



GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

Sector – 16C Dwarka, New Delhi – 110078

F.No. IPU/JR(C)/43rd AC/2017/289

Dated: -30 .05.2017

Subject- Proceedings of the 43rd meeting of Academic Council.

Please find enclosed herewith the proceedings of the 43rd meeting of Academic Council of Guru Gobind Singh Indraprastha University held on 25th May, 2017, Thursday at 11.30 a.m. in the Conference Hall of the University, Administrative Block-'A' wing, Dwarka Campus, New Delhi-110078 for approval.

Observations, if any may kindly be communicated to the office of the undersigned within a week, consequent to no observation(s), communicated, the proceedings will be assumed as deemed approved.

C. Swamin
30-5-17
Registrar

coordination112@gmail.com
09868527302/011-25302135

F.No. IPU/JR(C)/43rd AC /2017/289

Dated: 30.05 .2017

- 1) All Deans and Directors of Guru Gobind Singh Indraprastha University.
- 2) Prof.P.K.Julka, Dept. of Clinical Oncology, AIIMS, New Delhi.
- 3) Prof.M.C.Sharma, School of Education, (IGNOU), New Delhi.
- 4) Prof.M.P.Gupta, Department of Management Studies, IIT, Delhi.
- 5) Prof.A.K.Maitra, Former Director, School of Planning & Architecture, Delhi.
- 6) Prof.Karmeshu, School of Computer & System Sciences, JNU, New Delhi.
- 7) Prof. Surender kumar, Deptt. of Chemical Technology, IIT Roorkee, Uttarakhand.
- 8) Prof.J.P.Khurana, Dept. of Plant Molecular Biology, Faculty of Interdisciplinary & Applied Sciences, University of Delhi, South Campus.
- 9) Prof. Lallan Prasad, Retired Head and Dean of Dept. of Business Economics, Faculty of Applied Social Sciences, University of Delhi, South Campus.
- 10) Shri Arvind Misra, Former Dean, Faculty of Law, Dr. B.R. Ambedkar University, Agra, Ex.Direcoter /Head, Post Graduate Deptt. of Law Agra College, Agra Former OSD (Law) to H.E. the Governor of UP, Lucknow.
- 11) Shri Sandeep Gupta, CEO,Academy of Embedded Technology, Delhi.
- 12) Prof. J.K. Garg, Professor, University School of Environment Management
- 13) Prof.Amar Pal Singh,Professor,University School of Law & Legal Stuides.
- 14) Prof. Manpreet Kang, Professor, University School of Humanities & Social Sciences
- 15) Prof. Meenu Kapoor, Professor, University School of Biotechnology
- 16) Prof. Vaishali Singh, Professor, University School of Basic and Applied Sciences

Copy for kind information of the Competent Authority:

- (i) AR to the Vice Chancellor GGSIP University
- (ii) SO to the Pro-Vice Chancellor GGSIP University
- (iii) AR to the Registrar GGSIP University

C. Swamin

Registrar

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GURU GOBIND SINGH
INDRAPRASTHA
UNIVERSITY

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

43RD MEETING OF THE ACADEMIC COUNCIL

DATE : 25th MAY, 2017 (THURSDAY)
TIME : 11:30 a.m. onwards
VENUE : VC Secretariat; CONFERENCE ROOM

PROCEEDINGS

SECTOR – 16C, DWARKA, NEW DELHI

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03	AC43.03	To ratify the minor changes in scheme of examination & syllabus of B.Tech. (Bio-Chemical Engg.) programme for 6 th and 8 th Semesters for batches admitted in 2014 and onwards.	08
04	AC43.04	To ratify the revised course content of MA (Economics) programme conducted by the University School of Humanities and Social Sciences, for 2 nd Semester & detailed course content of 4 th Semester for Academic Session 2016-2017 onwards.	09
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14	AC43.14	To ratify the Admission Brochure of the University for the Academic Session 2017-2018, containing, Part 'A' - Details of various programmes being offered, CET form filling procedure, CET (s) to be conducted, eligibility conditions, syllabus of CET (s), counseling procedures etc., Part 'B' - various appendices and Part 'C' - counseling schedule summary.	14
15	AC43.15	To consider and approve the revised syllabus of MBA (Financial Markets) programme offered by University School of Management Studies, to be implemented from the Academic Session 2017-2018.	15
16	AC43.16	To consider and approve the Memorandum of Understanding (MOU) between Guru Gobind Singh Indraprastha University and NSE Academic Ltd. (NAL) from the Academic Session 2017-2018.	15
17	AC43.17	To consider and approve the revision of fee of NSE share as proposed by NSE under new name NSE Academy Ltd. (NAL) for MBA (FM) programme offered by University School of Management Studies, to be implemented from the Academic Session 2017-2018.	16
18	AC43.18	To consider and approve the scheme of examination, detailed course outline for 1 st and 2 nd semester of B.A(H) Economics programme of University School of Humanities & Social Sciences to be offered in the affiliated colleges from Academic Session 2017-2018.	16
19	AC.43.19	To ratify the Admission Brochure for the B.A. (Honours) - Economics (3 Years Undergraduate Programme) of USHSS, to be run in the affiliated institutions of the University from the Academic Session 2017-2018.	16-17

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21	AC.43.21	To ratify the addendum to the Part A, Admission Brochure 2017-2018 regarding inclusion of Super Specialty Medical Course – DM (Nephrology) / CET CODE 137; for admission during the Academic Session 2017-2018.	17-18
22	AC.43.22	To consider and approve amendment(s) in Clause (iii) of the Regulations governing the Upgradation / Change of Branch of students in the Engineering Degree Programmes in 3 rd Semester of Studies.	18-19
23	AC.43.23	To consider and approve the inclusion of an elective subject and course content on Virology in 1 st Semester of M.Tech. in Biotechnology from the Academic Session 2017-2018.	19
24	AC43.24	To consider and approve the revised Ph.D. Ordinance 12 – Governing Programmes leading to the Degree of Master of Philosophy (M.Phil.) and Doctor of Philosophy (Ph.D.) of the University.	20
<u>Any other item with permission of the Chair.</u>			

C. S. Srinivas

Agenda Item No. AC43.15: - To consider and approve the revised syllabus of MBA (Financial Markets) programme offered by University School of Management Studies, to be implemented from the Academic Session 2017-2018.

The University School of Management Studies has revised the syllabus of MBA (Financial Markets) programme to be implemented from the Academic Session 2017-2018. The Ordinance 11 shall apply to this syllabus and scheme.

The revised syllabus of MBA (Financial Markets) programme to be implemented from the Academic Session 2017-2018, was placed before the Academic Council, for consideration and approval. The Council after deliberating on the Agenda approved the revised syllabus of MBA (Financial Markets).

The revised syllabus of MBA (Financial Markets) programme as approved by the Academic Council to be implemented from the Academic Session 2017-2018 is annexed as **Annexure 'L'** of the proceeding of the Agenda Item No. AC43.15.

Agenda Item No. AC43.16: - To consider and approve the Memorandum of Understanding (MOU) between Guru Gobind Singh Indraprastha University and NSE Academy Ltd. (NAL) from the Academic Session 2017-2018.

The University is conducting MBA (FM) programme in collaboration with National Stock Exchange (now named as NSE Academy Ltd. abbreviated as NAL). The programme was started in Academic Session 2011-12. This MOU was effective from 7th July 2011 to 6th July 2014. The MOU was renewed and signed on 12th February 2015 commencing from 7th July 2014 to 6th July 2017.

The proposal received for renewal of the MOU with NAL (earlier NSE) for a period of three years to conduct MBA (FM) programme in collaboration with NAL was duly examined and also the legal opinion was taken on the same. In compliance to that all the three MOUs were placed before the Academic Council for approval to renew it for a period of 3 years i.e. from 7th July 2017 to 6th July 2020 after getting it approved from the Academic Programme Committee and BOS of the University School of Management Studies for consideration and approval. The Academic Council considered and approved the agenda to renew the Memorandum of Understanding (MOU) with NSE Academy Ltd. for a period of 3 years to run the MBA (FM) programme.

The approved Memorandum of Understanding (MOU) between Guru Gobind Singh Indraprastha University and NSE Academy Ltd. (NAL) is annexed as **Annexure 'M'** of the proceeding of the Agenda Item No. AC43.16.

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SCHEME OF EXAMINATION

&

SYLLABUS

OF

MASTER OF BUSINESS ADMINISTRATION (Financial Markets)

M B A (FM)

in collaboration
with
National Stock Exchange

for

Academic Session 2017-18 Onwards

Entrepreneurship | Employability | Skill Development



GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY
Sector-16 C, Dwarka, New Delhi-110078 (INDIA).

www.ipu.ac.in

**GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY
UNIVERSITY SCHOOL OF MANAGEMENT STUDIES**

MBA- FINANCIAL MARKETS

Program Outcomes (POs)

- PO1: Apply knowledge of business theory and practice to solve organizational problems using a systematic and analytical decision-making approach.
- PO2: Demonstrate the knowledge and skills to manage personnel in a dramatically changing digital, economic, demographic, and social landscape.
- PO3: Exhibit awareness of their personal ethical values and the effect of those values on their decision-making within an organization.
- PO4: Function effectively and cohesively as an individual and as team member in diverse settings.
- PO5: Effectively use technology and innovation for the continuous growth of the organization.
- PO6: Demonstrate critical thinking abilities based on contextual knowledge to assess societal, legal, and cultural issues relevant to management practice.
- PO7: Manifest Sustainable competitive advantage for the organization, in the face of contemporary global business environment.
- PO8: Strive for creation of value for the stakeholders.
- PO9: Employ knowledge of regulatory framework for effective compliance thereof.
- PO10: Analyse management research problems and create effective solutions.
- PO11: Pursue independent and life-long learning.

Program Specific Outcomes (PSOs)

- PSO1: Acquire conceptual understanding of the business environment, financial challenges confronting the global businesses, and the potential responses thereto;
- PSO2: Develop the skills for analysing the risks associated with the complex business environment for strategic financial decision-making;
- PSO3: Ability to apply financial theories, models, and approaches for identifying, mitigating, and managing risks in the financial markets;
- PSO4: Promote critical thinking to create holistic value for stakeholders.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)-
(MBA-FM)

Criteria for Internal Assessment

The internal assessment of the students (**out of 25 marks**) shall be as per the criteria given below:

1. Class Test-I - 15 marks

(Will be a written test to be conducted on the date communicated by the University for the Class Test – I, except for the Fourth Semester where the dates will be decided by the concerned institutes/school).

2. Individual Presentation/Viva-Voce/Group Discussion* - 10 marks

An objective type online examination, consisting of 60 questions of 100 marks for the following papers will be conducted by NSE. The duration of the examination will be 120 minutes. Negative marking is 25% of the marks for wrong attempted question. The marks awarded by NSE will be converted by GGSIPU for award of credits/grades for these papers.

** Record to be maintained by faculty and made available to the examination branch of the University, if required.*

Note: The Scheme and Syllabus as per the Ordinance 11 of the University.

Criteria for End-Term Examination conducted by NSE

An objective type online examination for the following papers will be conducted by NSE as per their norms. The marks provided by NSE along with internal assessment will be converted by Examination Department of GGSIPU for award of credits/grades for these papers.

FIRST SEMESTER

Course Code	Course Title
MBA (FM) 103	Introduction to Financial Markets and Mutual Funds
MBA (FM) 111	Capital Market Operations

SECOND SEMESTER

Course Code	Course Title
MBA (FM) 104	Investment Analysis and Portfolio Management
MBA (FM) 110	Commodity Markets
MBA (FM) 114	Regulatory Framework in Securities Market

THIRD SEMESTER

Course Code	Course Title
MBA (FM) 203	Equity Derivatives Market Operations
MBA (FM) 205	Venture Capital and Private Equity
MBA (FM) 207	Technical Analysis

LIST OF ELECTIVES

I. Financial Advisory Services

- MBA (FM) 209 - Interest Rate Derivatives
- MBA (FM) 211 - Management of Life Insurance
- MBA (FM) 213 - Debt Market
- MBA (FM) 215 – Merchant Banking

II. Corporate Valuation Services

- MBA (FM) 217 - Mathematical Finance
- MBA (FM) 219 - Equity Research
- MBA (FM) 221 - Investment Banking
- MBA (FM) 223 – Financial Valuation and Modeling

FOURTH SEMESTER

Course Code	Course Title
MBA (FM) 206	Surveillance in Stock Exchanges

LIST OF ELECTIVES

I. Financial Advisory Services

- MBA (FM) 210 – Depository Operations
- MBA (FM) 212 – Financial Journalism

II. Corporate Valuation Services

- MBA (FM) 218 - Options Trading Strategies
- MBA (FM) 220 - Wealth Management

Maximum & Minimum Credits Of The Programme

The total number of the credits of the MBA (FM) Programme is 118.

Each student shall be required to appear for examinations in all courses. However, for the award of the

degree a student should secure at least 109 Credits.

Note: The Scheme and Syllabus is as per the Ordinance 11 of the University.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)

(MBA-FM)

FIRST SEMESTER

Code No.	Paper	L	T/P	Credits	Type of Course
MBA (FM) 101	Management Process & Organizational Behaviour	4	-	4	Core
MBA (FM) 103	Introduction to Financial Markets and Mutual Funds #	4	-	4	Core
MBA (FM) 105	Managerial Economics	4	-	4	Core
MBA (FM) 107	Accounting for Management	4	-	4	Core
MBA (FM) 109	Information Technology Management	3	-	3	Core
MBA (FM) 111	Capital Market Operations #	4	-	4	Core
MBA (FM) 113	Financial Management	4	-	4	Core
MBA (FM) 115	Managerial Skills Development (NUES)*	2	-	2	Skills
MBA (FM) 151	Information Technology Management Lab	-	2	1	Skills
	Total	29	2	30	

EXAMINATION WOULD BE CONDUCTED BY NSE

* NUES: NON UNIVERSITY EXAMINATION SYSTEM

Educational Visit: *There will be one Educational Visit to National Stock Exchange, Delhi for 1st year students of MBA (FM) Programme organized during the course*

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)
(MBA-FM)

SECOND SEMESTER

Code No.	Paper	L	T/P	Credits	Type of Course
MBA (FM) 102	Quantitative Techniques in Finance	4	-	4	Skills
MBA (FM) 104	Investment Analysis and Portfolio Management #	4	-	4	Core
MBA (FM) 106	Marketing Management	4	-	4	Core
MBA (FM) 108	Business Research Methods	4	-	4	Core
MBA (FM) 110	Commodity Markets #	4	-	4	Core
MBA (FM) 112	Human Resources Management	4	-	4	Core
MBA (FM) 114	Regulatory Framework in Securities Market #	4	-	4	Core
MBA (FM) 116	Emerging Trends in Financial Markets (NUES*)	2	-	2	Skills
	Total	30	-	30	

EXAMINATION WOULD BE CONDUCTED BY NSE

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)
(MBA-FM)

THIRD SEMESTER

Code No.	Paper	L	T/P	Credits	Type of Course
MBA (FM) 201	Summer Training Project	-	-	4	Skills
MBA (FM) 203	Equity Derivatives Market Operations #	4	-	4	Core
MBA (FM) 205	Venture Capital and Private Equity #	4	-	4	Core
MBA (FM) 207	Technical Analysis #	4	-	4	Core
	Elective – I	3	-	3	
	Elective – II	3	-	3	
	Elective – III	3	-	3	
	Elective – IV	3	-	3	
	Elective – V	3	-	3	
	Total	27	-	31	

Note:

- All students must specialize in one major and one minor area. Five papers must be taken for the major area and three papers for the minor area of specialization.
- Three elective papers must be taken in the third semester and two elective papers in the fourth semester from the area selected for major specialization.

