

**Scheme of Examinations  
&  
Syllabi**

**of**

**MBA (II)Financial Markets**

***2011-12***

**MAHARSHI DAYANAND UNIVERSITY ROHTAK**

# Scheme of Examination

## M.B.A (II) Financial Markets

### Semester 1

Paper No.	Title of the Paper	External Marks (Theory)	Internal Assessment Marks	Practical/Workshop/Training Report Marks	Total Marks
MBA101FM	Management and Organization Behavior	80	20	-	100
MBA102FM	Managerial Economics	80	20	-	100
MBA103FM	Marketing Management	80	20	-	100
MBA104FM	Accounting for Managers	80	20	-	100
MBA105FM*	Introduction to Financial Markets & Mutual Fund	50		50	100
MBA106FM*	Capital Market Operations	50		50	100
MBA107FM**	Workshop on Computer Applications			100	100

### Semester 2

Paper No.	Title of the Paper	External Marks (Theory)	Internal Assessment Marks	Practical/Workshop/Training Report Marks	Total Marks
MBA201FM	Human Resource Management	80	20	-	100
MBA202FM	Marketing of Financial Services	80	20	-	100
MBA203FM*	Investment Analysis and Portfolio Management	50		50	100
MBA204FM*	Introduction to Derivatives – Equity & Currency	50		50	100
MBA205FM*	Commodities Market	50		50	100
MBA206FM*	Technical Analysis	50		50	100
MBA207FM**	Workshop on Quantitative Analysis and Business Research			100	100

**Semester 3**

<b>Paper No.</b>	<b>Title of the Paper</b>	<b>External Marks (Theory)</b>	<b>Internal Assessment Marks</b>	<b>Practical/Workshop/Training Report Marks</b>	<b>Total Marks</b>
MBA301FM	Financial Management	80	20	-	100
MBA302FM*	Depository Operations	50		50	100
MBA303FM*	Management of Life Insurance	50		50	100
MBA304FM*	Equity Research	50	-	50	100
MBA305FM*	Financial Valuation & Modeling	50	-	50	100
MBA306FM**	Workshop on Corporate Governance & Business ETHICS			100	100
T – 1	On the Job Training	-		100	100

**Semester 4**

<b>Paper No.</b>	<b>Title of the Paper</b>	<b>External Marks (Theory)</b>	<b>Internal Assessment Marks</b>	<b>Practical/Workshop/Training Report Marks</b>	<b>Total Marks</b>
MBA401FM	Foreign Exchange Management	80	20	-	100
MBA402FM*	Debt Market	50		50	100
MBA403FM*	Surveillance in Stock Exchanges	50		50	100
MBA404FM*	Options Trading Strategies	50		50	100
MBA405FM*	Regulatory Framework in Security Market	50		50	100
MBA406FM**	Workshop on Entrepreneurship Development			100	100
T – 2	On the job Training	-		100	100

**\* Note:**

1. Students who have qualified any of these papers from NSE will be exempted from qualifying these papers if the student has valid MCFA certificate on the date of examination of these papers. The marks already obtained by the students in these papers shall be counted and shown in his/her marks sheet. However, a candidate shall be free to appear again in these papers to improve his marks or to obtain the revalidation from NSE.

2. The examination in these papers shall be conducted by NSE through online mode at the designated examination centres only.

\*\* In the workshop papers the method of teaching and evaluation is “Workshop” wherein experts from the relevant fields shall be invited to train the students. There shall not be any theory paper in these subjects.

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**MANAGEMENT AND ORGANIZATIONAL BEHAVIOR**  
**PAPER CODE: MBA101FM**

**UNIT I**

Introduction to Organizational Behavior, Foundation and background of Organization Behavior; Contemporary challenges: Work force Diversity, Cross Cultural Dynamics, Foundations of Individual Behavior, Individual Difference, Values and Attitudes, Perception, Personality, Learning, Motivation: Concepts & Applications

Organization: Components of Organization, Nature and variety of organizations: In terms of objectives, and Structure

**UNIT II**

Understanding and Managing Group Processes: Interpersonal Trust, Interpersonal Communication, Feedback Counseling, Transactional Analysis, Self-Fulfilling prophecy, Group Cohesiveness, Group Decision making, Emotional Intelligence: Concept and Applications, Leadership and Influence Process, Empowerment, Conflict and Negotiation

Organizational Structure: Elements of Structure, Functions of structure, Determinants of structures, Organizational Culture, Organizational Politics, Issues of Power and Authority

**UNIT III**

Concept and Nature of Management, Features of Management, Management as Science, Art & Profession, Evolution of Management thought approaches to Management: Classical, Behavioral, Quantitative and Contingency; Planning and Decision Making; Process and types of Planning, Management by OBJECTIVES

**UNIT IV**

Organizing: Nature & Principles, Departmentation, Span of Management, Authority and Responsibility, Delegation and Decentralization, Forms of Organizational Structure, Line, Staff and Authority relationships

**SUGGESTED READINGS:**

1. Daft, Management, Thomson Learning, Bombay.
2. Davis, Keith and Newstrom, J.W., Human Behaviour at Work, McGraw Hill.1985
3. Drucker, Peter F. , Management-Tasks, Responsibilities, Practices, Allied Publishers (P) Ltd. New Delhi
4. Griffin, R.W. and Moorhead, G., Organizational Behaviour, Houghton Mifflin Co.1999.
5. Hersey, Blanchard & Johnson, Management of Organisation Behaviour, N.Delhi.
6. Koontz & 'O' Donnel, Principles of Management.
7. Lesibaa, Basic Business Communication, Tata McGraw Hill Inc, N.Delhi.
8. Luthans, Fred, Organizational Behaviour, McGraw Hill.

