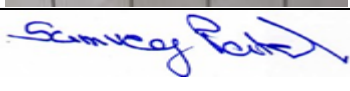
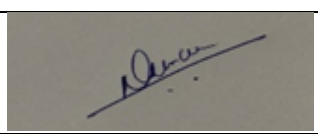

**University of Mumbai's**

**Garware Institute of Career Education and Development**

**Board of Studies – Committee members**

**Course Name: BMS (Capital Market)**

**Date- 4<sup>th</sup> January, 2023 & Time- 11.00 am**

Sr. No.	Name	Signature
1	Dr. Keyurkumar Nayak Director, UM-GICED and Chairman- BOS	
2	Smt. Shilpa Borkar, Placement Officer	
3	Mr. Rahul Ranadive Course Coordinator Member Secretary	
4	Mr. Roshani Yadav Industry Experts	
5	Mr. Afshan Dadan Industry Experts	AB
6	Mr. Parth Shah Alumni	AB
7	Ms. Reet Kanodia Alumni	
8	Dr. Samveg Patel NMIMS	
9	Dr. Abhilas Nair Professor IIMK	AB
10	Mr. Rakesh Nair Subject Experts	
11	Dr. Pallavi Gupta Subject Experts	



Dr. Keyurkumar M. Nayak,  
Director,  
UM-GICED



Prof.(Dr.) Kavita Laghate  
Dean,  
Faculty of Commerce & Management

## Justification for BMS (Capital Markets)

1.	Necessity for starting the course	The University of Mumbai's Garware Institute of Career Education & Development plans to introduce a four year BMS (Capital Markets). This is a specialized program that integrates the fields of business management and finance, with a focus on capital markets. This program provides students with a comprehensive understanding of the functioning and dynamics of capital markets, including stock exchanges, securities trading, and investment banking. By combining management principles with in-depth knowledge of capital markets, the BMS program equips students with the skills to analyze market trends, evaluate investment opportunities, and make informed decisions in the financial industry.
2.	Whether the UGC has recommended the course:	Yes, UGC has recommended the course as per gazette no. DL(N)-04/0007/2003-05 dated 11th July 2014. UGC encourages the incorporation of skill oriented and value-added courses to develop skilled manpower.
3.	Whether all the courses have commenced from the academic year 2023-2024	Yes, it would be commencing from the Academic year 2023-24 as per NEP 2020. However, the course was launched in the year 2017.
4.	The courses started by the University are self-financed, whether adequate number of eligible permanent faculties are available?	Yes, this course is self-financed. The expert visiting faculty from industries come to teach this course.
5.	To give details regarding the duration of the Course and is it possible to compress the course?	The duration of the course is Four years (Eight Semester). It cannot be further compressed.
6.	The intake capacity of each course and no. of admissions given in the current academic year:	The intake capacity of this course is 120 students. The admission procedure is still ongoing.
7.	Opportunities of Employability/ Employment available after undertaking these courses:	Employment opportunities as Financial analyst, Research Analyst, Fund Accounting, Equity Data Management Analyst, Process Associate.



Dr. Keyurkumar M. Nayak,  
Director,  
UM-GICED



Prof.(Dr.) Kavita Laghate  
Dean,  
Faculty of Commerce & Management