LIST OF ELECTIVES

I. Financial Advisory Services

MBA (FM) 209 - Interest Rate Derivatives #	Skills
MBA (FM) 211 - Management of Life Insurance #	Skills
MBA (FM) 213 - Debt Market #	Core
MBA (FM) 215 – Merchant Banking #	Core

II. Corporate Valuation Services

MBA (FM) 217 - Mathematical Finance #	Skills
MBA (FM) 219 - Equity Research #	Skills
MBA (FM) 221 - Investment Banking #	Core
MBA (FM) 223 – Financial Valuation and Modeling #	Skills

EXAMINATION WOULD BE CONDUCTED BY NSE

Educational Visit: *There will be one Educational Visit to National Stock Exchange, Mumbai for IInd year students of MBA (FM) Programme organized during the course*

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)
(MBA-FM)

FOURTH SEMESTER

Code No.	Paper	L	T/P	Credits	Type of Course
MBA (FM) 202	Project Dissertation	-	-	6	Skills
MBA (FM) 204	Behavioural Finance	3	-	3	Core
MBA (FM) 206	Surveillance in Stock Exchanges #	3	-	3	Core
MBA (FM) 208	Tax Planning and Management	3	-	3	Skills
MBA (FM) 210	Entrepreneurship Development	3	-	3	Core
	Elective – I	3	-	3	
	Elective – II	3	-	3	
	Elective – III	3	-	3	
	Total	21	-	27	

Note: Syllabus for the Fourth Semester papers shall be completed by March 31 every year and for the remaining period the students shall continue to work on the assigned project.

LIST OF ELECTIVES

I	Financial Advisory Services	
	MBA (FM) 212 – Depository Operations #	Skills
	MBA (FM) 214 – Financial Journalism #	Skills
	MBA (FM) 216 – Mergers, Acquisitions and Corporate Restructuring	Core
II	Corporate Valuation Services	
	MBA (FM) 218 - Options Trading Strategies#	Skills
	MBA (FM) 220 - Wealth Management #	Skills
	MBA (FM) 222 - International Financial Management	Skills

EXAMINATION WOULD BE CONDUCTED BY NSE

Total Credits = 118
To obtain the degree a student shall require 109 Credits.

FIRST SEMESTER

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Management Process & Organizational Behaviour

Course Code: MBA (FM) 101

L - 4, Credits – 4

Objective: This course is designed to expose the students to fundamental concepts of management, its processes and behavioral dynamics in organizations.

Course Outcomes:

On a successful completion of the course, the students will be able to:

CO1: Examine the definition, basic concepts, theories, and principles applicable to the field of management and demonstrate the roles, skills and functions of management.

CO2: Analyse effective application of principles of management knowledge to diagnose and solve organizational problems and develop optimal managerial decisions.

CO3: Illustrate the applicability of the concept of organisational behaviour, its theories and models.

CO4: Analyse the complexities related with management of individual behaviour in the organisation and apply these concepts in motivating and leading people in the organisation.

CO5: Understand the issues related with process of organisational change, management of group behaviour and conflict resolution in the organisation.

Course Contents

Unit I:

Introduction to Management: Meaning and Nature of Management, Evolution of Management, Managerial Functions, Skills, Tasks and Responsibilities of a Professional Manager, Management by Objectives, Case Study. **(12 Hours)**

Unit II:

Process of Management: Planning-Process and Techniques, Directing-Principles and Process, Controlling-Process and Techniques, Decision Making Models. Case Study. **(14 Hours)**

Unit III:

Fundamentals of Organizational Behaviour: Introduction and Meaning, OB Models & Approaches, Work Force Diversity, Organizational Justice, Whistle Blowing and Social Responsibility, OB Trends, Case Study.

Individual Processes and Behaviour: Personality, Perception, Attitude, Learning, Motivation, Managing Emotions and Stress at Work. **(14 Hours)**

Unit IV:

Interpersonal Processes and Behavior: Communication, Work teams and group dynamics Leadership, Conflict Management, Interpersonal Behavior and Relations, Transactional Analysis, Case Study.

Organizational Processes and Structure: Organizational Design and Structure, Organizational Culture and Climate, Organizational Change and Development, Cross Cultural Organizational Behavior. **(16 Hours)**

Text Books

1. Robbins, Judge S.P., T.A., Vohra, N. (2016), Organizational Behaviour, 16/e, Pearson Education.
2. Nahavandi, A., Denhardt R. B. , Denhardt , J. V., Aristigueta M. P. (2015), Organizational Behaviour, Sage Publications.

Reference Books

1. Nelson D.L., Quick, J.C. & Khandelwal, P. (2014), ORGB, 2/e, Cengage Learning.
2. Greenberg, J. and Baron, R.A. (2015), Behaviour in Organization, 10/e, Pearson Education.
3. Newstrom, J.W. & Davis, K., Organizational Behaviour Human Behavior at Work, 12/e, Mc GrawHill Education.
4. George, J. M. & Jones, G.R. (2009), Understanding and Managing Organizational Behaviour 5/e, Pearson Education.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Introduction to Financial Markets and Mutual Funds

Course Code: MBA (FM) 103

L – 4 Credits – 4

Objectives: This course is designed to give the students a basic understanding of the products, players and functioning of financial markets, particularly the capital market and mutual funds, regulatory and taxation issues.

Course Outcomes:

CO1: The students will understand interrelationship of economic, commerce, financial markets and strategies for corporate decision making.

CO2: This course will help students develop understanding of foundations of financial markets and institutions.

CO3: They will learn tools and techniques for analysing market behaviour, impact of regulatory policies on changing decision making of companies and will be able to make strategies for investment.

CO4: The course is especially useful for those learners who want to get employed in financial sector or start entrepreneurial ventures as financial service provider as investment consultants, advisors and investment banking

Course Contents:

Unit I:

Investment Basics: Need for investment, Equity, Derivative, Mutual fund, Depositories; Investment alternatives; Securities, Securities market; Process of investment in securities; Role of regulator – SEBI; Primary market, Procedure for buying shares through IPO, Process of raising capital from foreign countries; Depository, Dematerialisation of securities. **(14 Hours)**

Unit II:

Secondary Market : Introduction, stock exchange, stock trading, products in the secondary, equity investment, debt investment; Derivatives – types, options, commodity derivatives and financial derivatives; Debt Funds - Salient features, debt mutual fund schemes, fixed maturity plans; Capital protection funds, gilt funds etc.; Liquid Funds – Salient features, portfolio churning. **(14 Hours)**

Unit III:

Mutual Fund Products and Features: Regulatory body, benefits, Risks of investing, NAV, entry/exit load, types, fund offer document; Different type of mutual fund products, features, exchange traded funds (ETF) and gold ETFs. **(14 Hours)**

Unit IV:

Regulation, Analysis and Taxation: Regulations governing equity market and mutual funds; Introduction to techniques of analysis in stock market and mutual funds like ratio analysis; An introduction to Income tax, capital gains having direct relevance for investment / trading in stock market and mutual funds. **(14 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Financial Markets: A Beginners' Module, Workbook from NSE
2. Mutual Fund: A Beginners' Module, Workbook from NSE

Reference Books:

1. Gurusamy, Financial Markets and Institutions, 3rd edition, Tata McGraw Hill.
2. Saunders, Financial Markets and Institutions, 3rd edition, Tata McGraw Hill.
3. Thummuluri, Siddaiah, Financial Services, 1st edition, Pearson Education.
4. Khan, Indian Financial Systems, 6th edition, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Managerial Economics

Course Code: MBA (FM) 105

L - 4 Credits – 4

Objective: The course is aimed at building a perspective necessary for the application of modern economic concepts, precepts, tools and techniques in evaluating business decisions taken by a firm. The course will also look at recent developments in business in the context of economic theory.

Course Outcomes:

On a successful completion of the course, the students will be able to:

CO1: Understand the basic economic principles and methodological knowledge

CO2: Develop the skills to analyse the market structure and pricing practices

CO3: Understand the production, factors of production, its process and impact of various costs on production

CO4: Develop the ability to analyse and solve complex business problems

Course Contents

Unit I:

Introduction: Nature, Scope and Significance of Managerial Economics, its Relationship with other Disciplines, Role of Managerial Economics in Decision Making; Opportunity cost Principle, Production Possibility Curve, Incremental Concept, Cardinal and Ordinal Approaches to Consumer Behaviour: Equi-Marginal Principle, Law of Diminishing Marginal Utility, Indifference Curve Analysis. **(14 Hours)**

Unit II:

Demand Analysis and Theory of Production: Demand Function, Determinants of Demand, Elasticity of Demand, Demand Estimation and Forecasting, Applications of Demand Analysis in Managerial Decision Making; Theory of Production: Production Function, Short Run and Long Run Production Analysis, Isoquants, Optimal Combination of Inputs. **(14 Hours)**

Unit III:

Theory of Cost and Market Structures: Traditional and Modern Theory of Cost in Short and Long Runs, Economies of Scale and Economies of Scope; Revenue curves; Market Structures: Price-Output decisions under Perfect Competition, Monopoly, Monopolistic Competition and Oligopoly; Strategic Behaviour of Firms and Game Theory:- Nash Equilibrium, Prisoner's Dilemma – Price and Non-price Competition. **(14 Hours)**

Unit IV:

Introduction to Macro Economics: Nature and Importance; Economic Growth and Development, Determinants of Economic Development; Methods of Measurement of National Income; Inflation: Meaning, Theories, and Control Measures; Recent Developments in Indian Economy. **(14 Hours)**

Text Books

1. H. Craig Petersen, W Cris Lewis, Sudhir K. Jain, (2006), Managerial Economics, 4/e, Pearson Education
2. Robert S. Pindyck Daniel L. Rubinfeld, Prem L. Mehta (2009), Micro Economics, 7/e, Pearson Education.

Reference Books:

1. Lila J. Truett, Dale B. Truett, (2006), Managerial Economics: Analysis, Problems, Cases, 8/e, Wiley India.
2. Chaturvedi, D.D., (2014), Managerial Economics, Scholar Technical Press, New Delhi.
3. Salvatore, D.(2006), Managerial Economics in a Global Economy,6/e,Oxford University Press.
4. Hirschey M. (2008), Managerial Economics, 12/e, Cengage Learning

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA- FM)

Accounting for Management

Course Code: MBA (FM) 107

L - 4 Credits - 4

Objective: The course aims at enabling students to understand the basic accounting principles and techniques of preparing & presenting the accounts for users of accounting information. The course also familiarizes the students with the basic cost and management accounting concepts and their applications in managerial decision making.

Course outcomes:

CO1: Appreciation of fundamental accounting principles and develop understanding of using accounting information for business decision making

CO2: Capacity to understand various implications of accounting information

CO3: Ability to analyse the decision-making context with due regard to the accounting information.

CO4: General awareness of accounting mechanisms and role of accounting rules.

CO5: Acquaintance with the procedural aspects related to financial accounting

CO6: Acquisition of skills necessary to read and understand financial statements.

Course Contents

Unit I:

Nature of Accounting Information: Scope and Nature of Accounting, Accounting concepts, Principles & Standards, Accounting Cycle, Journalisation, Subsidiary Books; Ledger Posting, Preparation of Trial Balance, Rectification of Errors. Classification of Capital and Revenue. Expenditure. Fixed Assets and Depreciation Accounting, Preparation of Final Accounts, Manufacturing Account; Trading Account, Profit and Loss Account; Balance Sheet (with adjustments) **(14 Hours)**

Unit II:

Cost Accounting: Objectives, Classification of Cost, Preparation of Cost Sheet, Material Cost Accounting, Perpetual Inventory Control, Inventory Valuation, EOQ, ABC Analysis, Setting of Reorder Level, Maximum Level, Minimum Level, Labour Costing, Overhead Cost Allocations, Over and Under Absorption. Job and Contract Costing, Operating Costing, Reconciliation of Financial and Cost Accounting. **(14 Hours)**

Unit III:

Performance Evaluation Techniques: Introduction to Budgeting and Budgetary Control; Performance Budgeting; Classification of Budget; Fixed and Flexible Budgets, Zero Based Budgeting, Standard Costing and Variance Analysis; Balanced Scorecard; Responsibility Accounting. **(14 Hours)**

Unit IV:

Decision Making Techniques: Marginal Costing, Application of Marginal Costing in Decision Making, Cost Volume Profit Analysis; Profit Planning, Management Accounting for Decision Making and Control; EVA; Introduction to Activity Based Costing, Target Costing, Life Cycle Costing; Uniform Costing. **(14 Hours)**

Text Books

1. Dhamija, S. (2015), Financial Accounting for Managers, Pearson Education
2. Jawahar L. (2016), Advanced Management Accounting, S. Chand & Company.

Reference Books

1. Maheshwari S.N, Suneel K & Maheshwari S. K (2013), A Textbook of Accounting for Management, 3/e, Vikas Publishing House Pvt. Ltd - Noida
2. Arora, M. N., (2012), Cost Accounting Principles & Practice, 12/e, Vikas Publishing House.
3. Duray. C. (2014), Management and Cost Accounting, 8/e, Cengage Learning India Pvt. Ltd.
4. Khan M.Y. and Jain P.K. (2013), Management Accounting-Text, Problems and Cases, 6/e, Mc GrawHill Education.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Information Technology Management

Course Code: MBA (FM) 109

L – 3 Credits - 03

Objective: The primary objective of this course is to familiarize the student with basic concepts of information technology and their applications to business processes.

Course Outcomes:

CO1: Understanding about computer hardware, memory, storage and its applications and number system and its conversions with examples.

CO2: Learning about various software, programming languages, DBMS, ER models and its applications.

CO3: Gaining knowledge about data communication and networks and its various types and their application.

CO4: Understanding about various information systems and components and their application.