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**MANAGERIAL ECONOMICS**  
**PAPER CODE: MBA102FM**

**UNIT-I**

Nature of managerial economics; its significance in managerial decision making, role and responsibility of managerial economist in a business enterprise; objectives of a firm; basic concepts – short and long run, firm and industry, classification of goods and markets, opportunity cost, risk and uncertainty and profit; nature of marginal analysis

**UNIT-II**

Nature and types of demand; Law of demand; demand elasticity; elasticity of substitution; consumer's equilibrium – utility and indifference curve approaches; techniques of demand estimation.

**UNIT-III**

Short-run and long-run production functions; optimal input combination; short-run and long-run cost curves and their interrelationship; engineering cost curves; economies of scale; equilibrium of firm and industry under perfect competition, monopoly, monopolistic competition and oligopoly; price discrimination.

**UNIT-IV**

Pioneering Pricing, Cost Plus Pricing basic techniques of average cost pricing; multi-product pricing; pricing strategies and tactics; transfer pricing.

**SUGGESTED READINGS;**

1. D. Salvatore, Managerial Economics In A Global Economy. McGraw Hill, N.Y.
2. Dwivedi, D.N, Managerial Economics, Vikas Publishing House, New Delhi.
3. E.F. Brigham And J.L. Pappas, Managerial Economics, Dryden Press, Illinois.
4. J. Hirshleifer, Price Theory And Applications, Prentice Hall Of India, New Delhi.
5. J.Dean, Managerial Economics, Prentice Hall Of India, New Delhi
6. Peterson, Lewis, Managerial Economics, Prentice Hall of India, N.Delhi.

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**MARKETING MANAGEMENT**  
**PAPER CODE: MBA103FM**

**Unit-I**

Nature and scope of marketing; corporate orientation towards marketplace; building and delivering customer value and satisfaction; retaining customers; marketing environment; marketing research and information system

**Unit-II**

Analyzing consumer markets and buyer behaviour; analyzing business markets and business buying behaviour; market segmentation, positioning and targeting; tools of product differentiation; marketing strategies in the different stage of the product life cycle

**Unit-III**

New product development process; product mix and product line decisions; branding and packaging decisions; pricing strategies and programmes; managing marketing channels; wholesaling and retailing

**Unit-IV**

Advertising and sales promotion; public relations; personal selling; evaluation and control of marketing effort; web marketing; green marketing; reasons for and benefits of going international; entry strategies in international marketing

**Suggested Readings:**

1. Kotler Philip and Keller; **Marketing Management**; PHI, New Delhi
2. Kotler, Philip, Kevin Keller, A. Koshy and M. Jha, **Marketing Management in South Asian Perspective**, Pearson Education, New Delhi
3. Kerin, Hartley, Berkowitz and Rudelius, **Marketing**, TMH, New Delhi
4. Etzel, Michael J, **Marketing: Concepts and Cases**, TMH, New Delhi

External Marks: 80

Internal Marks: 20

Time: 3 hours

## **ACCOUNTING FOR MANAGERS**

**PAPER CODE: MBA104FM**

### **UNIT-I**

Book-keeping and Accounting -- Accounting - Branches of Accounting - Concept and Role of Financial Accounting and Management Accounting - International Accounting Standards. Financial Accounting - Concepts and Conventions - Double Entry System - Preparation of Journal, Ledger and Trial Balance - Preparation of Final Accounts: Trading, Profit and Loss Account and Balance Sheet - Groups interested in Accounting Information - Introduction to Tally Package.

### **UNIT-II**

Capital and Revenue Expenditure and Receipts - Depreciation - Meaning - Causes - Methods of Calculating Depreciation: Straight Line Method, Diminishing Balance Method and Annuity Method.

### **UNIT-III**

Financial statement analysis and interpretation - Types of Analysis - Objectives - Tools of Analysis - Ratio Analysis: Objectives, Uses and Limitations - Classification of Ratios: Liquidity, Profitability, Financial and Turnover Ratios - Funds Flow Analysis and Cash Flow Analysis: Sources and Uses of Funds, Preparation of Funds Flow statement, Uses and Limitations.

### **UNIT-IV**

Breakeven Analysis - Cost Volume Profit Relationship - Applications of Marginal Costing Techniques: Fixing Selling Price, Make or Buy, Accepting a foreign order, Deciding sales mix.

