

**Semester I**

**Principles and Practices of Management**

1. Business - the Purpose of Management
2. Designing Organisation for Business
3. Need for Managing Organisation and Business
4. Management of Standard Functions
5. Managing Resources
6. Planning
7. Decision Making
8. Organising
9. Staffing
10. Leading Directing | Communicating | Motivating
11. Controlling
12. Coordinating (Synchronising)
13. Evolution of Management Thought
14. Pursuing Managerial Career

**Managerial Economics**

1. Introduction to Managerial Economics
2. Utility
3. Demand
4. Demand Forecasting
5. Supply Analysis
6. Production & Cost Analysis
7. Revenue Analysis & Pricing Policies
8. Pricing Under Perfect Competition
9. Pricing Under Imperfect Competition
10. Cost Benefit Analysis
11. Macro-Economic Analysis
12. Consumption Function & Investment Function

**Management Accounting**

1. Introduction to Accounting
2. Process of Accounting
3. Introduction to Management Accounting
4. Basics of Costing & Activity Based Costing
5. Marginal Costing
6. Applications of Marginal Costing in Short Term Decision Making
7. Transfer Pricing
8. Standard Costing & Variance analysis
9. Forecasting, Budgeting & Budgetary Control
10. Divisional Performance Measurement
11. Responsibility Accounting
- 12.

**Indian Banking and Financial System**

1. Indian Financial System - An Overview
2. Overview of Banking and Structure of Banking in India
3. Role and Functions of Reserve Bank of India 33
4. Banks in India - Role and Functions
5. Changing Role of Banks
6. Banker - Customer Relationship
7. Types of Customers and Mode of Operation 115
8. Negotiable Instruments
9. Retail Banking Products - Deposits
10. Retail Banking Products - Loan
11. Foreign Exchange Business of Banks
12. Insurance
13. Mutual Funds
14. Recent Trends in Banking Regulation

**Marketing of Banking Services**

1. Marketing Concept in Banks
2. Marketing Strategy for Banks
3. Developing the Marketing Plan
4. Elements of the Marketing Mix
5. Delivery Channels
6. Promotional Mix for Bank Marketing
7. Product Identification and Corporate Image
8. Product Development and Pricing
9. Cross Selling of Banking Products
10. Relationship Management and Cross Selling
11. Marketing Research in Banks
12. Market Segmentation
13. Advertising and Communication
14. Customer Focus
15. Customer Delight
16. Customer Relationship Management (CRM) in Banking

**Semester II**

**Financial Management**

1. Finance Function
2. Forms of Business Organisation
3. Financial Statements
4. Interpretation of Financial Statements (Ratio Analysis)
5. Interpretation of Financial Statements (Funds Flow/Cash Flow Statements)
6. Capitalisation
7. Sources of Long Term and Medium-Term Finance
8. Capital Structure
9. Leverages and Theories of Capital Structure
10. Capital Market
11. Capital Budgeting
12. Working Capital Management
13. Management of Cash
14. Management of Receivables
15. Management of Inventory
16. Dividend Policy

**MIS and Technology in Banking**

1. Management Information System
2. Information and Decision Making
3. Decision Support System
4. The Database Management System
5. Applications in Service Sector
6. Introduction to Core Banking Solutions (CBS)
7. IT Based Banking Services
8. Payment Solutions
9. Information Security
10. Data Warehousing and Data Mining
11. Cloud Computing

**Banking Regulations and Laws**

1. The Reserve Bank of India Act, 1934
2. Banking Regulation Act, 1949
3. Negotiable Instrument Act, 1881
4. Paying and Collecting Bankers
5. Relationship Between Banker and Customer
6. Securities Against Advances
7. Recovery Measures
8. Policy Regulation Since 1991

9. Foreign Exchange Management Act, 1999
10. Prevention of Money Laundering Act (PMLA), 2002
11. Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest (SARFAESI) Act, 2003
12. Information Technology Act, 2000 and Laws Relating to Banking
13. Banking Ombudsman

**Global Banking and Finance**

1. Introduction to Global Banking and Finance (Introduction to NRI/PIOs)
2. Financial Regulations
3. Banks Engaged in Business of International Banking
4. Exchange Rate Mechanism
5. Developmental Financial Institutions and International Banking
6. New Financial Instruments
7. Derivatives
8. Credit Rating
9. Factoring and Forfaiting
10. Introduction to Insurance
11. Disinvestment of PSUs
12. Prevention of Money Laundering Act (PMLA), 2002

**Financial Institutions and Markets**

1. Overview of Financial Markets
2. Financial Institutions - I
3. Securitisation
4. Indian Money Market
5. International Monetary Fund (IMF)
6. Introduction to Capital Markets
7. Securities and Exchange Board of India (SEBI)
8. Merchant Banking
9. Role of Banks in Stock Market
10. Venture Capital and Private Equity
11. Portfolio Management and Financial Engineering
12. Mergers and Takeovers
13. Lease and Hire Purchase