Course Contents

Unit I:

Computer Hardware and Number System: - CPU, Computer Memory and Mass Storage Devices, Computer Hierarchy, Input Technologies, Output Technologies. Number Systems and Arithmetic: Decimal, Binary, Octal and Hexadecimal Number Systems, Binary Arithmetic.
(08 Hours)

Unit II:

Computer Software: Application and System Software, Programming Languages and their Classification, Assemblers, Compilers and Interpreters. Process of Software Development, Data Analysis using Spreadsheets Operating Systems- Functions of Operating Systems, Types of Operating Systems (Batch Processing, Multitasking, Multiprogramming and Real time Systems), DBMS: Traditional File concepts and Environment, Database Management Systems Concepts, Types of Data Models, ER Modeling, Integrity Constraints, SQL queries.
(12 Hours)

Unit III:

Data Communication and Networks: Concepts of Data Communication, Types of Data-Communication Networks, Communications Media, Concepts of Computer Networks, Primary Network Topologies, Network Architectures-The OSI Model, Inter-Networking devices. The Internet, Intranet and Extranets: Operation of the Internet, Services provided by Internet, World Wide Web, Creating Web Pages using HTML, Intranets and Extranets.
(12 Hours)

Unit IV:

Functional and Enterprise Systems: Data, Information and Knowledge Concepts, Decision Making Process, Physical Components of Information Systems, Classification of Information Systems. Overview of Security Issues in Information Technology, Emerging Trends in Information Technology.
(10 Hours)

Text Books:

1. ITL Education Solutions (2012), Introduction to Information Technology, 2/e, Pearson Education.
2. Turban, Rainer and Potter (2011), Introduction to Information Technology, 8/e, John Wiley and Sons.

Reference Books:

1. Behl R., (2012), Information Technology for Management, 2/e, McGrawHill Education.
2. Joseph A. Brady and Ellen F Monk (2014), Problem Solving Cases in Microsoft and Excel, 12/e, Thomson Learning.
3. Rajaraman V., (2013), Introduction to Information Technology, 2/e, PHI.
4. Dhingra S and Tondon A, (2015), Introduction to Information Technology, 1/e, Galgotia Publishing House

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Capital Market Operations

Course Code: MBA (FM) 111

L - 4 Credits – 4

Objectives: This course is designed to help the students in understanding the capital market trading, clearing, settlement and risk management processes of NSE. The students will also learn the eligibility criteria for membership of NSE, important regulatory aspects and valuation concepts.

Course Outcomes:

CO1: Understanding about Indian Securities Market including Market segments, Primary market, Secondary market, products and participants

CO2: Learning about trading mechanism including order management, trade management, auction, internet broking etc.

CO3: Learning about clearing and settlement process while understanding key terminologies and learning to use relevant software for this process.

CO4: Understanding about legal framework and valuation concept in capital markets.

Course Contents:

Unit I:

Indian Securities Market – An Overview : Introduction, Market segments, Primary market, Secondary market, products and participants, Derivatives market, reforms, research, corporate and government securities market; NSE membership - stock brokers, sub-brokers, broker-clients relationship, trading mechanism, code of ethics etc.

(12 Hours)

Unit II:

Trading : Introduction, NEAT system, Market types, Corporate hierarchy, local databases, market phases, order management, trade management, auction, limited physical market, RETDEBT market (RDM), trading, information downloaded to trading members and internet broking. **(12 Hours)**

Unit III:

Clearing and Settlement : Introduction, key terminologies, Transaction cycle, Settlement process, Settlement agencies, Risks in settlement, Securities settlement, Funds settlement, Shortages handling, Risk containment measures, International securities, identification number, Demat and Electronic transfer of securities, Investor protection fund, Clearing software – data and reports download, file transfer protocol. **(12**

Hours)

Unit IV:

Legal Framework and Fundamental Valuation Concept : Introduction to various Acts governing securities Market - Securities Contracts (Regulation) Act, 1956, Securities Contracts (Regulation) Rules, 1957, Securities and Exchange Board of India Act, 1992, SEBI (Stock Brokers & Sub-Brokers) Regulations, 1992, SEBI (Prohibition of Insider Trading) Regulations, 1992, SEBI (Prohibition of Fraudulent and Unfair Trade Practices Relating to Securities Markets) Regulations, 2003, The Depositories Act, 1996, Indian Contract Act, 1872, The Companies Act, 1956, Income Tax Act, 1961, Money Laundering Act, 2002; **Fundamental Valuation Concepts - Elementary statistical concepts, understanding financial statements, time value of money and equity research.** (12 Hours)

Market Simulation Lab

Market simulation lab sessions on internet based software to develop keyboarding skills for cash market. (08 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Capital Market (Dealers) Module, Workbook from NSE.
2. Dhankhar, J N., (2009), Indian Capital Market in Operation, Skylark Publications.

Reference Books:

1. Chandra, Prasanna, (2009), Investment Analysis, 3rd edition, Tata McGraw Hill.
2. Choudhry, Moorad, (2002), Capital Market Instruments, Prentice Hall.
3. ED Madhusoodanan, (2008), Indian Capital Markets, Quest Publications.
4. Gurusamy, (2009), Capital Markets, 2nd edition, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (Financial MARKETS)- (MBA - FM)

Financial Management

Course Code: MBA (FM) 113

L-4 Credits-4

Objective: The course is aimed at building an understanding of concepts, vital tools and techniques applicable for financial decision making by a business firm. Use of MS-Excel Functions and Formulas will be promoted amongst students for all topics given in the syllabus.

Course Outcomes:

On a completion of this course, the students will be able to

CO1: Demonstrate the ability to apply the concept of Financial Management to comprehend the managerial decisions and corporate capital structure.

CO2: Apply the concept of leverage and EBIT-EPS Analysis for optimising the financial decisions.

CO3: Analyse the convolutions associated with management of short-term and long-term funds in the corporate capital Structure.

CO4: Demonstrate how risk is assessed.

CO5: Demonstrate how the concepts of financial management and investment, financing and dividend policy decisions could help in making optimum valuation of a firm.

Course Contents:

Unit I :

Nature and Scope of Financial Management; Financial Objectives; Impact of Financial and Economical Environment on Financial Management; Time Value of Money including Pension Funds, Computation of EMI, Annuity, Annuity Due. Funds Flow Analysis; Cash Flow Statement and its Interpretation (AS-3), Financial Statement Analysis, Ratio Analysis, Common Size Statements, Du Pont Analysis. **(14 Hours)**

Unit II :

Planning for Sources of Finance (Domestic and International); Capital Structure; Net Income Approach; Net Operating Income Approach; Traditional Approach and MM Approach, Cost of Capital; EBIT – EPS Analysis, Capital Gearing/Debt-Equity Ratio, Generation of Internal Funds. **(14 Hours)**

Unit III :

Capital Budgeting - Conventional and DCF Methods; Inflation and Capital Budgeting; Risk Analysis and Capital Budgeting-Certainty Equivalent Factor; Risk Adjusted Discounting Rate; Decision Tree; Independent and Dependent Risk Analysis; Replacement Decisions, Sensitivity Analysis, Introduction to Financial Analytics. **(12 Hours)**

Unit IV :

Retained Earning Vs. Dividend Decision; Gordon Model; Walter Model; MM Approach; Lintner Model; Planning of Funds through Management of Assets - Fixed and Current; Sustainable Growth Rate. Working Capital Management; Concept of Working Capital, Working Capital Approaches, Working Capital Estimations, Management of Cash (Various Theoretical Models), Inventories, Receivables, Marketable Securities and Account Payables.

(16 Hours)

Text Books:

1. Van Horne, James, C, Sanjay Dhamija, (2012), Financial Management and Policy, 12/e, Pearson Education.
2. Pandey I.M (2015), Financial Management, 11/e, Vikas Publishing House Pvt Ltd, Delhi

Reference Books

1. Prasanna, Chandra (2015), Financial Management :Theory and Practice, 9/e, Tata McGraw Hill.
2. Jonathan Berk, Peter De Marzo, (2016), Financial Management, Pearson Education.
3. Brigham. Eugene F. and Houston. Joel F.(2012), Fundamentals of Financial Management, 12/e , Cengage Learning India Pvt. Ltd.
4. Maheshwari, S.N. (2014), Financial Management – Principles & Practice, Sultan Chand & Sons

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Managerial Skills Development (NUES)

Course Code: MBA (FM)- 115

L – 2 Credits – 2

Objective: This course will focus on overall Personality Development of students by enhancing their communication skills, shaping their attitudes and behaviour and ultimately preparing them for corporate roles.

Course Outcomes:

CO1: Personality development of students by enhancing their communication skills

CO2: Developing professionalism and shaping the attitude and behaviour of students

CO3: Preparing the students for Corporate Roles through various exercises and activities

CO4: Developing interpersonal skills to work in teams and learning conflict resolution techniques.

Course Contents

Unit I

Strengthening Oral Communication: Presentations, Extempore, Role Playing, Debates and Quiz (07 Hours)

Unit II

Strengthening Written Communication: Exercises on Corporate Writing, Creative Writing, Writing for Employment (07 Hours)

Unit III

Developing Professionalism for Individual Excellence: Presenting oneself professionally, Mock Interviews, Planning and managing your career (07 Hours)

Unit IV

Developing Skills to Work in Teams: Understanding dynamics of working in teams, Developing Interpersonal Skills, Conflict Resolution Techniques, Group Discussions/ Team Activities (07 Hours)

Text Books:

1. Joshi, G. (2015), Campus to Corporate-Your Roadmap to Employability, Sage Publication
2. Covey S.R (2015), The 7 Habits of Highly Effective People, Mango Media Inc.

Reference Books:

1. Mcgrath E. H. (2011), Basic Managerial Skills, 9/e, Prentice Hall India Learning Private Limited.
2. Whetten D. (2011), Developing Management Skills, 8/e, Prentice Hall India Learning Private Limited.
3. Gulati S. (2002), Corporate Softskills , Rupa Publication Pvt. Ltd.
4. Gallagher (2010), Skills Development for Business & Management Students, Oxford University Press.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Information Technology Management Lab

Course Code: MBA (FM) 151

L – 0 P-2 Credits - 01

Lab will be based on Paper MBA (FM)-109 and will basically cover the following:

Operating System Commands, SQL Queries, Basic HTML Tags, Spreadsheet exercises for data analysis.

Course Outcomes:

CO1: Learning about various details of HTML and learn to code in HTML

CO2: Understanding about basics of DOS and learning basic commands of DOS

CO3: Learning about maintaining record through MS-Excel and understanding the various features of it

CO4: Learning about practical application of SQL and using commands of SQL

SECOND SEMESTER

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Quantitative Techniques in Finance

Course Code: MBA (FM) 102

L - 4 Credits - 4

Objective: To expose students to quantitative techniques in management decision making.

Course Outcomes:

The students will be able to:

CO1: understand and use decision making models in solving different business problems.

CO2: demonstrate effective computational and spreadsheets skills for business analysis.

CO3: apply an appropriate quantitative technique in analysing the management problems.

CO4: extract insight from models, and to use those insights to communicate, persuade and motivate change

Course Contents

Unit I

Descriptive Statistics and Probability – Descriptive Statistics – Mean, Median, Mode, Dispersion, Skewness, Kurtosis, Nature of Financial Series, Absolute vs. Continuous Return of a financial series, Autoregressive nature of financial data, Meaning of Probability, Approaches of Probability, Addition and Multiplication Theorems, Conditional Probability, Bayes' Rule, Probability Distributions – Binominal, Poisson, Normal Distribution, Application of Probability theory in Business Decision Making. **(14 Hours)**

Unit II

Linear Programming – Meaning, Assumptions of Linear Programming, Formulation of Linear Programming Model, Solution of Linear Programming Problem with the help of Graphical and Simplex Method, Concept of Duality, Shadow Prices, Sensitivity Analysis, Role of LP in Economic Decision Making. Transportation Problems - Initial Basic Feasible Solution, Test for Optimality. Assignment Problems, Travelling Salesman Model. **(14 Hours)**

Unit III

Decision Theory - Decision under Certainty, Uncertainty and Risk, Decision Tree Analysis. Game Theory - Pure and Mixed Strategies, Principle of Dominance, Solution of Game Theory Problems with the help of Graphical, Algebraic and Simplex Methods. **(14 Hours)**

Unit IV

Network Analysis – Meaning of Networking, Network Analysis with help of PERT and CPM Models, Resource Planning and Meaning of crashing, Queuing Theory – Meaning, Concepts and assumptions of queuing models, M/M/1/FIFO. Simulation Modeling. **(14 Hours)**

Textbooks

1. Ken Black (2013), Business Statistics: For Contemporary Decision Making, 8/e, Wiley-India.
2. Sharma, J.K. (2013), Operations Research: Theory and Applications, 5/e, Macmillan, India.

Reference Books

1. Taha, Hamdy (2014), Operations Research: An Introduction, 9/e, Pearson India.
2. Levin Richard and Rubin DS (2009), Statistics for Management, 7/e, Pearson Education.
3. Render Barry, Stair RM, Hanna ME and Badri TN (2011), Quantitative Analysis for Management, 11/e Edition, Pearson India.
4. Kapoor VK, (2014), Operations Research: Techniques for Management, 9/e, Sultan Chand & Sons, New Delhi.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Investment Analysis and Portfolio Management

Course Code: MBA (FM) 104

L-4 Credits - 4

Objectives: This course is designed to give the students a practical orientation towards the principles of investment, pricing, valuation and portfolio management.

Course Outcomes:

On a completion of this course, the students will be able to:

CO1: Understand the risk and return nature of various securities available in Indian financial markets.

CO2: Apply the acquired knowledge of security market for valuation of both equity and fixed income securities under goal-based investment planning.

CO3: To enable the students get familiarized with derivative market.

CO4: Showcasing a deep understanding on the trade-off between risk and return and getting expertise on asset allocation in portfolio.

Course Contents:

Unit I

Investment Products: Investment goals, liquidity, Investment horizons and taxation; Alternatives for investment, Equity market, Mutual funds, Pension funds, Endowment funds, Insurance (life and non-life), banks, Money market, T-bills, Commercial paper, Certificates of deposit, Repos and reverses, Bond market, Treasury notes (T-notes) and T-bonds, bonds; Fixed income securities - time value of money, interest rates, bond pricing bond yields, coupon yield.

(14 Hours)

Unit II

Capital Market Efficiency and Modern Portfolio Theory : Capital market efficiency - Market efficiency, Weak-form market efficiency, Semi-strong market efficiency, Strong market efficiency, Departures from the EMH; Modern portfolio theory-Diversification and portfolio risks, Portfolio variance - general case, Equilibrium module: Capital asset pricing model, Mean-variance, Investors and market behaviour, Estimation of Beta and multifactor models.

(14 Hours)

Unit III

Financial Analysis and Valuation of Derivatives : Financial analysis and valuation - Analysis of financial statements, Income statement (profit & loss), Balance sheet, Cash flow statement, various financial ratios, Valuation of common stocks; Valuation of derivatives - Forwards and futures, Pricing of call and put options and Black Scholes formula.