### **REFERENCES**

1. Horngren.C.T., ACCOUNTING FOR MANAGEMENT CONTROL - AN INTRODUCTION, Englewood Cliffs, Prentice Hall, 1965.
2. Anthony,r.N., MANAGEMENT ACCOUNTING-TEXT AND CASES, Homewood,R.D., Irwin, 1964.
3. Charumathi,B and Vinayakam,N., FINANCIAL ACCOUNTING, S.Chand & Company Ltd., New Delhi.
4. Maheswari,S.N., MANAGEMENT ACCOUNTING, Sultan Chand & Sons, New Delhi.
5. Hingorani, Ramanathan & Grewal, MANAGEMENT ACCOUNTING.
6. Jain S.P. and Narang, K.L., COST ACCOUNTING.

External Marks:50  
Practical Marks: 50  
Time: 3 hours

**INTRODUCTION TO FINANCIAL MARKETS & MUTUAL FUNDS**  
**PAPER CODE: MBA105FM**

**1. Investment Basics**

Investment basics terms like need for investment, equity, derivative, mutual fund, depositories etc. and various options available for investment. Securities, securities market and how one can invest in securities and role of regulator - SEBI. Primary market, procedure for buying shares through IPO, how to raise capital from foreign countries? Depository, difference compared to bank and dematerialisation of securities.

**2. 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 etc.

**3. 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.

**4. 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.

**Market Simulation Lab**

Market simulation lab sessions on internet based software to develop basic numeric and keyboarding skills.

**P.S.:** Students must read daily news papers 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. Gupta, L.C: Stock Exchange Trading in India; Society for Capital Market Research and Development, Delhi,1997.
2. Dalton, John M: How the stock Markets works,3<sup>rd</sup> edition,2001, New York Institute of Finance
3. Sundar Sankaran. Indian Mutual Funds Handbook – A Guide For, VISION BOOKS PVT LTD.
4. Christine Benz, Russel Kineel, peter Di Teresa. Morningstar Guide to Mutual Fund,2003, John Wiley and sons inc



External Marks: 50  
Practical Marks: 50  
Time: 3 hours

**CAPITAL MARKET OPERATIONS**  
**PAPER CODE: MBA106FM**

**1. 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.

**2. 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.

**3. 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.

**4. 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.

**Market Simulation Lab**

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

**P.S.:** Students must read daily news papers 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

**Reference Books:**

2. Moorad Choudhry. Capital Market Instruments, illustrated, 2002, Prentice Hall
3. Dhankhar J N. Indian Capital Market in Operation, 2009, Skylrk Publications
4. ED Madhusoodanan. Indian Capital Markets, Quest Publications
5. Gupta, L.C: Stock Exchange Trading in India; Society for Capital Market Research and Development, Delhi, 1997.

Practical Marks: 100  
Time: 3 hours

**WORKSHOP ON COMPUTER APPLICATIONS**  
**PAPER CODE: MBA107FM**

**Unit 1 - HARDWARE & WINDOWS OPERATING SYSTEM (LATEST VERSION)**

Personal Computers – Identification/demonstration of different storage devices like CD & CD-drive, Hard Disk – HDD, Storing & retrieving data from various Storage Devices, Identification of various input & output devices. Different types of printer. Introduction to troubleshooting of Personal Computers. Introduction to Windows XP / Vista / Latest version, working with them and installation

**Unit 2 - WORD 2010**

Introduction to Word 2010, Processing, Formatting, Managing documents and customizing Word 2010, Advanced Features

**Unit 3 - EXCEL 2010**

Overview, Editing, Using formulas and functions, Formatting worksheets, Charting, pivot table, what if analysis,

**Unit 4 - Powerpoint 2010**

Introduction, preparing presentation, formatting, designing slide, animation, slide show etc.

**Suggested Readings**

- Vikas Gupta, Comdex Computer Course Kit, Window Vista with Microsoft office 2010 Professional Edn with CD. Dreamtech Press, 2011
- Paul Mcfedries, Tricks of the Microsoft Office 2010 Guru, Pearson Education
- Jain, S, MS Excel 2010 Made Simple, BPB Publication
- John Walkenbach, Colin Banfield Excel 2010 for dummies,

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**HUMAN RESOURCE MANAGEMENT**  
**PAPER CODE: MBA201FM**

**UNIT-I**

Concepts and Perspectives of HRM; HRM in changing environment; HRM functions; Role of HR practitioner; Managing the HR function; contribution of HR function to Organizational success; Evaluating HR functions.

**UNIT-II**

HR policies; Job, role and competence analysis; Human resource planning; Recruitment and selection; Induction; Redundancy, outplacement and dismissal; Man power training and development; Career and succession planning; Managing organizational renewal.