### Semester III

#### Capital Market

1. Introduction to Capital Markets
2. Securities and Exchange Board of India (SEBI)
3. Money Markets
4. Mutual Funds
5. Merchant Banking
6. Recent Developments
7. Stock Exchanges
8. Venture Capital
9. Credit Rating
10. Share Buy Back
11. Portfolio Management and Financial Engineering
12. Corporate Governance
13. Mergers and Takeovers
14. Lease and Hire Purchase
15. Housing Finance

#### Accounting Systems and Financial Analysis

1. Introduction to Financial and Cost Accounting
2. Accounting Standards and Accounting Mechanics
3. Accounting Aspect of Investment Decisions
4. Accounting Aspect of Financing Decisions (Share Capital)
5. Financial Statements of Limited Companies
6. Software Package for Financial Accounting
7. Overview of Taxation (Direct & Indirect Taxes)
8. Accounting Aspects of Mergers and Acquisitions
9. Consolidated Accounts of Holding and Subsidiary Companies
10. Financial Statements Analysis
11. Software Package for Financial Analysis
12. Funds Flow Analysis and Financial Forecasting
13. US GAAP and Recent Developments
14. Enterprise Resource Planning (ERP)

#### Management of Bank

1. Management of Basic Functions of Banks
2. Management of Bank's Budgeting and Finance
3. Management of Asset/Liability, NPA, Profitability and Capital Adequacy in Banks
4. Management of Customer Relationship

5. Management of Banking Organisation, Structure, Branch Expansion and Management of Delivery Channels
6. Management of Resources (HR / Infrastructure / Security and Services)
7. Investment and Treasury Management
8. Systems and Control and Risk Based Supervision
9. Management of IT Infrastructure and MIS in Banks
10. Measurement and Management of Risks in Banks
11. Management of Grievance and Corporate Governance

#### Security Analysis and Portfolio Management

1. Basic Concepts
1. Investment
2. Introduction to Security Analysis
3. Risk and Return Concepts
4. Security Market Indicators
5. Fundamental Analysis
6. Technical Analysis
7. Efficient Market Theory
8. Bond Valuation
9. Portfolio Management
10. Portfolio Theory
11. Derivatives: Futures and Options
12. Mutual Fund and their Schemes

#### Bank Lending Policies and Procedures

1. Types of Loans and Advances made by Banks
2. Factors Determining the Growth and Mix of
3. Bank Loans & Regulation of Lending
4. Asset Quality
5. Camels Rating System
6. Bank's Written Loan Policy
7. Credit Analysis
8. Basics of Lending
9. Lending Process
10. Common Types of Collateral Sources of Information about Loan Customers
11. Typical Loan Agreement
12. Loan Review and Loan Monitoring
13. Warning Signs of Problem Loans & Management of NPA's and Loan Workouts

**Semester IV**

**Macro Economics**

1. Introduction to Macroeconomics and Measuring Income and Output
2. Aggregate Demand and Supply
3. Aggregate Markets and Shocks
4. Unemployment and Business Cycles
5. Keynesian Economics
6. Money Markets
7. Central Banking, Federal Reserve Policy and Monetary Policy
8. Inflation: Measurement, Cost, Sources and Kinds and the Phillips Curve and Inflation
9. Fiscal Policy, Deficits and Public Debt and Deficit Financing in an Open Economy
10. Economic Growth, Aggregate Growth and Monetarism and Rational Expectation
11. Economic Crises and Policies for Growth and Stability

**Micro Financing**

1. Introduction to Microfinance
2. Models of Microfinance
3. Self-Help Groups
4. Models of Microfinance
5. Cooperative Microfinance
6. Client Impact Studies
7. Housing Microfinance
8. Development of Microfinance Products
9. Promoting Women's Enterprises
10. Equitable and Sustainable Development
11. Microfinance and Social Entrepreneurship
12. Corporate Values and Micro Financing
13. Strategic Issues in Microfinance: Gender, Activism, Scale and Management

**Risk Management**

1. The concept of risk
2. Types and sources of risk
3. A risk management framework
4. Risk measurement tools and techniques
5. Identifying and analysing interest rate risk

6. Identifying and assessing foreign exchange risk
7. Identifying and analysing liquidity risk
8. Credit and counterparty risk
9. Commodity price risk
10. Other risk issues

**Rural and Co-Operative Banking**

1. Rural India and Panchayati Raj System for Rural Development
2. Agricultural Activities and Farm Development Loans
3. Allied Activities in Agriculture and Agricultural Marketing in India
4. Small Scale Industry and Green Revolution
5. Cooperative Banks in India
6. RBI Policies for Cooperative Banks
7. Types of Cooperative Banks
8. Functions of Cooperative Banks.

**Research Methodology and Statistical Quantitative Methods**

1. Understanding Research
2. Scientific Methods and Research
3. Formulating Research Problem and Hypothesis
4. Hypothesis Testing
5. Research Design
6. Data Collection and Measurement
7. Sampling and Sampling Technique
8. Observation
9. The Interview Method
10. The Questionnaire Method
11. The Survey Method
12. The Experimental Method
13. Scaling Techniques and Attitudes Measurement Techniques
14. Data Presentation, Processing and Analysis

**Project**

Students are required to submit a project report by the end of semester 4