(14 Hours)

Unit IV

Portfolio Management : Portfolio management, basic principles, Investment management through investment in companies, Mutual funds, Money market instruments, Index funds; Assessing portfolio management, Costs, Entry/exit loads and fees, Sharpe ratio, Treynor ratio, Jensen measure or (portfolio alpha). **(14 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Investment Analysis and Portfolio Management Module, Workbook from NSE.
2. Fischer, Donald E., Jordan, Ronald J., (2010), Security Analysis and Portfolio Management, Pearson Education.

Reference Books:

1. Chandra, Prasanna, (2008), Investment Analysis and Portfolio Management, Tata McGraw Hill.
2. S. Kevin, (2006), Security Analysis and Portfolio Management, Prentice Hall of India.
3. Khatri, (2006), Investment management and Security Analysis, Macmillan.
4. Ranganatham M., (2009), Investment Analysis and Portfolio Management, Pearson Edu.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Marketing Management

Course Code: MBA (FM) 106

L - 4 Credits – 4

Objective: The course aims at making students understand concepts, philosophies, processes and techniques of managing the marketing operations of a firm

Course Outcomes:

On completion of the course, students should be able to:

CO1: Demonstrate an understanding of the importance of a customer-centric approach and a knowledge of the basic marketing concepts, processes and techniques.

CO2: Demonstrate an understanding of the major forces in the macro and micro environment that impact marketing strategy development and implementation.

CO3: Demonstrate the ability to use a systematic research and information-based approach to critically analysing marketing tasks and challenges and to develop creative solutions.

CO4: Demonstrate an understanding of contemporary marketing trends and emerging issues and the consequent opportunities and challenges.

Course Contents

Unit I

Introduction to Marketing: Meaning and Scope of Marketing; Marketing Philosophies; Concept of Customer Value, Marketing Management Process-An Overview; Concept of Marketing Mix; Understanding Marketing Environment; Consumer and Organization Buyer Behavior; Demand Forecasting; Market Segmentation, Targeting and Positioning; Over View of Competitive Marketing Strategies. **(16 Hours)**

Unit II

Product and Pricing Decisions: Product Concept; Product Classifications; Product Levels; Product Differentiation; Product Mix; Product Line Decisions; Product Life Cycle-Concept & Strategies; Packaging; Brand and Branding Strategies; New Product Development Process; Pricing-Pricing Objectives, Determinants of Price, Pricing Methods & Strategies. **(14 Hours)**

Unit III

Promotion and Distribution Decisions: Promotion Mix-Advertising, Personal Selling, Publicity, Direct Marketing and Sales Promotion; Integrated Marketing Communication, Channels of Distribution; Functions of Intermediaries; Channel Design Decisions, Selecting Channel Members; Channel Management; Emerging Channels of Distribution. **(14 Hours)**

Unit IV

Contemporary Marketing Trends and Issues: Rural Marketing, Social Marketing; Green Marketing; Digital Marketing; Ethical Issues in Marketing. Introduction to Marketing Analytics. **(12 Hours)**

Text Books :

1. Kotler,P., Keller, K.L. (2015), Marketing Management, 15/e, Pearson Education.
2. Lamb, C.W, Hair, J.F, Sharma, D. & Mc Daniel C. (2016), Marketing- A South Asian Perspective Edition, Cengage India Pvt. Ltd, Delhi

Reference Books:

1. Baines, P., Fill, C., Page, K., Sinha, P.K. (2013), Marketing: Asian Edition, Oxford University Press, New Delhi.
2. Ramaswamy, V.S and Namakumari, S. (2013), Marketing Management: A Strategic Decision Making Approach Global Perspective Indian Context, 5/e, Mc Graw Hill Education.
3. Walker O. C., Mullins J. & Boyd Jr. H. W. (2014), Marketing Strategy: A Decision Focused Approach, 7/e, Mc Graw Hill Education.
4. Etzel, M., Walker, B., Stanton, W. and Pandit, A. (2009), Marketing Management, 14/e, Mc Graw Hill Education.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Business Research Methods

Course Code: MBA (FM)-108

L - 4 Credits – 4

Objective: The course aims at equipping students with an understanding of the research process, tools and techniques in order to facilitate managerial decision making.

Course Outcomes:

CO1: Develop necessary skills to prepare effective research proposal, formulate research questions, and choose appropriate methods to data collection and analysis

CO2: Ability to apply critical analytical skills on research projects

CO3: Understand the strengths and weaknesses of different methods

CO4: Gain knowledge about the importance of business research in organizations and develop competitive advantages

Course Contents

Unit I

Introduction: Introduction to business research - types of research, process of research, formulation of the research problem, development of the research hypotheses, types of hypotheses. **(14 Hours)**

Unit II

Research Design: Definition, functions, exploratory, descriptive, experimental; Experimental research designs - pre-experimental, quasi-experimental, true experimental, statistical; Validity of research instruments – face, content, and construct validity; Reliability of research instruments - internal consistency procedures; Methods of data collection -primary and secondary sources; Attitudinal scales – Likert; Questionnaire designing. **(14 Hours)**

Unit III

Sampling and Data Analysis: Concept, designs; Types of sampling designs - probability, non-probability, mixed sampling designs; Sampling frame; Sample size determination; Data processing - editing, coding and tabulating; Data analysis - univariate, bivariate, multivariate; Hypothesis testing - concept, types of errors, steps in hypothesis testing. **(14 Hours)**

Unit IV

Analytical Techniques: Parametric vs. non-parametric tests, ANOVA, Correlation and Regression Analysis, Chi-square Test, Non-parametric tests for Normality, Run Test; Advanced data analysis techniques - basic concepts of Factor Analysis, Discriminant Analysis, and Conjoint Analysis. **(14 Hours)**

Note: The above course should include lab work of a minimum of 08 hours covering the practical aspects of data analysis.

Text Books

1. Malhotra N. K., Dash S. (2016), Marketing Research 7/e, Pearson Education
2. Zikmund W. G., Babin Barry J, Carr J. C, Adhikari Atanu, Griffin Mitch (2016), Business Research Methods: A South-Asian Perspective, 8/e, Cengage Learning.

Reference Books

1. Cooper D.R., Schindler P., Sharma J K (2012), Business Research Methods, 11/e, McGraw Hill Education.
2. Saunders Mark, Lewis Philip, Thornhill Adrian (2011), Research Method for Business Students, 5/e, Pearson Education.
3. Kumar V., (2015), Marketing Research: A Global Outlook, Sage Publications.
4. Hair Joseph F, Black William C, Babin Barry J. Anderson Rolph E (2014), Multivariate Data Analysis: A Global Perspective, 7/e, Pearson Education.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Commodity Markets

Course Code: MBA (FM) 110

L - 4 Credits – 4

Objectives: This course is designed to help the students in understanding of commodities market, products, financial derivatives, pricing mechanism etc. They will be able to understand the trading, clearing and settlement operations using NCDEX platform. Students will also learn regulatory framework and taxation aspects.

Course Outcomes:

CO1: Understanding the fundamentals and functioning of commodity derivatives in India using platforms like NCDEX

CO2: Understanding the application of commodity futures for hedging, speculating and arbitrage process.

CO3: Understand the trading, clearing and settlement process in commodity derivatives including risk management and margining process

CO4: Gain knowledge about the regulatory framework in relation to commodity derivatives.

Course Contents

Unit I

Introduction to Commodity Derivatives : Introduction to derivatives, products, participants and functions, derivatives markets, difference between commodity and financial derivatives. Evolution of commodity exchanges, global commodity derivatives exchanges, latest developments. The NCDEX platform – Structure, exchange membership, risk management, clearing and settlement system and commodities traded on the NCDEX platform. **(12 Hours)**

Unit II

Application of Commodity Futures: Instruments available for trading - Forward contracts, Introduction to futures and options, Payoff for F&O, using futures versus options; Pricing commodity futures - Investment assets versus consumption assets, Cost of carry model, Futures basis; **Using commodity futures for hedging,** Speculation and arbitrage.

(12 Hours)

Unit III

Trading, Clearing and Settlement: Trading - Futures trading system, Entities in the trading system, Commodity futures trading cycle, Order types and trading, Parameters, Margins for trading in futures, Charges, Hedge limits; Clearing and settlement - Clearing, Settlement, Risk management, Margining at NCDEX and Standard Portfolio Analysis of Risk (SPAN).

(12 Hours)

Unit IV

Regulatory Framework of Commodity Derivatives: Rules governing Commodity Derivatives Exchanges, Participants, Investor grievances and Arbitration; Implications of Sales Tax, Value Added Tax (VAT) and obligations; Electronic Spot Exchange - NCDEX Spot Exchange Ltd. (NSPOT).

(12 Hours)

Market Simulation Lab

Market simulation lab sessions on internet based software to develop trading skills for commodity market.

(08 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Commodities Market Module, Workbook from NSE
2. Chatnani, (2010), Commodity Markets, 1st edition, Tata McGraw Hill.

Reference Books:

1. Kleinman, George, (2001), Commodity Futures & Options, 2nd (revised, illustrated edition), Prentice Hall.
2. Stephens, John. (2001), Managing Commodity Risk, John Wiley & Sons.
3. Hirschey, (2010), Investments: Analysis and Behaviour, 1st edition, Tata McGraw Hill.
4. Indian Institute of Banking & Finance, (2007), Commodity Derivatives, Macmillan India Ltd

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Human Resource Management

Course Code: MBA (FM) 112

L - 4, Credits -4

Course Objectives: The course shall enhance the understanding of varied practices and processes of managing human resources and their relevance and contribution in terms of not only organization, but the other employees working therein, and also the society at large.

Course Outcomes:

CO1: Describe the concept of Human Resource Management with the integration of concept of Strategic Human Resource Management for taking major Human Resource Decisions.

CO2: Explain the role Human Resource Manager plays to face the different challenges and strategies for new millennium.

CO3: Illustrate the applicability of function of Human Resource Planning to Selection process by integrating an analysis of jobs, sources of recruitment and different changes occurring in jobs.

CO4: Identify the steps in assessing the training and development needs, its effectiveness and explain the methods of Performance appraisal and Job Evaluation for deciding the compensation components.

Course Content

Unit I

Introduction to Human Resource Management: Concept of HRM, Nature, Scope, Functions, Models of HRM; Roles and Responsibilities of HR managers; Business and organizational restructuring and its implications for human resource management; The HRM and approaches to HRM; **Competitive Challenges and HRM: Workforce Diversity, Managing Protean Careers, Moonlighting Phenomenon, Psychological Contract, developmental leadership, employee engagement.** (14 Hours)

Unit II

Strategy and Workforce Planning: Strategic Planning and HR Planning: Linking the Processes, Methods and Techniques of Forecasting the Demand and Supply of Manpower, Turnover and Absenteeism, Job Analysis, Job Design and Re-design: Job enlargement, Job Enrichment, **Corporate strategy and human resource management; HRM and culture management. Managing HR after mergers and acquisitions.** (14 Hours)

Unit III

Expanding the Talent Pool: Recruitment, Selection, Career Development Initiatives, HRM Competencies: Roles of HR Generalists and HR Specialists, Training & Development, Balance Scorecard(BSC), Idea underlying BSC, Research by Kaplan and Norton Introducing BSC- step By- Step. (14 Hours)

Unit IV

Contemporary Issues in HR – Strategic Human Resource Management, International Human Resource Management, Wellness Programs Work Life Balance and Green HRM; Different working patterns (e.g. day work, shift systems, flexi-time, working at home, casual employment) Human Resource Information Systems and e–HR for the digital age. Competency mapping. Empowering managers through positive political skills, Mentorship, Introduction to Human Resource Analytics. **(14 Hours)**

Text Books

1. Dessler, G. & Varkkey B. (2015), Human Resource Management, 14/e, Pearson Education.
2. Denisi, A., Griffin, R. and Sarkar, A. (2016), HR: A South Asian Perspective, 1/e, Cengage Learning (India Edition).

Reference Books

1. Mondy, W., (2016), Human Resource Management, 14/e, Pearson Education.
2. Durai, P. (2016), Human Resource Management, 2/e, Pearson Education.
3. Ivancevich, J.M. (2016), Human Resource Management, 11/e, Mc GrawHill Education.
4. Byars, L.L. & Rue, L.W. (2013), Human Resource Management, 10/e, Mc GrawHill Education.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Regulatory Framework in Securities Market

Course Code: MBA (FM) 114

L-4 Credits-4

Objectives: This course is designed to help the students in understanding the legal environment in which the financial market operates.

Course Outcomes:

CO1: Active appreciation of various legal provisions related to the laws governing general and special contracts, negotiable instruments, companies, competitive markets, consumers' protection and investors' protection

CO2: Capacity to understand the implications of various laws above mentioned for business decision making.

CO3: Ability to analyse the decision-making context with due regard to the regulatory compliances and the consequences thereof

CO4: General awareness of various institutional mechanisms set up under the relevant laws for promoting the objectives of respective laws, their role, functions and powers

CO5: Reasonable level of acquaintance with the procedural aspects related to the availing of the remedies, contesting the matters and participating in proceedings

CO6: Acquisition of skills necessary to read and understand legal communications and respond to them in an appropriate manner while displaying legal proficiency that matches with the expectations of the job roles.

Course Contents:

Unit I

Companies Act, 1956, SCRA, 1956 and Depositories Act, 1996: Companies Act 1956 - Incorporation of a Company, Prospectus, Allotment and Issue of Shares, Share Capital and Debentures, Management and Administration, Winding up; Securities Contract Act, 1956 - Definitions, Listing of Securities, Penalties and Procedures; Depositories Act, 1996 - Definitions, Rights of Obligations of Depositories, Participants, Issuers and Beneficial owners, Enquiry and Inspection, Penalty.

(14 Hours)

Unit II

SEBI Regulations Act, 1952, Circulars, Rules, Regulations and Bye-laws: Definitions, Registration of stock brokers and sub brokers, Registration of trading and clearing members, General obligations and responsibilities, Inspection and procedure for action in case of default; Circulars, Rules, Regulations and Bye-laws - NSE, NSCCL, SEBI and MoF circulars as enforced from time to time, NSE rules, regulations and bye-laws, NSCCL rules, regulations and bye-laws.

(14 Hours)

Unit III

SEBI Rules and Regulations- I: SEBI (Prohibition of Fraudulent and Unfair Trade Practices relating to Securities Market) Regulations, 2003, SEBI (Prohibition of Insider Trading) Regulations, 1992, SEBI (Portfolio Managers) Regulations, 1993, SEBI (Underwriters) Regulations, 1993, **(14 Hours)**

Unit IV

SEBI Rules and Regulations- II : SEBI (Ombudsman) Regulations, 2003, Compliance with the provision of listing agreement, Compliance with book building guidelines for raising funds through public issue, Compliance with SEBI(DIP) guidelines for raising funds through public issue **(14 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Regulatory Framework in Security Market, Workbook from NSE
2. Endo, Tadashi, (2008), Indian Securities Market: A Guide for Foreign and Domestic Investors, Vision Books.