**UNIT-III**

Compensation – Aims and components, Factors determining pay rates; establishing pay rates; job evaluation and performance appraisal; pay for performance; employee benefits and services; 360 degree feedback; Potential Appraisal

**UNIT-IV**

Industrial Relation; Industrial disputes and dispute resolution; Trade Unions; Employee grievances and discipline; Participation and employee empowerment

**SUGGESTED READINGS:**

1. Armstrong, Michael, A Handbook of Human Resource Management, Practice, Korgan Page.1999
2. Aswathappa, K., Human Resource and Personal Management, Tata McGraw Hill, New Delhi.
3. Casio, W.F., Managing Human Resources, Tata McGraw Hill.
4. Dessler, Gary, Human Resource Management, Pearson Education Asia, New Delhi
5. Ivancevich, John, M., Fisher, Schoenfeldt & Shaw, Human Resource Management, Houghton Mifflin.
6. Monappa, Arun, Managing Human Resources, Macmillan India Ltd. New Delhi.
7. Rao, V.S.P. Managing People, Excel Books, New Delhi.

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**MARKETING OF FINANCIAL SERVICES**  
**PAPER CODE: MBA202FM**

**Unit I – Introduction**

Defining Marketing, Marketing the starting point, The Marketing Concept, Marketing Research, Consumer behavior, Marketing Segmentation and Product Development, Overview, Market Segmentation, Positioning, Product Development, Understanding Consumer, Product Mix, Promotion Mix

**Unit II – Marketing Communication**

Marketing Communication, Analysing Business Markets, Identifying Market Segments and Targets, Communication Models, Advertising, Sales Promotion, The Sales Force, Direct marketing, Public Relations

**Unit III – Marketing of banking Services and Financial products**

Marketing of Banking products and services, Distribution, Pricing and Promotion Strategy for Banking Services, Attracting and Retaining bank customers, Marketing strategy of credit cards and debit cards, Marketing strategy of current and saving accounts and different types of loans, Marketing strategies of mutual funds, Marketing of insurance products, Marketing of Pension Funds

**Unit IV – Customer Relationship Management**

Introduction, Strategy and Organization of CRM, Marketing Aspects of CRM, Analytical CRM, CRM Subsystems, Application of CRM, Ethical Issues in CRM

**Unit V – E-CRM**

Technology Selection, Integration of CRM with ERP and ERP II

**Suggested Readings:**

- Collins, J.C & Lazieer, W.C Beyond Entrepreneurship-Turning your business into an enduring great company, Prentice Hall
- A., Brown, A & Chalender, Marketing, Prentice Hall
- Managing and Marketing of Financial Services, Taxmann

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**INVESTMENT ANALYSIS & PORTFOLIO MANAGEMENT**  
**PAPER CODE: MBA203FM**

**1. 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, the money market, T-bills, commercial paper, certificates of deposit, repos and reverses, the 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 etc.

**2. 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: the capital asset pricing module, mean-variance, investors and market, behaviour, estimation of Beta and multifactor modules.

**3. Financial Analysis and Valuation of Derivatives**

Financial analysis and valuation - Analysis of financial statements, income statement (profit & loss), the balance sheet, cash flow statement, various financial ratios, the valuation of common stocks. Valuation of derivatives - Forwards and futures, pricing of call and put options and Black-Scholes formula.

**4. Portfolio Management**

Portfolio management, basic principles, investment management through investment in companies, mutual funds, money market instruments, index funds etc. Assessing portfolio management, costs, entry/exit loads and fees, Sharpe ratio, Treynor ratio, Jensen measure or (portfolio alpha).

**Market Simulation Lab**

Market simulation lab sessions on fundamental analysis software such as Capitaline, CMIE Prowess etc.

**P.S.:** Students must read daily news papers 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

**Reference Books:**

1. Prasanna Chandra, Investment Analysis and Portfolio Management, 2008, Tata McGraw Hill.
2. S. Kevin, Security Analysis and Portfolio Management, 2006, Prentice Hall of India,
3. Khatri – Investment management and Security Analysis, 2006, Macmillan.
4. Donald E. Fischer, Ronald J. Jordan, Security Analysis and Portfolio Management; 6<sup>th</sup> edition, 1995, Prentice Hall of India.

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**INTRODUCTION TO DERIVATIVES - EQUITY & CURRENCY**  
**PAPER CODE: MBA204FM**

**1. Basics of Equity Derivatives**

Introduction, definitions of basic derivatives, put options, call options applications of derivatives and derivatives as a risk management tool.

**2. Trading Futures and Options on Stock Exchanges**

Trading Futures - Pay-off of futures, theoretical models for future pricing. Trading Options – option payouts, option strategies, determination of option prices and factors affecting option prices. Derivatives trading on NSE – using daily newspapers to track F&O, settlement of F&O, accounting and taxation.

**3. Introduction to Currency Markets**

Introduction to currency markets, exchange rates, factors affecting, currency futures, strategies using currency futures, hedging, speculation, arbitrage and NSE's currency derivatives segment.

**4. Trading, Clearing, Settlement and Risk Management in Currency Futures**

NSE membership - categories, eligibility and criteria, future contract specifications, trading system, placing orders, client broker relationship. Clearing, settlement and risk management system through margins of different kinds, clearing entities and settlement mechanism.

**Market Simulation Lab**

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

**P.S.:** Students must read daily news papers 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 Derivatives: A Beginner's Module, Workbook from NSE
2. Currency Derivatives: A Beginner's Module, Workbook from NSE

**Reference Books:**

1. N.D. Vohra & B.R. Bagri, Futures and Options, 2<sup>nd</sup> edition, 1998 (9<sup>th</sup> reprint 2009), Tata McGraw-Hill Publishing Company Ltd.
2. Red Head: Financial Derivatives: An Introduction to Futures, Forward, Options, 1997, Prentice Hall of India.
3. Glenlake. Currency Risk Management, Currency Futures, Fitzroy Dearborn Publisher
4. A Graham. Currency Futures, Routledge, 2001 edition

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**COMMODITIES MARKET**  
**PAPER CODE: MBA205FM**

**1. 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.

**2. 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, the cost of carry model, the futures basis. Using commodity futures for hedging, speculation and arbitrage.

**3. 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).

**4. 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).

**Market Simulation Lab**

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

**P.S.:** Students must read daily news papers 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

**Reference Books:**

1. George Kleinman. Commodity Futures & Options, 2 (revised, illustrated), 2001, Financial Times Prentice Hall
2. John Stephens. Managing Commodity Risk, illustrated, 2001, John Wiley & Sons
3. Stanley Kroll. Professional Commodity Trader, 1995, Traders Press
4. Indian Institute of Banking & Finance. Commodity Derivatives, 2007, Macmillan India Ltd.

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**TECHNICAL ANALYSIS**  
**PAPER CODE: MBA206FM**

**1. Introduction to Technical Analysis**

Technical analysis, basic assumptions, strengths and weakness. Dow theory, the charts, candlestick charts analysis with one two and three candles like hammer, hanging man, shooting star, bearish and bullish harami etc. Pattern Study - Support and resistance, head and shoulders, double top and double bottom and Gap theory.

**2. Major Indicators and Oscillators**

Stochastics, RSI, Williams %R, MFI, Bollinger bands, Moving Averages, MACD, Other Investments

**3. Major Theories in TA**

Dow Theory and Eliot Wave Theory

**4 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.

**Market Simulation Lab**

Market simulation lab sessions to use technical analysis software such as Metastock, Advanced Gate etc.

**P.S.:** Students must read daily news papers 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.

**Note:** The curriculum is under revision by NSE due to constant changes in financial market and will be provided before the corresponding semester starts.

**Text Books:**

1. Technical Analysis, Workbook from NSE

**Reference Books:**

1. Robert D. Edwards. Technical Analysis of Stock Trends, NINTH EDITION, 2009, Vision Book
2. Martin J Pring. Technical Analysis Explained, 4 (illustrated), 2002, McGraw Hill
3. Darrell R Jobman. Handbook of Technical Analysis, 1995, Probus Pub
4. William ENG. Technical Analysis of Stocks, Option, 1988 Probus Pub.
5. Jack D. Schwager. Technical Analysis, 1996, John Wiley and Sons



Workshop Marks: 100  
Time: 3 hours

**WORKSHOP ON QUANTITATIVE ANALYSIS AND BUSINESS RESEARCH**  
**PAPER CODE: MBA207FM**

**Unit I**

**BASIC MATHEMATICS FOR MANAGERS**

Quantitative Decision Making – An Overview; Function and Progressions; Basic Calculus and Applications; Matrix Algebra and Applications

**Unit II**

**DATA COLLECTION AND ANALYSIS**

Collection of Data; Presentation of Data; Measures of Central Tendency; Measures of Variation and Skewness

**Unit III**

**PROBABILITY AND PROBABILITY DISTRIBUTIONS**

Basic Concepts of Probability; Discrete Probability Distribution; Continuous Probability Distributions; Decision Theory

**Unit IV**

**SAMPLING AND SAMPLING DISTRIBUTIONS**

Sampling Methods; Sampling Distributions; Testing of Hypotheses; Chi Square Tests

**RECOMMENDED BOOKS:**

1. "Operations Research", J. K. Sharma, McMillan India
2. "Quantitative Techniques in Management", N. D. Vohra, TataMcGraw Hill Publications

**REFERENCE BOOKS:**

1. Quantitative Methods for Business, Anderson Williams et-al.
2. Tulsian, Quantitative Techniques theory and problems, Pearson, PHI.
3. S. D. Sharma, "Operations Research", Kedar Nath and Ram Nath &Co. Ltd.
4. C. R. Kothari, "Quantitative Techniques", Vikas Publishing House.