Reference Books:

1. Guide to SEBI, (2003). Capital Issues, Debentures & Listing in 2 Vols. 3rd Ed., Shekhar Publications.
2. SEBI Manual in 2 Vols with Free CD, (2009), 13th Ed, Taxman Publications.
3. Manual of SEBI Act, Rules, Regulations, Guidelines, Circulars, in 2 Vols 15th Edition. 2009, Bharat Publication.
4. Ramaiya Guide to Companies Act, 17th Edition, Box 2, 4 Vols, LexisNexis Publications.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

**Emerging Trends in Financial Markets
(Non University Examination)**

Course Code: MBA (FM) 116

L-2 Credit -2

Objectives: This course will focus on overall development of Financial Knowledge of the students by enhancing their understanding of finance, shaping their attitudes and behaviours and ultimately preparing them for corporate roles.

Course Outcomes (COs)

After the successful completion of the course, the student will:

CO 1 Get familiarized with the money market and regulations of SEBI and RBI.

CO 2 Get familiarized with the financial formulas like NPV, PV, IRR, XIRR and use this functionality in analysing GDP data, Inflation Data etc.

CO 3 Study and learn from the recent case studies in the area of Mergers and Acquisitions.

CO 4 Learn to use charting techniques and Pivot tables for data representation.

Course Contents:

Unit I:

Emerging Trends in Financial Markets: Money Market, New regulations of SEBI/ RBI.
(07 Hours)

Unit II:

Changes in Credit Policy: Discussions on GDP Data, Industrial Policy Data and Inflation Data.
(07 Hours)

Unit III:

Case Studies: Case Studies on recent Mergers and Acquisitions
(07 Hours)

Unit IV:

Presentations–Presentations and submission of Report on overall changes in Indian Economy.
(07 Hours)

THIRD SEMESTER

SUMMER TRAINING APPRAISAL

Student's Name:

Programme:

You are requested to provide your evaluation of the students performance on the following parameters as per the rating given below:

Outstanding

A

Good

B

Satisfactory

C

Unsatisfactory

D

1. Technical knowledge gathered about the industry and the job he/she was involved.
2. Communication Skills: Oral / Written
3. Ability to work in a team
4. Ability to take initiative
5. Ability to develop a healthy long term relationship with client/associates
6. Ability to relate theoretical learning to the practical training
7. Creativity and ability to innovate with respect to work methods & procedures
8. Ability to grasp new ideas and knowledge
9. Presentations skills
10. Documentation skills
11. Sense of Responsibility
12. Acceptability (patience, pleasing manners, the ability to instill trust, etc.)
13. His/her ability and willingness to put in hard work
14. Punctuality
15. In what ways do you consider the student to be valuable to the organization?

Any other comments

Assessor's Overall Rating

Assessor's Name:

Email id:

Contact No:

Designation:

Organization Name :

Address :

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Summer Training Project

Course Code: MBA (FM) 201

L-0 Credits-4

All the students will submit their Summer Training Reports (in duplicate) within a period of one month from the date of completion of their Summer Training to the concerned Institute/School. The supervisor in the organization under whose guidance the summer training is carried out will be required to grade the student's performance in the format prescribed by the university, attached below. Each student will be attached with one internal faculty guide, with whom he/ she shall be in continuous touch during the training period. The internal faculty guide will be required to evaluate the report (out of 40 marks) on the basis of the assessment report provided by the organization where the Summer Training has been completed and his/her own assessment about the work done by the student. The evaluation for the remaining 60 marks shall be made by an external examiner appointed by the University who shall evaluate the report on the basis of a presentation and the assessment report received from the organization where the student has undergone Summer Training.

Course Outcomes:

Upon successful completion of the internship, students will be able to

CO1: Integrate academic theory with practice.

CO2: Develop self-confidence, sensitivity and appreciation for diversity, clarification of work and personal values, and workplace etiquette.

CO3: To apply knowledge and skills learned in company/industry/organization to real-world problems.

CO4: Develop and demonstrate workplace competencies such as oral and written communication, critical thinking, organization, problem solving, decision making, leadership, managing interpersonal relationships, etc. necessary for professional success.

CO5: Carry out research projects, analyse data, and write up and present results in meetings (including experience in using specialized tools at each stage of this process).

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Equity Derivatives Market Operations

Course Code: MBA (FM) 203

L-4 Credits-4

Objectives: This course is designed to help the students in understanding the basics of the derivatives market products in speculating, hedging and arbitraging. Students will also learn the process involved in trading, clearing, settlement and risk management of equity derivatives in addition to the regulatory, accounting and taxation issues.

Course Outcomes (COs)

After completion of the course, students will:

CO1: Get familiarized with the basic features of derivatives market products in speculating, hedging and arbitrage.

CO2: Understand the concept and techniques of pricing the derivative instruments while learning about the application of derivatives

CO3: Understand the process involved in trading, clearing, settlement, and risk management of equity derivatives

CO4: Develop understanding of the regulatory framework related to derivatives trading.

Course Contents:

Unit I

Introduction to Derivatives: Derivatives - types, history, participants and economic functions; Understanding interest rates and stock indices - Indices construction, economic significance, application; Futures contracts, mechanism and pricing - Forward contracts, Introduction to Futures, terminologies, pricing.

(08 Hours)

Unit II

Pricing, Applications of Futures and Options: Understanding Beta, Numerical illustration of applications of stock futures; Options contracts, Mechanism and applications - Option terminology, Comparison between futures and options, Options payoffs, application of options; Pricing of options contracts - variables affecting option pricing, Black Scholes Merton model for option pricing (BSO), Greek letters.

(12 Hours)

Unit III

Trading, Clearing and Settlement: Futures and options trading system, Trader workstation, Futures and Options market instruments, Criteria for stocks, Index eligibility for trading, Charges; Clearing and settlement - Clearing entities, Clearing mechanism, Settlement procedure, Risk management, Margining system.

(12 Hours)

Unit IV

Regulatory Framework and Accounting: Securities Contracts (Regulation) Act, 1956, Securities and Exchange Board of India Act, 1992, Regulation for Derivatives trading, Adjustments for Corporate actions; Accounting for Futures, Accounting for options, Taxation of derivative transaction in securities. **(12 Hours).**

Market Simulation Lab

Market simulation lab sessions on internet based software to develop trading skills in futures and options. **(12 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Derivative Market (Dealers) Module, Workbook from NSE.
2. Hull C. John, Basu, Sankarshan (2010), Options, Futures and Other Derivatives, 7/e, Pearson Education.

Reference Books:

1. Overhaus Marcus. (2008), Equity Derivative - Theory and Application, John Wiley & Sons.
2. Vohra, N.D. and Bagri, B.R. (2009), Futures and Options, 9/e, Tata McGraw-Hill.
3. Hull C. John, (2009), Options, Futures and Other Derivatives, 7/e, Pearson Education..
4. Bansal, (2010), Derivatives and Financial Innovations, 1/e, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Venture Capital and Private Equity

Course Code: MBA (FM) 205

L-4 Credits-4

Objectives: This course is designed to help the students in understanding the evolution and role of Venture Capital and Private Equity in a business model

Course Outcomes (COs)

After completion of the course, students will:

CO1: Get familiarized with the basic features, terms and concepts of entrepreneurship and venture capital and comprehend and develop skills for converting a business idea to business plan.

CO2: Understand the various sources of entrepreneur finance and the assistance and role offered by the development agencies for entrepreneurs.

CO3: Understand the concepts of valuation of start-ups and specific performance measurement tools.

CO4: Develop understanding of the legal and marketing issues and challenges for entrepreneurs and strategies for future growth.

CO5: Understand the global aspects and barriers for international trade for entrepreneurial ventures and strategies for management.

Course Contents:

Unit I

Private Equity Background and Growth Capital from Funds: Evolution of Finance for Business, VC Funds and PE Funds, Fund Structure, Leveraging in Funds, Forms of Investment by Funds, J Curve, Measuring the Performance of Investments and PE Fund, PE Investment Criteria, Role of Facilitators, Resource Mobilization, Valuation & Dilution

(14 Hours)

Unit II

Business Model, Business Plan & Financial Model : Business Model, Business Plan, Financial Model – Cost of Project & Means of Financing, Projected Profit & Loss Account, Projected Balance Sheet, Projected Funds Flow, Projected IRR, Equity IRR, Loan Serving Capability, Valuation, Sensitivity Analysis, Building Scenarios.

(14 Hours)

Unit III

Buyouts, PE Investment Process & Documentation:

LBO, MBO, Project-based Funding Transactions, Distressed Assets Funding Transactions, Sourcing of Proposals, Initial Contract, Non-Disclosure Agreement, Information Memorandum, Management Presentation, Initial Due Diligence, Preliminary Investment Note, Non-binding Letter of Intent, Final Due Diligence, Final Investment Memorandum, Signing the Term Sheet, Closure of the Deal, Typical Investment Conditions, Subscription Agreement, Shareholder's Agreement

(14 Hours)

Unit IV

Tax Aspects and Regulation of PE Investment: Section 10(23FB) of Income Tax Act, 1961, Section 10(47) of Income Tax Act, 1961, Income Types, Securities Transaction Tax (STT), Tax on Distributed Profit (Dividend Distribution Tax), Taxability of Interest, Taxability of Short Term Capital Gains on Debt, Taxability of Long Term Capital Gains on Debt, Taxability of Short Term Capital Gains on Equity, Taxability of Long Term Capital Gains on Equity, Taxation of Non-Residents, Support, Monitoring, Exit, SEBI (Alternate Investment Funds) Regulations, 2012, Categories of AIFs, Eligibility Criteria, Conditions & Restrictions for Investment in Fund, Tenure, Listing, Conditions & Restrictions for Investment by Fund, General Obligations, Maintenance of Records, Winding up of AIF. **(14 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Venture Capital and Private Equity Module, Workbook from NSE
2. Introduction to Private Equity: Venture, Growth, LBO & Turn - Around Capital, Wiley Finance

Reference Books:

1. The Masters of Private Equity and Venture Capital, McGraw-Hill Education; 1 edition (1 January 2010)
2. Gurusamy, S. (2009). Merchant Banking & Financial Services, 1st edition, Tata McGraw Hill
3. Machiraju, H R. (2007), Merchant Banking, Principles and Practice, New Age International
4. Relevant provisions of Companies Act and SEBI Guidelines.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Technical Analysis

Course Code: MBA (FM) 207

L-4 Credits:4

Objectives: This course is designed to help the students to develop the practical skills for utilizing tools and techniques of technical analysis for timing the investment and trading decisions in stock, commodity and currency market.

Course Outcomes:

After completion of the course students will be able to

CO1: Understand and read the charts of stocks and securities values arranged in a time series.

CO2: Identify trends and patterns in the charts as per the technical indicators.

CO3: Apply techniques to identify the support, resistance, consolidation, target etc for the price levels.

CO4: Provide consultation and research input for a security or index.

Course Contents:

Unit I:

Introduction to Technical Analysis: Technical analysis, Basic assumptions, Strengths and Weakness; Dow theory, Charts, Candlestick charts analysis with one two and three candles like hammer, hanging man, shooting star, bearish and bullish harami; Pattern Study - Support and resistance, Head and shoulders, Double top and double bottom and Gap theory. **(12 Hours)**

Unit II:

Major Indicators and Oscillators: Stochastics, RSI, Williams %R, MFI, Bollinger bands, Moving Averages, MACD, Other Investments **(12 Hours)**

Unit III :

Major Theories in TA: Dow Theory and Eliot Wave Theory **(10 Hours)**

Unit IV :

Risk Management, Trading Psychology and Trading Strategies : Risk Management – Need, techniques, uses of stop loss, qualities of successful traders, golden rules of traders, do's and don'ts in trading, Rules to stop losing money, Choosing the right market to trade, Importance of discipline in trading; Day trading, Advantages of day trading, Risks associated with trading, Strategies for day trading, Momentum trading strategies. **(12 Hours)**

Market Simulation Lab

Market simulation lab sessions to use technical analysis software such as Metastock, Advanced Gate etc. **(10 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Technical Analysis, Workbook from NSE
2. Edwards, Robert D. (2009), Technical Analysis of Stock Trends, 9 edition, 2009, Vision Book.

Reference Books:

1. Pring, Martin J., (2002), Technical Analysis Explained, 4 edition, McGraw Hill
2. Hirt, (2009), Fundamentals of Investment Management, 8th edition, Tata McGraw Hill.
3. Parameswaran, (2010), Futures And Options, 1st edition, Tata McGraw Hill.
4. Hirschey, (2010), Investments: Analysis and Behaviour, 1st edition, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Interest Rate Derivatives

Course Code: MBA (FM) 209

L-3 Credits – 3

Objectives: This course is designed to help the students in understanding the concept of money market and interest rate derivatives as a risk management tool.

Course Outcomes:

After completion of the course students will be able to

CO1: Understand the concept of money markets, time value of money, and functioning of government bonds.

CO2: Understand the concept of interest rate derivatives and learn about its application as a risk management tool.

CO3: Acquire a deeper understand about interest rate futures and its role in the risk management process.

CO4: Devise strategies for Hedgers, Speculators and Arbitrageurs in the interest rate derivatives market.

Course Contents:

Unit I:

Money Markets and Government Bonds : Interest rates and time value of money, money and fixed income markets, government bonds – characteristics, concept of yield, relationship between bond price and interest rate, duration, PVBP and other bond terminology, repo rate.

(11 Hours)

Unit II:

Interest Rate Derivatives : Interest rate derivatives - OTC derivatives, forwards, interest rate swap, exchange trades contracts, futures, options, key terminologies; Interest rate futures in India - contract specifications, product features, trading, settlement and risk management.

(11 Hours)

Unit III:

Basic concepts of Interest Rate Futures (IRF) : Key concepts in IRF - Notional bond usage as underlying, conversion factor, invoice price, cheapest to deliver bond, bond basis. **(10**

Hours)

Unit IV:

Application of Interest Rate Futures (IRF) : Applications of IRF - Hedging, speculation and arbitrage strategies.

(10 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Interest Rate Derivatives: A Beginner's Module, Workbook from NSE
2. Sundaram, Janakiramanan, (2009), Derivatives and Risk Management, Pearson Education.

Reference Books:

1. Rajwade, A. V. (2008), Handbook of Debt Securities and Interest Rate Derivatives, 1st edition, Tata McGraw Hill.
2. Bansal, (2010), Derivatives And Financial Innovations, 1st edition, Tata McGraw Hill.
3. Parameshwaran, Sunil K. (2007), Interest Rate and Time Value for Money, Tata McGraw Hill
4. Parameswaran, (2010), Futures And Options, 1st edition, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)
Management of Life Insurance

Course Code: MBA (FM) 211

L-3 Credits-3

Objectives: This course is designed to help the students in understanding the fundamental principles of life insurance, premium, products, underwriting, how to become an agent, rules and regulations governing life insurance business

Course Outcomes:

After completion of the course, students will:

CO1: Understand the fundamental principals of life insurance, premium and bonuses

CO2: Understand the underwriting process and study the recent trends in the insurance market

CO3: Learn about the documentation process, policy conditions and claims in life insurance.