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**FINANCIAL MANAGEMENT**  
**PAPER CODE: MBA301FM**

**UNIT I**

Finance Function: Concept, Scope and its relationship with other functional areas; Tools of Financial Analysis: Funds and Cash Flow Analysis, Ratio Analysis, Risk Return Trade off; Financial Forecasting: Performance income statement and Balance sheet, Cash Flow Forecasting under uncertainty, Financial Planning

**UNIT II**

Working Capital Management: Operating Cycle concept, Inventory, Accounts receivables, Cash and Accounts payables, Working capital requirement under seasonal, cyclical & growth conditions, Money Market Structure, Functions and recent developments, assessment of working capital funds, Patterns of funds movements; Working capital financing: RBI credit authorization scheme, cash credit system, lending norms, credit appraisal, review and enhancement, bill market schemes

**UNIT III**

Long term financial decisions: Wealth maximization and Time value of Money, Risk Return trade off; Investment Analysis: Cash Flow determination, Cost of capital, capital budgeting methods, processes and system, capital rationing, analysis under risk and inflationary conditions

**UNIT IV**

Capital Structure Planning: Operating and Financial Leverage, Capital Structure and value of the firm; Indian Financial System: Money and Capital Markets, Securities market regulations, Investment environment; Financing Decisions: Non convertible and convertible debentures, right issues, management of earnings- dividend policy and retention of profits, bonus shares; Valuation: Decision making for various types of Valuation, Leasing, Mergers

**SUGGESTED READINGS:**

Brigham & Houston, Fundamentals of Financial Management, Thomson Learning, Bombay  
Chandra, Prasanna, Financial Management, TMH, New Delhi  
Hone, Van Financial Management and Policy, Prentice Hall of India  
Khan M.Y, and Jain P.K., Financial Management, Tata McGraw Hill, New Delhi  
Kishore, R., Financial Management, Taxman's Publishing House, New Delhi  
Panday, I.M., Financial Management, Vikas Publishing House, New Delhi

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**DEPOSITORY OPERATIONS**  
**PAPER FODE: MBA302FM**

**1. 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

**2. NSDL Business Partners**

Business partners of NSDL, NSDL application software, service standards, benefits and safety and charge structure of NSDL

**3. Core Services from NSDL**

Account opening, transmission and nomination, dematerialisation, trading and settlement.

**4. Special Services from NSDL**

Pledge and Hypothecation, Corporate Actions, Public Issues, Debt Instruments and Government Securities, Warehouse Receipts, Tax Information Network (TIN)

**Market Simulation Lab**

Market simulation lab sessions / field training for opening DMAT Accounts.

**P.S.:** Students must read daily news papers 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

**Reference Books:**

1. Vinay K Gaba. Depository Participants, 2000, Taxmann Allied Services
2. Ravi Pullani. SEBI SCRA and Depository Act – 1979 (B), Bharat Law House
3. Dr. Alok Goyal, Mridula Goyal. Financial Market Operations, Latest Edition 2006-07, Rahul Jain VK (india) Enterprises
4. David G. Mayes. Open Market Operations and Financial Markets, 1<sup>st</sup> edition, 2007, Routledge, New York, USA

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**MANAGEMENT OF LIFE INSURANCE**  
**PAPER CODE: MBA303FM**

**1. 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.

**2. 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.

**3. 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.

**4. 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.

**P.S.:** Students must read daily news papers 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.

**Note:** The curriculum is under revision by IRDA – Insurance Regulatory and Development Authority. The syllabus applicable at the time of semester examination will be made available.

**Text Books:**

1. Life Insurance workbook from Insurance Institute of India (IC33)

**Reference Books:**

1. Fundamentals of Risk and Insurance by Vaughan E.J. and Vaughan P.M.
2. H. Sadhak, Life Insurance in India, published in April 2009, Sage Publication
3. S K Bawa, Life Insurance Corporation of India: Impact of privatization and performance, Deep and Deep Publications
4. Practice of Life Assurance (H&E) (Revised) workbook from Insurance Institute of India (IC02)

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**EQUITY RESEARCH**  
**PAPER CODE: MBA304FM**

**1. Introduction to Equity Research, and Economic Analysis**

Equity Research an Introduction – 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 etc.

**2. 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.

**3 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.

**4 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

**Market Simulation Lab**

Market simulation lab sessions on fundamental analysis software such as Capitaline, CMIE Prowess etc.

**P.S.:** Students must read daily news papers 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.

**Note:** The curriculum is under revision by NSE due to constant changes in financial market and will be provided before the corresponding semester starts.

**Text Books:**

1. Equity Research Module, Workbook from NSE

**Reference Books:**

1. Jim Kelleher. Equity Valuation for Analysts and Investors, 2010, McGraw Hill
2. Dun & Bradstreet. Equity Research and Valuation, 2008, Tata McGraw Hill
3. Gillian D. Elcock. How to Get an Equity Research Analyst Job, 1<sup>st</sup> edition, 2010 Ecademy Press
4. James Valentine. Best Practices for Equity Research Analysts, illustrated, 2011, McGraw Hill

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**FINANCIAL VALUATION AND MODELING**  
**PAPER CODE: MBA305FM**

**1. 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.

**2. 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.

**3. 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, etc, Peer groups.

**4. 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,

**P.S.:** Students must read daily news papers 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.

**Note:** The curriculum is under revision by NSE due to constant changes in financial market and will be provided before the corresponding semester starts.