CO4: Develop understanding of the rules and regulations governing life insurance business.

Course Contents:

Unit I:

Principles of Life Insurance, Premium and Bonuses : Introduction to Insurance, purpose, need, advantages, trustee, reinsurance, role of insurance in economic development. Life insurance contracts, insurable interest, features, principle of indemnity, different risks. Premium, risk net and pure premium, loadings, level, office, extra premiums, calculation of age, premium, life fund, actuarial valuation and bonus.

(10 Hours)

Unit II:

Life Insurance Products, Underwriting : Basic element, popular plans, convertible plans, with and without profit policies, children plans, variable insurance plans, Industrial Assurance Plans, SSS policies, riders, annuities, group insurance, agents role. Underwriting - Classification of risks, financial and data for underwriting, non medical underwriting, underwriting by agent, recent trends.

(11 Hours)

Unit III:

Insurance Documents, Policy Conditions and Claims : Introduction, proposal forms, personal statement, FPR, RPR, Policy document, endorsements, renewal and bonus notice, prospectus. Policy Conditions – introduction, age, grace, laps and non-forfeiture, paid up value, keeping policy in force, extended term insurance, revival, assignment, nomination, surrenders and loans, foreclosure, alteration, indisputability, MWP act policies, restriction. Maturity claims, survival benefit payments, death claim, accident and disability benefits.

(10 Hours)

Unit IV:

Insurance Products, Agency and Regulations : Linked policy, option of fund, flexibility, NAV, lock in, charges, ULIPS and traditional insurance, annuities and pensions, IRDA guidelines. Agents role, regulations, procedure, remuneration, agency as profession etc. Insurance Act, 1938, LIC Act 1956, IRDA Act, 1999, Consumer Protection Act, 1986, Income tax Act, Married Women's Property Act 1874 and Micro Insurance. **(11 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Life Insurance workbook from Insurance Institute of India (IC33)
2. Mishra, (2009), Fundamentals of Life Insurance: Theories and Applications, Prentice Hall of India

Reference Books:

1. Sadhak, H. (2009), Life Insurance in India: Opportunities, Challenges and Strategic Perspective, Sage Publishers.
2. Karampal, Bodla, and Garg, M.C., (2007), Insurance Management Principles & Practices, Deep & Deep Publications.
3. Arthur C. and William C Jr.,(2005), Risk Management and Insurance, Sultan Chand & Sons.
4. Harrington, Niehaus, (2007), Risk Management & Insurance, McGraw Hill Education

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Debt Market

Course Code : MBA (FM) 213

L-3 Credits – 3

Objectives: This course is designed to help the students in understanding the fundamental features of debt instruments, trading on the NSE-WDM Segment, regulatory and procedural aspects and concepts in valuation of bonds.

Course Outcomes:

After completion of the course, students will:

CO1: Understand the concept and fundamental features of fixed income securities.

CO2: Understand valuation and pricing of fixed income securities and calculation of yield and return.

CO3: Identify the types and sources of risks in fixed income securities and apply structural models for risk estimation.

CO4: Understand the bond portfolio management strategies for effective risk management.

CO5: Demonstrate how to apply derivative instruments to hedge the risks and enhance the returns of fixed income securities.

Course Contents:

Unit I:

Introduction to Debt Market : Debt instruments: fundamental features, Indian debt markets: profile, central government securities: bonds, t-bills, state government bonds, bond market indices and benchmarks.

(11 Hours)

Unit II:

Trading in Wholesale Debt Market (WDM) : Call money markets, corporate debt: bonds, commercial paper & certificate of deposits, repos, trading mechanism in the NSE-WDM.

(10 Hours)

Unit III:

Regulatory Framework : G-Sec Act 2006; SEBI (Issue and Listing of Debt Securities) Regulations 2008 and Market Practices and Procedures.

(10 Hours)

Unit IV:

Valuation of Bonds : Valuation of bonds, yield curve and term structure of interest rates – bootstrapping, alternative methodologies to estimate the yield curve, NSE ZCYC (Nelson Seigel Model), duration, fixed income derivatives – interest rate futures, swaps and guidelines.

(11 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. FIMMDA-NSE Debt Market (Basic) Module, Workbook from NSE.
2. Dun and Bradstreet, (2008), Fixed Income Securities, Tata McGraw Hill.

Reference Books:

1. Bhardwaj, Gautam, (2008), The Future of India's Debt Market, Tata McGraw Hill.
2. Suryanarayan, (2002), Debt Market, ICFAI Publication Press.
3. Fabozzi, Frank, (2004), Fixed Income Analysis Workbook, 2nd edition , John Wiley & Sons
4. Shah, Ajay, Thomas, Sushan and Gorham,Michael, (2008), Indian Financial Markets, Elsevier, USA

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Merchant Banking

Course Code: MBA (FM) 215

L-3 Credits- 3

Objectives: This course is designed to help the students in acquiring necessary knowledge and skills for bringing public issue through merchant bankers.

Course Outcomes:

After completion of the course, students will:

CO1: Understand the concept and fundamentals of merchant banking, its importance, need and functions

CO2: Understand the concept and process of the Initial Public Offering and learn about the regulations guiding the entire process

CO3: Understand the process of issuing of depository receipts, and learn about its structures, norms and guidelines

CO4: Understand the procedure for issue of bonds and debentures

Course Contents:

Unit I:

Introduction to Merchant Banking : Introduction to Merchant banking, Importance, need, functions, Merchant banking services - Project counseling, Loan syndication and Corporate counseling; Pre-issue merchant banking activities - Obtaining stock exchange approvals, action as per SEBI guide lines, Finalizing the appointments with - manager/advisers, Underwriters, Brokers, Bankers, Advertising agency, Drafting and approval of prospectus; Post-issue merchant banking activities – Issue subscription, Allotment of shares, Refunds, Periodical reports to SEBI. **(11 Hours)**

Unit II:

Initial Public Offering (IPO) : Initial Public Offering - Issuance Process, Role of registrar, SEBI guidelines for IPO eligibility, IPO grading, Draft Red Herring Prospectus (DRHP), Listing agreement, Pricing the issue, Book building process, Allotment; SEBI Guidelines in Drafting the Offer Document; Pre and Post launch activities in IPO, SEBI Guidelines on QIP, Rights and Bond Issues.

(11 Hours)

Unit III:

Issue of DRs, ADRs and CPs : Types and Process of Issuing of Depository Receipts (DRs) - American Depository Receipts (ADRs), Global Depository Receipts (GDRs), European Depository Receipts (EDRs), Indian Depository Receipts (IDRs), ADR structure and norms, Indian Depository Receipts (IDRs) and Guidelines; Procedure for issue of Commercial Paper – Credit Rating, Redemption process. **(11**

Hours)

Unit IV:**Issue of Bond and Debentures : Procedure for Issue of Bond and Debentures, Foreign currency convertible bonds****(09 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Merchant Banking, Workbook from NSE
2. Gurusamy, S. (2009). Merchant Banking & Financial Services, 1st edition, Tata McGraw Hill

Reference Books:

1. Verma, J C. (2006), A Manual of Merchant Banking, 4th edition, Bharath Publishing House, New Delhi
2. Machiraju, H R. (2007), Merchant Banking, Principles and Practice, New Age International
3. Introduction to Private Equity: Venture, Growth, LBO & Turn - Around Capital, Wiley Finance
4. Relevant provisions of Companies Act and SEBI Guidelines.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Mathematical Finance

Course Code: MBA (FM) 217

L-3 Credits: 3

Objectives: This course is designed to help the students in understanding the application of mathematical concepts in fundamental analysis of equity market.

Course Outcomes:

On a successful completion of this course, the students should be able to

CO1: Understand the mathematical tools in finance like basic probability, variables, multivariate distributions, and sampling techniques

CO2: Design portfolios using techniques like Studying Cash Flows, Markowitz model, Capital Asset Pricing Model etc.

CO3: Learn the techniques of pricing the financial derivatives and understand the factors influencing options premium

CO4: Understand the valuation models for financial derivatives

Course Contents:

Unit I:

Mathematical Tools : Basic probability, random variables - discrete and continuous random variables, expectation and variance, binomial, normal, and lognormal variables; Multivariate distributions - conditional probability and distributions, independence, covariance, conditional expectation; Sampling - sample mean and variance, large sample approximations, data fitting.

(10 Hours)

Unit II:

Portfolio Design : Cash flows - interest, present and future value, internal rate of return; Fixed income securities - bonds, prices and yields, duration, immunization, term structure of interest rates; Random cash flows - asset return, portfolio return, random returns, portfolio mean return and variance, diversification, portfolio diagram, feasible set, Markowitz model, two fund theorem, one fund theorem; Capital asset pricing model - capital market line, CAPM, betas of stocks and portfolios, security market line, use of CAPM in investment analysis and as a pricing formula.

(11 Hours)

Unit III:

Pricing of Financial Derivatives : Forwards and Futures - Forward and futures prices and values, hedging, stock index futures, currency futures; Options - Factors influencing options premium, Put-call parity, Binomial option pricing model (BOPM), dynamic hedging, pricing of American options.

(10 Hours)

Unit IV:

Valuation Models for Financial Derivatives : Black Scholes Model - Modelling of stock prices, analogy with BOPM, delta hedging, hedging parameters – “The Greeks”; Option Spreads - Spreads, butterflies, straddles, and strangles; Value at Risk(VaR) - Estimating VaR by linear and quadratic models, Monte Carlo Simulation.

(11 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Mathematical Finance, Workbook from NSE
2. Fries, Christian (2007), Mathematical finance: theory, modeling, implementation, John Wiley and Sons

Reference Books:

1. Elliot, Robert J. (2005). Mathematics of Financial Markets ,2nd Edition, Springer Science
2. Ross, (2003). An Elementary Introduction to Mathematical Finance, 2nd Edition, The press Syndicate of the University of Cambridge.
3. Neftci, Salih, (2000), An Introduction to the Mathematics of Financial Derivatives, Second Edition by, Academic Press Advanced Finance
4. Joshi, Mark (2003), The Concepts and Practice of Mathematical Finance, Cambridge University Press.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Equity Research

Course Code: MBA (FM) 219

L-3 Credits-3

Objectives: This course is designed to give the students a practical orientation towards the principles of investment, pricing, valuation and portfolio management.

Course Outcomes:

On a successful completion of this course, the students should be able to

CO1: Understand and critically discuss concepts of equity valuation like valuation process, risk and return, and required rate of return on equity.

CO2: Conduct valuations based on methods like the Discounted Cash Flow method, Gordon Growth model, H-model etc.

CO3: Understand and apply skills in practical financial analysis and conduct a relative valuation and residual income valuation.

CO4: Critically analyse publicly available information for valuation of equity.

CO5: Understand the approaches in private company valuation and loose ends in valuation.

Course Contents:

Unit I :

Introduction to Equity Research, and Economic Analysis : Overview, market participants, types of research, role of an analyst, stocks and industry classification; Time value of money, future and present value, risk and return, types of risks, measurement, Beta, risk return trade off, quantitative and qualitative aspects, concept of intrinsic value; Economic analysis - Economic indicators, Gross domestic product, inflation, interest rates, credit policies, foreign direct investment, FIIs. **(14 Hours)**

Unit II:

Industry and Company Analysis : Industry analysis, life cycle of an industry, SWOT analysis, characteristics of industry analysis, Michael Porters five forces model; Company analysis - Non financial aspect, the management, general analysis of company, SWOT analysis, quality-price matrix; Company analysis – financial, analysis of financial statements; Ratio analysis – Activity, Solvency and Valuation Ratios and leverage analysis.

(14 Hours)

Unit III:

Valuation of Stocks and Firms : Valuation concepts, time value of shares, share models, discount rate, multiplier approach to share valuation, regression analysis, preferred stock; Valuation of firms, weighted average cost, cost of debt, cost of preferred stock, cost of equity, CAPM approach, discounted cash flow approach, discounted cash flow corporate valuation model, relative corporate valuation model, advantages and disadvantages of relative valuation.

(16 Hours)

Unit IV:

Report Writing and Presentation : Equity Research Report Writing – Information memorandum, format structure and content, source of information and its validity, desk research, independent appraisal of management information, expert / legal opinion.

(12 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Equity Research Module, Workbook from NSE.
2. Kelleher, Jim, (2010). Equity Valuation for Analysts and Investors, McGraw Hill.

Reference Books:

1. Gurusamy, (2010), Capital Markets, 2nd edition, Tata McGraw Hill
2. Dun and Bradstreet, (2008). Equity Research and Valuation, Tata McGraw Hill..
3. Gillian D. Elcock, (2010), How to Get an Equity Research Analyst Job, 1st edition, Ecademy Press
4. Valentine, James (2011), Best Practices for Equity Research Analysts, illustrated, McGraw Hill

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Investment Banking

Course Code: MBA (FM) 221

L-3 Credits: 3

Objectives: This course is designed to help the students in understanding the role and responsibilities of an Investment Banker, products, services for the individual as well as corporate while managing the risks.

Course Outcomes:

CO1: Develop skillsets in financial analysis and widen the knowledge about financial instruments and institutions

CO2: Assist the firm management in creating value by analysing competitive investment proposals and financial options

CO3: Orientation about banking and financial concepts about managing investment in primary market and secondary market

CO4: Ability to establish fair value for the companies involved in the merger and acquisition activities, project finance, IPO analysis, etc.

Course Contents:

Unit I:

Investment Banking Services : Financial advisory, corporate finance, project finance, mergers and acquisitions, capital raising, debt, equities, initial public offerings (IPO's); Overview of commercial vs. Investment banking - traditional banking roles, traditional separation commercial and investment banking.

(11 Hours)

Unit II:

Asset management : Asset management - capital markets, foreign exchange, asset allocation.

(10 Hours)

Unit III:

Life Cycle of Trends: Life cycle of trends - a trade: from the front to the back office, risks arising from trades – credit, market, liquidity, operational and legal. **(10 Hours)**

Unit IV:

Risk Management and Corporate Governance : Risk management in investment banking, evolution of corporate governance, recent global regulatory developments. **(11 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Investment Banking, Workbook from NSE
2. Gurusamy, (2010), Merchant Banking And Financial Services, 3rd edition, Tata McGraw Hill.

Reference Books:

1. Subramanyam, (2007), Investment Banking: Concepts, Analysis & Cases, McGraw-Hill
2. Lott, Tom, Loosvelt, Derek and Jarvis, William, (2008), Vault Career Guide to Investment Banking, 5th edition, Vault Inc.
3. Wise, John (2006), Investment Banking, 2006, Insiders Guide
4. Bodie & Mohanty, (2010), Investments, 8th edition, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Financial Valuation and Modeling

Course Code: MBA (FM) 223

L-3, Credits-3

Objectives: This course is designed to help the students learn the application of MS-Excel in the financial modeling.