**Text Books:**

1. Financial Valuation and Modeling, Workbook from NSE

**Reference Books:**

1. Jonathan Swan, Practical Financial Modelling a guide to current practice, 2<sup>nd</sup> edition, 2005, CIMA publishing Publication
2. Marek Musiela, Marek Rutkowski, Models in Financial Modelling, 2<sup>nd</sup> Edition, 2005 (3<sup>rd</sup> reprint 2009), Springer
3. Financial Planning by Maria Bonila, Trinidad Casassus, Ramon Sala

Workshop Marks: 100  
Time: 3 hours

**WORKSHOP ON CORPORATE GOVERNANCE & BUSINESS ETHICS**  
**PAPER CODE: MBA306FM**

**UNIT -I**

Model of management in the Indian socio- political environment; work ethos; Indian heritage in production and consumption; Indian insight into TQM.

**UNIT –II**

Problems relating to stress in corporate management- Indian perspective; teaching ethics; trans-cultural human values in management education.

**UNIT –III**

Relevance of values in management; need for values in global change-Indian; perspective; values for managers; holistic approach for managers in decision making secular versus spiritual values in management.

**UNIT – IV**

Personal growth and lessons from ancient Indian educational system; science and human values.

**SUGGESTED READINGS:**

1. Chakraborty, S.K., Foundations of Managerial work- Contributions from Indian Thought, Himalaya Publishing House Delhi.
2. Chakraborty, S.K., Management Effectiveness and Quality of Work-life- Indian Insights, Tata MacGraw Hill Publishing Company, New Delhi.
3. Chakraborty, S.K., Management by Values, Oxford University Press.
4. Drucker, P., Managing in Turbulent Times, Pan Books London.
5. Gandhi, M.K., The Story of My Experiment with Truth, Navjivan Publishing House, Ahmedabad.
6. Griffiths, B., The Marriage of East and West, Colling, London.
7. Kumar, S and N.K. Uberoi, Managing Secularism in the New Millennium, Excel Books.
8. Sundaram & Black , International Business Environment –Text & Cases, PHI, New Delhi

External Marks: 80  
Internal Marks: 20  
Time: 3 hours

**FOREIGN EXCHANGE MANAGEMENT**  
**PAPER CODE: MBA401FM**

**UNIT-I**

Nature of foreign exchange; sources of demand for and supply of foreign exchange – the balance of payments (bop) framework; equilibrium and disequilibrium in bop; nominal, real and effective exchange rates; competitive determination of rate of exchange – competitive mint par theory, monetary theory and portfolio balance approach purchasing power parity theory; overvalued and under valued currencies; fixed, flexible and hybrid exchange rate systems; International Monetary System.

**UNIT-II**

General factors of exchange rate fluctuations; the DORNBUSCH Sticky – price theory of exchange rate volatility; exchange rate overshooting; Empirical patterns of exchange rate fluctuations; central banking intervention for exchange rate stability; effect of devaluation on trade balance; the J-curve effect.

**UNIT-III**

Nature functions and participants of foreign exchange market; spot and forward markets; forward premium; methods of quoting exchange rates; cross rates of exchange; bid-ask spreads; relation between exchange rate interest rate and inflation rate; the Interest Rate Parity Theorem; the expectation theory; International Fisher Effect.

**UNIT-IV**

Currency futures, options and determination of their market value, over-the-counter options; currency and interest rate swaps; measuring foreign exchange risk and exposure; techniques of exposure management.

**SUGGESTED READINGS:**

1. BUCKLEY. A, Multinational Finance, Prentice Hall of India, New Delhi.
2. MAURICE D. LEVI, International Finance, McGraw Hill, NY.
3. PAUL EINZIP, A Textbook on Foreign Exchange.



External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**DEBT MARKET**  
**PAPER CODE: MBA402FM**

**1. Introduction to Debt Market**

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

**2. Trading in Wholesale Debt Market (WDM)**

Call money markets, corporate debt: bonds, commercial paper & certificate of deposits, repos, trading mechanism in the NSE-WDM.

**3. Regulatory Framework**

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

**4. 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.

**P.S.:** Students must read daily news papers 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

**Reference Books:**

1. Gautam Bhardwaj, The Future of India's Debt Market, 1998, Tata McGraw Hill
2. Suryanarayan. Debt Market, , 2002, ICFAI Publication Press
3. Frank Fabozzi. Fixed Income Analysis Workbook, 2<sup>nd</sup> edition , 2004, John Wiley & Sons
4. Dun & Bradstreet. Fixed Income Securities, 2008, Tata McGraw Hill
5. Ajay Shah, Dr. Sushan Thomas, Michael Gorham, Indian's Financial Marktes, 2008, Elsevier, USA

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**SURVEILLANCE IN STOCK EXCHANGES**  
**PAPER CODE: MBA403FM**

**1. Introduction to Surveillance**

Importance of surveillance in stock exchanges, market surveillance mechanism. Basic investment mathematics - return and risk, fundamental analysis, financial statement analysis, cost of capital, capital structure, capital budgeting, time value of money and understanding market indices.

**2. 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.

**3. 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.

**4. 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.

**P.S.:** Students must read daily news papers 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

**Reference Books:**

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

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**OPTIONS TRADING STRATEGIES**  
**PAPER CODE: MBA404FM**

**1. 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

**2. Options Strategies Basic**

Long call, short call, synthetic long call, long put and short put. Covered call, long combo, protective call and covered put.

**3. Options Strategies Intermediate**

Long and short straddle, long and short strangle, collar

**4. Options Strategies Advance**

Bull call and put spread, bear call and put spread, long and short call butterfly, long and short call condor

**Market Simulation Lab**

Market simulation lab sessions on using different strategies for offering trading.

**P.S.:** Students must read daily news papers 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

**Reference Books:**

1. Ralph Vince. Portfolio Management Formulas: Mathematical Trading Methods for the Futures, Options, and Stock Markets, 1990, John Wiley and Sons
2. N.D. Vohra & B.R. Bagri, Futures and Options, 2<sup>nd</sup> edition, 1998 (9<sup>th</sup> reprint 2009), Tata McGraw-Hill Publishing Company Ltd.
3. Hull C. John, "Options, Futures and Other Derivatives", 7<sup>th</sup> edition, 2009, Pearson Education Publishers.
4. Guy Cohen. Options Made Easy: Your Guide to Profitable Trading 2<sup>nd</sup> edition, Pearson Education

External Marks: 50  
Workshop Marks: 50  
Time: 3 hours

**REGULATORY FRAMEWORK IN SECURITY MARKET**  
**PAPER CODE: MBA405FM**

1. **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.
2. **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.
3. **SEBI Rules and Regulations**  
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,
4. **SEBI Rules and Regulations**  
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

**P.S.:** Students must read daily news papers 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.

**Note:** The curriculum is under revision by NSE due to constant changes in financial market and will be provided before the corresponding semester starts.

**Text Books:**

1. Regulatory Framework in Security Market, Workbook from NSE

**Reference Books:**

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

**WORKSHOP ON ENTREPRENEURSHIP DEVELOPMENT**  
**PAPER CODE: MBA406FM**

**Unit 1**

Entrepreneur: Meaning of Entrepreneur; Evolution of the Concept; Functions of an Entrepreneur, Types of entrepreneur, Intrapreneur – an emerging class, Concept of Entrepreneurship-Evolution of Entrepreneurship; Development of Entrepreneurship; The entrepreneurial Culture; Stages in entrepreneurial process.

**Unit 2**

Creativity and Innovation: Creativity, Exercises on Creativity, Source of New Idea, Ideas into Opportunities. Creative problem solving: Heuristics, Brainstorming, Synectics, Value Analysis Innovation and Entrepreneurship: Profits and Innovation, Globalization, Modules of Innovation, Sources and Transfer of Innovation, Why Innovate, What Innovation, How to Innovate, Who Innovates.

Business Planning Process

Meaning of business plan, Business plan process, Advantages of business planning, Marketing plan, Production/operations plan, Organizational plan, financial plan, Final project report with feasibility study, preparing a model project report for starting a new venture.

**Unit 3**

Institutions supporting entrepreneurs Small industry financing developing countries, A brief overview of financial institutions in India, Central level and state level institutions, SIDBI, NABARD, IDBI, SIDO, Indian Institute of Entrepreneurship, DIC, Single window, Latest Industrial policy of Government of India Family Business Importance of family business, Types, History, Responsibilities and rights of shareholders of a family business, Succession in family business, Pitfalls of the family business, strategies for improving the capability of family business, Improving family business performance

**Unit 4**

International Entrepreneurship Opportunities: The nature of international entrepreneurship, importance of international business to the firm, International versus domestic entrepreneurship, Stages of economic development, Entrepreneurship entry into international business, exporting, Direct foreign investment, barriers to international trade.

**Unit 5**

Informal risk capital and venture capital: Informal risk capital market, venture capital, nature and overview, venture capital process, locating venture capitalists, approaching venture capitalists. Managing growth: Using external parties to help grow a business, franchising, advantages and limitations, investing in a franchise, joint ventures- types, Acquisitions and mergers

**RECOMMENDED BOOKS:**

1. Poornima Charantimath, Entrepreneurship Development-Small Business Enterprise, Pearson Education, 2007
2. Robert D Hisrich, Michael P Peters, Dean A Shepherd, Entrepreneurship, 6<sup>th</sup> Edition, The McGraw-Hill Companies, 2007

**REFERENCE BOOKS:**

1. Dr. Mathew J. Manimala, Entrepreneurship theory at crossroads, Biztantra, 2007
2. Vasant Desai, Entrepreneurial Development and Management, Himalaya Publishing House, 2007
3. Maddhurima Lall, Shikha Sahai, Entrepreneurship, Excel Books, 2006
4. Kurakto, Entrepreneurship-Principles and practices, 7th Edition, 2007, Thomson publication