Course Outcomes:

CO1: Theoretical understanding of financial modelling, valuation and strategy analysis

CO2: Understanding and analysing financial statements

CO3: Working knowledge of the techniques, elements and approaches of forecasting

CO4: Ability to develop and interpret financial statements in Excel and use it for solving their business problems

Course Contents:

Unit I:

Excel as a tool in Financial Modeling : Excel concepts - Basic commands; Functions - math's, logical, look up, date, text and financial; Chart, diagram, picture, background, auto format, conditional formatting, style, filter, sort; Formulas and macros; What if analysis, pivot table, pivot chart, scenario, goal seek, problem solver tool, advanced filter.

(11 Hours)

Unit II:

Financial Modeling Basic Concepts: Introduction, Advanced functions of MS-Excel as a tool in financial modeling; Components of a financial model, building the template, filling in the historical data, identifying assumptions and drivers, forecasting various schedules and financial statement, building the supporting schedules, various approaches to valuation, key ratios, financial ratios and company analysis, building cases and sensitivity analysis - looking at the probabilistic analysis of the best and worst case scenario.

(10 Hours)

Unit III:

Cash Ratios and Non Cash Valuations: Cash Ratio - Structured model with a menu & accounting statements, Calculating key financial ratios, Deriving an international cash flow; Non Cash Flow Valuations - Accounting methods, Dividend discount models, Market-based methods – EPS and multiples, Fundamentals EV/EBITDA, EV/Sales, Peer groups.

(10 Hours)

Unit IV:

Forecasting Methods and Initial Valuations: Review of forecasting methods, relationship between company and financial strategy, identifying and forecasting key drivers, linkages and modeling problems, deriving free cash flow; Cost of capital and initial valuation - alternative theories – bonds and arbitrage pricing theory, capital asset pricing model constituents, asset and equity betas, mathematical derivation, methods of adding terminal value, producing an equity valuation, comparison to existing share price.

(11 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Financial Valuation and Modeling, Workbook from NSE
2. Day, Alastair (2008), Mastering Financial Modelling in Microsoft Excel: A practitioner's guide to applied corporate finance, 2nd edition, Pearson Education.

Reference Books:

1. Jonathan Swan, (2005). Practical Financial Modelling a guide to current practice, 2nd edition, CIMA publishing Publication.
2. Haug, Espen (2006). The Complete Guide to Option Pricing Formulas. New York: McGraw-Hill.
3. Marshall & Bansal, (2008), Financial Engineering: A Complete Guide to Financial Innovation, Prentice Hall of India.
4. Proctor, Scott (2009), Building Financial Models with Microsoft Excel: A Guide for Business Professionals, 2nd Edition, Wiley.

FOURTH SEMESTER

Project Dissertation

Course Code: MBA (FM) 202

Credits-06

Every student will be assigned a project topic in the third semester and it will be pursued by him/her in the fourth semester under the supervision of an internal supervisor. The dissertation along with a soft copy will be submitted by the students in their respective institutions in the fourth semester. The filled questionnaires, if applicable, be also submitted in the respective Institutions along with the report. The suggested format of the report is given below:

- Executive Summary
- Introduction
- Objectives of the Research Undertaken
- Literature Review
- Hypothesis, if any
- Research Methodology
- Data Analysis
- Findings and Conclusions
- Recommendations
- References/ Bibliography
- Appendices – to include questionnaire, if any

The student shall be required to submit progress reports as per the schedule to be announced by the School/Institutions for assessment by the internal project guide. The total marks will be 100 out of which 60 marks will be given by the external examiner and 40 marks to be given by the internal Project Guide. The internal assessment shall be done on the basis of a presentation by the student as per the assessment schedule to be decided and announced by the School/Institution. The external assessment shall be done on the basis of a Viva Voce and the report by an examiner to be appointed by the University.

Course Outcomes:

Upon successful completion of the project dissertation, students will be able to

CO1: Identify and articulate a clear research question or research problem.

CO2: Perform a thorough literature review & formulate a hypothesis.

CO3: Distinguish between different research methodologies and know when to use them.

CO4: Collect pertinent data, analyse it and communicate clearly and effectively the findings and conclusions.

CO5: Give recommendations based on research findings in the interest of benefitting industry and society.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Behavioural Finance

Course Code: MBA (FM) 204

L - 03 Credits – 03

Objective: The course covers details of rational and other behavioural aspects of market participants which influence the return from market to investors.

Course Outcomes:

CO1: The students will understand interrelationship of economic, social, psychology theories underlying human decision making.

CO2: This course will help students develop understanding of foundations of behavioural finance and its theories.

CO3: They will learn about the preliminary analysis and investigation process of surveillance in stock exchange

CO4: The course is especially useful for those learners who want to start entrepreneurial ventures as investment consultants, advisors and investment banking.

Course Contents

Unit I

Foundation of Behavioural Finance, Rationality to psychology, Agency theory, Prospect theory, Traders brain, Overreaction and optimism. (10 Hours)

Unit II

Challenges to Market Efficiency, Momentum Vs Reversal, Noise trader risk in financial market, Attitude to risk, Expected utility, Mental accounting. (10 Hours)

Unit III

Heuristic and Biases, Overconfidence, Emotion and reasoning, Excessive risk taking, Behavioural explanation for anomalies, Excessive volatility, Loss aversion, Gamblers' fallacy (12 Hours)

Unit IV

Investor behaviour, Conformity, Contrarian investing, Group psychology on Board, Personality and biases. (10 Hours)

Text Books:

1. Ackert, Lucy (2011), Understanding Behavioural Finance, Cengage Learning Pvt. Ltd.
2. Forbes, William, (2011), Behavioural Finance, Wiley Books.

Reference Books:

1. Thaler, Richard H. (1993), Advances in Behavioral Finance, Russell Sage Foundation
2. Shefrin, Hershey, (2000), Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing, Harvard Business School Press.
3. Shleifer, Andrei, (2000), Inefficient Markets: An Introduction to Behavioral Finance, Oxford University Press.
4. Singhal, Vijay, Beyond the Random Walk: A Guide to Stock Market Anomalies and Low-Risk Investing, Oxford University Press.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Surveillance in Stock Exchanges

Course Code: MBA (FM) 206

L-3 Credits-3

Objectives: This course is designed to help the students in understanding the importance of role of surveillance in risk management. They will learn the regulatory aspects of surveillance and good corporate governance.

Course Outcomes:

CO1: The students will understand the importance of role of surveillance in stock exchanges

CO2: This course will help students develop understanding about surveillance activities, rumour verification, and risk containment measures

CO3: They will learn tools and techniques for analysing stock market behaviour and will be able to make strategies for designing portfolios.

CO4: Develop understanding of the rules and regulations governing securities market in India.

Course Contents:

Unit I:

Introduction to Surveillance: Importance of Surveillance in Stock exchanges, Market surveillance mechanism; Basic investment mathematics - return and risk, fundamental analysis, Introduction to financial statement analysis, basics of cost of capital, basics of capital structure, Introduction to capital budgeting, Concepts of time value of money and understanding market indices. **(10 Hours)**

Unit II:

Surveillance and Risk Management : Introduction, Surveillance activities, Online surveillance, off-line surveillance, Rumour verification; Risk management, Risk containment measures, Settlement guarantee mechanism, Asset/capital adequacy, margins, Inspection of books and investigation, Penal charges and on-line monitoring. **(10 Hours)**

Unit III:

Preliminary Analysis and Investigation : Processing of alerts, Unique client code and the requirements, Prevention of Money Laundering Act, 2002 (PMLA), Obligations of intermediaries, Policies and procedures, monitoring of suspicious transactions, records maintenance, reporting to Financial Intelligence Unit-India. **(10 Hours)**

Unit IV:

Rules and Regulations : Securities Contracts (Regulation) Act, 1956, Securities Contracts (Regulation) Rules, 1957, Securities and Exchange Board of India Act, 1992, SEBI (Stock Brokers & Sub-Brokers) Rules, 1992, SEBI (Stock Brokers & Sub-Brokers) Regulations, 1992, SEBI Guidelines on Disclosure and Investor Protection (DIP), SEBI (Prohibition of Insider Trading) Regulations, 1992, SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 1997, SEBI (Prohibition of Fraudulent and Unfair Trade Practices Relating to Securities Markets) Regulations, 2003, Corporate Governance, Investigation, Code of ethics. **(12 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Surveillance in Stock Exchanges Module, Workbook from NSE.
2. Saunders, (2010), Financial Markets and Institutions, 3rd edition, Tata McGraw Hill.

Reference Books:

1. Pathak, Bharati V. , (2010), The Indian Financial System: Markets, Institution and Services 3rd edition, Pearson Education India
2. John W. Labuszewski, John E. Nyhoff, Richard Co, Leo Melamed, Paul E Peterson, (2010), The CME Group Risk Management Handbook: Products and Applications, John Wiley and Sons.
3. Frisen, Marianne (2008). Financial Surveillance, John Wiley and Sons.
4. Garry J. Schinasi, (2005). International Monetary Fund. Safeguarding Financial Stability, IMF Multimedia Service Division

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)

Tax Planning and Management

Course Code: MBA (FM) 208

L-3 Credits - 3

Objectives: The course provides an insight for tax avoidance strategies and means to increase return on investment through suitable tax planning.

Course Outcomes:

After completion of the course, students will:

CO1: Appreciation of principles of taxation and classification of types of taxes. and their impact on business decision making

CO2: Capacity to understand various implications of direct and indirect taxes

CO3: Ability to apply norms of taxes efficiently in the context of business situations

CO4: General awareness of taxation rules and role of government.

CO5: Acquaintance with the procedural aspects related to filing of details with the government.

CO5: Acquisition of skills necessary to comply with legal requirement of tax laws.

Unit I:

Tax Systems: Policy Proposals, Major Direct Taxes, Major Indirect Taxation, Powers of Central government and State governments to impose taxes; Income tax Act 1961, Heads of income, Income Tax on Salaries, Tax on Income from House Property, Income Tax on Capital Gains, Income Tax on Speculation in Shares, Inclusion of Other Persons income; Tax Planning for almost zero taxation.

(12 Hours)

Unit II:

Investment: Meaning, Norms for Personal Investment, Risks Associated with Investing in stock market and impact of loss on tax liability, Impact of variation in Taxes on short term and long term capital gains including impact of inflation; Dividend distribution tax, Mutual Fund investments and taxation of return.

(10 Hours)

Unit III:

Components of Returns: Taxation of returns from primary market, Equity Investment, Private Placement of Shares, Income Tax Benefits on Certain Investments, Wealth Tax, tax benefits from Life Insurance, Types of Insurance Policies, Unit Linked Insurance Policies (ULIPs), Joint Life Plans, Children Plans.

(10 Hours)

Unit IV:

Taxation of small saving instruments: Post Office Savings Schemes. Exemption of taxation of Public Provident Fund, Taxation of fixed Deposits and other schemes with Banks, Company Deposits, Debentures, Bonds, Government securities, Taxation of real estate investment; Taxation of investment in Gold and other commodities

(10 Hours)

Text books :

1. Ahuja, G. K. & Gupta, Ravi, Systematic Approach to Income Tax. Allahabad, Bharat Law House.
2. Mohan Rajat, (2011), Tax Planning through Investments, 2nd edition, Bharat Law House Pvt. Ltd.

Reference Books:

1. Bhagwati Prasad, (2011), Direct Taxes Law & Practice, Wishwa Prakashan.
2. Lakhotia, R. N. (2011), Tax Planning of Personal Investments, Vision Books
3. Singhania, V.K., (2011), Direct Taxes: Law and Practices. Delhi, Taxman.
4. Srinivas E. A., (2011), Handbook of Corporate Tax Planning, New Delhi, Tata McGraw Hill.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)
Entrepreneurship Development

Course Code: MBA (FM) 210

L-3 Credits: 3

Objective: The course aims at instituting entrepreneurship skills in the students by giving an overview of who the entrepreneurs are and what competences are needed to become an entrepreneur. It helps in grasping entrepreneurship, based on 3S Model i.e. Stimulate, Sustain and Support, so that a spirit of entrepreneurship can be inculcated among the student participants.

Course Outcomes:

After completion of the course, students will be able to:

CO1: Understand the concept of entrepreneurship and acquire competencies needed to become an entrepreneur

CO2: Learn about the process to identify entrepreneurial opportunity and conduct feasibility study

CO3: Learn about enterprise launching formalities, registration process, and project appraisal

CO4: Understand the role of support institutions and management of small business

Course Contents

Unit I

Entrepreneurship: Concept and Definitions; Entrepreneurship and Economic Development; Factor Affecting Entrepreneurial Growth – Economic, Non-Economic Factors; Classification and Types of Entrepreneurs; Entrepreneurial Competencies; EDP Programs; Entrepreneurial Training; Traits/Qualities of an Entrepreneurs; Manager Vs. Entrepreneur; Entrepreneur Vs. Entrepreneurship; Entrepreneur Vs. Administrator.

(12 Hours)

Unit II

Opportunity / Identification and Product Selection: Entrepreneurial Opportunity Search and Identification; Sources of Information; Criteria to Select a Product; Conducting Feasibility Studies; Marketing Feasibility, Technical Feasibility, Finance Feasibility, HR Feasibility etc; Business Plan Formulation; Format of Business Plan with Practical example; Project Report Preparation; Specimen of Project Report.

(10 Hours)

Unit III

Enterprise Launching Formalities : Definition of Small Scale as per MSMED Act, 2006; Rationale; Objective; Scope; steps involved in starting enterprise; SME; Registration; NOC from Pollution Board; Machinery and Equipment Selection; Role of SME in Economic Development of India; Project Planning and Scheduling using Networking Techniques of PERT/CPM; Methods of Project Appraisal.

(10Hours)

Unit IV

Role of Support Institutions and Management of Small Business : Role of Director of Industries, DIC, DCMSME, SIDBI, Small Industries Development Corporation (SIDC), MSME (D-I), NSIC, NISBUED, State Financial Corporation (SFC); Functional areas application for Small Enterprises like Marketing Management issues; Production Management issues; Finance Management issues; Human Resource Management issues; Export Marketing.

(10 Hours)

Text Books

1. Donald F. & Dr. Kuratko, (2016), Entrepreneurship: Theory, Process and Practice, South Western Publication.
2. Sharma K.C, (2010), Entrepreneurship Development, Regal Publications, Delhi.

References Books

1. Nath Suryakant (2012), Entrepreneurship Development and Small Scale Industries, Neha Publishers & Distributors, Delhi.
2. Charantimath (2013), Entrepreneurship Development and Small Business Enterprise Pearson Education.
3. Gupta S.L. & Mittal Arun (2012), Entrepreneurship Development, International Book House, Delhi.
4. Taing Kalpana (2014), Entrepreneurship Theory and Practice, Anmol Publication Pvt. Ltd, Delhi.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Depository Operations

Course Code: MBA (FM) 212

L-3 Credits: 3

Objectives: This course is designed to help the students to understand the rationale for a depository, services, processes and NSDL application software.

Course Outcomes:

CO1: To understand the rationale for depository, services and its processes

CO2: To develop understanding of capital markets and get an overview of NSDL

CO3: To learn about NSDL business partners, NSDL application software, service standards, benefits and safety and charge structure of NSDL

CO4: To learn about core and special services from NSDL

Course Contents:

Unit I:

Capital Markets & Overview of NSDL: Overview of Capital Markets – Capital market participants, governing rules, Intermediaries, Instruments, depositories, capital market process, internet initiatives at NSDL; Overview of NSDL – Key features of depository system, difference between bank and NSDL, legal framework, functions of depositories, services from NSDL **(10 Hours)**

Unit II:

NSDL Business Partners: Business partners of NSDL, NSDL application software, service standards, benefits and safety and charge structure of NSDL **(10 Hours)**

Unit III:

Core Services from NSDL: Account opening, transmission and nomination, Dematerialisation, trading and settlement **(10 Hours)**

Unit IV:

Special Services from NSDL: Pledge and Hypothecation, Corporate Actions, Public Issues, Debt Instruments and Government Securities, Warehouse Receipts, Tax Information Network (TIN) **(12 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. NSDL–Depository Operations Module, Workbook from NSE.
2. Gaba, Vinay K. (2000) Depository Participants, Taxmann Allied Services.

Reference Books:

1. Khan, (2009), Indian Financial Systems, 6th edition, Tata McGraw Hill.
2. Pullani. Ravi, SEBI SCRA and Depository Act – 1979 (B), Bharat Law House
3. Goyal, Alok and Goyal, Mridula, (2006). Financial Market Operations, Jain VK (India) Enterprises
4. Mayes, David G. (2007). Open Market Operations and Financial Markets, 1st edition, Routledge, New York, USA

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Financial Journalism

Course Code: MBA (FM) 214

L-3 Credits – 3

Objectives: This course is designed to help the students in acquiring skills for financial reporting to print media and for making presentation to stake holders.

Course Outcomes:

CO1: To understand basic concepts of financial reports, journalism and mass media.

CO2: To develop analytical skills to understand role of macro-economic, environmental, and industry in corporate and financial market changes.

CO3: To become independent reporter and develop entrepreneurial skill set.

CO4: The course will familiarize students with nuances of financial journalism and legal aspects related to it.

Course Contents:

Unit I:

Introduction to Financial Journalism : Introduction to Business and Economic Journalism, Principles of good Business Writing, Covering Economic Indicators, Converting Monetary and Fiscal Policy Issues. Financial Reporting - Reporting Companies, Reporting Commodities, Understanding, Personal Finance, International Organizations.

(11 Hours)

Unit II:

Reporting banking and Policy Issues: Covering Banking, Covering Labour and Management, International Business Reporting, Covering Policy Issues.

(11 hours)

Unit III:

Reporting Accounting and Economic Issues : Media Management, Hot Topics in Global Economy, Economics for Journalists, Accounting and Finance for Journalists.

(10 hours)

Unit IV:

Reporting Legal and Ethical Issues : Legal and Ethical Environment - Legal and Ethical Issues in Business, Journalism and Corporate Communication.

(10 Hours)

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Financial Journalism, Workbook from NSE.
2. Aggarwal, S K., (1998), Stock Market and Financial Journalism, Shipra Publications.

Reference Books:

1. Robertson, David R., (1971), Financial Journalism, Summer School of Professional Journalism.
2. Khan, (2009), Financial Services, 5th edition, Tata McGraw Hill.
3. Sharma, Seema., (2005), Development of Journalism, 1st edition, Anmol Publication Pvt.Ltd.
4. Chapman, Jane, Kinsey, Marie, (2009), Broadcast Journalism- A Critical Introduction, 1st edition, Taylor and Francis.

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI
MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Mergers, Acquisitions and Corporate Restructuring

Course Code: MBA (FM) 216

L-3 Credits- 3

Objective: Liberalized economy has generated many opportunities of combining businesses to create wealth. The fundamental aim of the course is to prepare students to take advantage of the current scenario and understand how mergers, acquisition and corporate restructuring are implemented.

Course Outcomes:

CO1: Understand the process of corporate restructuring

CO2: Ability to comprehend the value of mergers, acquisitions, and other corporate restructuring tools for the business

CO3: Develop the skillset to evaluate the opportunity for corporate restructuring

CO4: Ability to value the firms through various accounting and managerial methods

CO5: Competence to appreciate and resolve the HR and other cultural issues involved in mergers, and acquisitions

Course Contents:

Unit I:

Introduction to Mergers, Types of Mergers, Merger Strategy-Growth, Synergy, Operating Synergy, Financial Synergy, Diversification, Other Economic Motives, Hubris Hypothesis of Takeovers, Other Motives, Tax Motives Financial Evaluation, Joint Venture and Strategic Alliances. **(10 Hours)**

Unit II:

Legal Aspects of Mergers/ Amalgamation and Acquisition; Provisions of Companies Act, Regulation by SEBI, Takeover Code; Scheme of Amalgamation, Approval from Court. Valuation of a Business. **(10 Hours)**

Unit III:

Methods of Valuation – Cashflow Basis, Earning Potential Basis, Growth Rate, Market Price etc. Computation of Impact on EPS and Market Price, Determination of Exchange Ratio, Impact of Variation in Growth of the Firms, MBO, LBO, Boot Strapping; **Criteria for Negotiating Friendly Takeover, Financing of Merger.** **(10 Hours)**

Unit IV:

Defence Against Hostile Takeover, Poisson Pill, Bear Hug, Greenmail, Pacman. Post Merger H.R. and Cultural Issues. Recent cases of Mergers and Acquisitions. **(12 Hours)**

Text Books:

1. Gaughan, Patrick A.(2015), Mergers Acquisitions and Corporate Restructurings, 5/e, Wiley India.
2. J. Fred Weston, Mitchell, Mulherin and Salwan (2011), Takeovers, Restructuring and Corporate Governance, 4/e, Pearson Education.

Reference Books:

1. Depamphilis Donald (2015), Mergers Acquisitions and Other Restructuring Activities, 8/e, Academic Press Advanced Finance Series, Elsevier Incorporation.
2. Sundarsanam (2015), Creating Value from Mergers and Acquisitions, 2/e, Pearson Education.
3. Ramanujan. S.(2015), Mergers: The New Dimensions for Corporate Restructuring, McGraw Hill.
4. Prasad G. Godbole, (2013), Mergers, Acquisitions and Corporate Restructuring, 2/e, Vikash Publisher

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Options Trading Strategies

Course Code: MBA (FM) 218

L-3 Credits – 3

Objectives: This course is designed to help the students learn about the various option strategies, risks and payoff associated with different strategies.

Course Outcomes:

CO1: Understand the option terminology and options payoffs

CO2: Learn about various options strategies

CO3: Learn about risks associated with different options strategies

CO4: Ability to apply options strategies as a risk management tool

Course Contents:

Unit I:

Introduction to Options : Option terminology, options payoffs, payoff profile of buyer and seller of long and short asset, long call and short call, long put and short put. **(12 Hours)**

Unit II:

Options Strategies Basic : Long call, short call, synthetic long call, long put and short put; Covered call, long combo, protective call and covered put. **(10 Hours)**

Unit III:

Options Strategies Intermediate : Long and short straddle, long and short strangle, collar **(10 Hours)**

Unit IV:

Options Strategies Advance : Bull call and put spread, bear call and put spread, long and short call butterfly, long and short call condor. **(10 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Options Trading Strategies Module, Workbook from NSE.
2. Parameswaran, (2010), Futures and Options, 1st edition, Tata McGraw Hill.

Reference Books:

1. Ralph Vince. (2007), Portfolio Management Formulas: Mathematical Trading Methods for the Futures, Options, and Stock Markets, John Wiley and Sons.
2. Vohra, N.D. and Bagri, B.R. (2009), Futures and Options, 9th edition, Tata McGraw-Hill Publishing Company Ltd.
3. Hull, John, C. (2009), Options, Futures and Other Derivatives. 7th edition, Pearson Educations Publishers.
4. Guy, Cohen, Options Made Easy: Your Guide to Profitable Trading, 2nd edition, Pearson Education

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

Wealth Management

Course Code: MBA (FM) 220

L-3 Credits: 3

Objectives: This course is designed to help the students to develop the practical skills in Financial Planning and Wealth Management.

Course Outcomes:

On a successful completion of this course, the students should be able to

CO1: Understand the concepts of financial planning and wealth management

CO2: Understand the risk management in investments like equity, debt and other alternate investments

CO3: Learn about the investment evaluation framework and acquire knowledge about various investment products

CO4: Develop a sound understanding of the elements of taxation in wealth management

Course Contents:

Unit I:

Introduction to Financial Planning and Wealth Management: Background, Role of Financial Planner, Financial Planning Process, Contract and documentation, Client Data Collection, Client Data Analysis, Life Cycle, Wealth Cycle, Risk Profiling and Asset Allocation, Systematic Approach to Investing, Systematic Investment Plan (SIP), Systematic Withdrawal Plan (SWP), Systematic Transfer Plan (STP), Financial Plan, Goal-based Financial Plan, Comprehensive Financial Plan, Financial Blood-Test Report (FBR), Financial Planning in India, Financial Planning to Wealth Management, Economic Cycles and Indicators, Lag Indicators, Co-incident Indicators, Lead Indicators, Interest Rate Views, Currency Exchange Rate, The Deficits, Revenue Deficit and Fiscal Deficit, Current Account Deficit.

(12 Hours)

Unit II :

Investment & Risk Management: Equity, Debt and Alternate Investments : Role of Equity, Active and Passive Exposures, Returns from Passive Exposure to S&P CNX Nifty, Sector Exposure and Diversification, **Fundamental and Technical Analysis**, Fundamental Valuation Approaches, Investment and Speculation, Leveraging, Role of Debt, Deposits and Debt Securities, Valuation of Debt Securities, Yields and Interest Rate Risk, Interest Rate and Debt Investments, Credit Exposure and Debt Investments, Concentration Risk, Passive Investments in Debt, Investment in Alternate Assets: Gold, Real Estate.

(10 Hours)

Unit III:

Investment Evaluation Framework and Investment Products: Risk-Return Framework, Risk: Standard Deviation, Beta. Risk Adjusted Returns: Sharpe Ratio, Treynor Ratio, Alpha. Derivatives, Mutual Funds, Venture Capital, Hedge Funds, **Risk Profiling, Asset Allocation, Risk Management through Insurance.**

(10 Hours)

Unit IV:
Elements of Taxation:

Previous Year and Assessment Year, Gross Total Income, Income Tax Slabs, Advance Tax, Tax Deducted at Source (TDS), Exempted Income, Deductions from Income, Long Term and Short Term Capital Gain / Loss, Speculation Profit / Loss, Capital Gains Tax exemption under Section 54EC, Capital Gains Tax exemption under Section 54F, Setting Off & Carry Forward, Dividend Tax / Tax on Income Distributed by Mutual Funds, Securities Transaction Tax (STT), Capital Gains Taxation, Taxation of Fixed Deposits and Fixed Maturity Plans, Fixed Deposits, Fixed Maturity Plans (FMP), Dividend and Growth Options in Mutual Fund Schemes, Wealth Tax, Estate Planning. **(10 Hours)**

Note: Students are expected to keep themselves updated with latest developments in the subject from financial dailies like The Economic Times, Financial Express etc., watch business channels e.g. CNBC, NDTV Profit, ET Now etc. and get updates from websites of SEBI, NSE etc.

Text Books:

1. Wealth Management Module, Workbook from NSE.
2. Dun & Bradstreet, (2009), Wealth Management, McGraw Hill Education; 1 edition

Reference Books:

1. Hegde, Y.S. and Krishna, G.R, (2012), Wealth Management: Some Insights and Explorations, Serials Publications.
2. Suyansh N. Bhatt, (2011), Wealth Management, Excel
3. Mohan Rajat, (2011), Tax Planning through Investments, 2nd edition, Bharat Law House Pvt. Ltd.
4. Lakhotia, R. N. (2011), Tax Planning of Personal Investments, Vision Books

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY, NEW DELHI

MASTER OF BUSINESS ADMINISTRATION (FINANCIAL MARKETS)- (MBA - FM)

International Financial Management

Course Code: MBA (FM) 222

L-3 Credits – 3

Objective: The fundamental aim of the course is to develop the skills that equip students to understand and appreciate the international financial issues that companies face when they operate in several separate countries. This course discusses various issues related to international capital markets, foreign exchange rate determination and global financial management.

Course Outcomes:

On a successful completion of this course, the students should be able to

CO1: Understand different exchange rate regimes, and systems across the globe

CO2: Analyse, apply and evaluate information within the global financial environment of foreign exchange to solve problems and make informed decisions

CO3: Recognise and calculate forward exchange rates given spot rates, identify market conventions on exchange rate quotation

CO4: Develop a sound understanding of the foreign exchange market and foreign exchange risk exposure

CO5: Analyse both quantitative and qualitative financial information to influence foreign investment decisions

Course Contents

Unit I

Global Financial Environment: Overview, International Monetary System: Exchange Rate Regimes, IMF, Euro Currency Market, EURO Market, Capital Market, **Balance of Payments: Understandings, Analysis & Interpretation** (10 Hours)

Unit II

Foreign Exchange Market: Nature, Structure, Types of transactions, Exchange rate quotation & Arbitrage, Spot & Forward, Foreign Exchange Market in India: Nature, Structure, Operations & Limitations, Exchange Rate Determination: Structural Models of Exchange Rate Determination, Exchange Rate Forecasting, The Exchange Rate of Rupee.

(12Hours)

Unit III

Foreign Exchange Risk Exposure: Types of Risk, The Risk Management Process: Hedging, Swaps, Futures, Options, Types of Derivatives, Role of SEBI/RBI. (10 Hours)

Unit IV

Foreign Investment Decision: International Project Appraisal, Exchange Rate Risk & Cost of Capital, International Joint Ventures, A review of NPV Approach. (10 Hours)

Text Books

1. Apte, P.G. (2014), International Financial Management, McGraw Hill Education Private Limited, Delhi
2. Vij. Madhu.(2014), International Financial Management; Excel Books, Delhi

Reference Books

1. Bhalla. V. K. (2010), International Financial Management, 10/e, Anmol Publications Pvt. Ltd., Delhi
2. Shapiro. (2012), Multinational Financial Management. WILEY, India
3. Siddaiah. T, (2015), International Financial Management: An Analytical Framework, 1/e, Pearson Education.
4. Michael H. Moffett. Eiteman. D. K. (2013), Multinational Business Finance, 13/e, Pearson Education.