

I.M.Com. (Professional Accountancy and Financial Analysis) Programme

A brief description of the programme

Purpose

I.M.Com. programme is designed to provide expert training to advanced learners to achieve professional level competencies in the domain of accounting and finance. Graduates of this programme will be able to acquire comprehensive knowledge in the area of accountancy, economics and finance and strong analytical skills which will prepare them to pursue enriching careers with accounting firms, financial institutions, management consultants, and other entities in a broad range of financial roles.

Prerequisites

To seek admission to I.M.Com. programme, a candidate must have passed standard XII in any discipline with at least 60% marks and minimum prescribed score in the entrance test. The admission is granted on the basis of marks obtained at the entrance examination in order of merit. The candidates are expected to possess basic knowledge in commerce courses offered at B.Com. level failing which the candidates shall be required to undergo a bridge course in the domain of commerce.

Credits (Theory, Tutorial and Practical)

The degree of I.M.Com. will be awarded to candidates earning 160 Credits during four years. Of these 128 credits are for Core Courses and minimum of 16 for Optional Courses including Dissertation if opted for by the students which shall carry 8 credits. Corporate Internship shall carry 16 credits. Each credit will carry 15 hours of training. A paper of 4 credits shall be of total 100 marks with duration of 3 hours at SEA examination for 60 marks, while a paper of 2 credits shall be of total 50 marks with duration of 2 hours at SEA examination for 30 marks.

Number of semesters, how the courses are distributed

The I.M.Com. programme is divided into 8 semesters. Each semester shall have courses as prescribed in list of courses.

Internship

Every student has to undergo 6 weeks of internship in corporate and other forms of business/professional organizations. There shall be two such internships in the programme.

Dissertation

As a part of I.M.Com. programme, **Dissertation** is offered as *optional* during the seventh and eighth semesters.

**INTEGRATED MASTERS OF COMMERCE
(PROFESSIONAL ACCOUNTANCY AND FINANCIAL ANALYSIS)**

List of Courses

In the following table, **L** refers to lectures, **T** refers to tutorials and **P** refers to practicals.
Description of a course appears in subsequent pages

Course Code	Paper	L-T-P (hours/week)	Credits
SEMESTER I			
COI 102	BUSINESS LAWS	4	4
COI 104	MANAGERIAL ECONOMICS	4	4
COI 106	FINANCIAL ACCOUNTING	4	4
COI 107	COST AND MANAGEMENT ACCOUNTING	4	4
COI 108	FINANCIAL MANAGEMENT	4	4
SEMESTER II			
COI 202	COMPANY LAW	4	4
COI 206	ACCOUNTING	4	4
COI 207	INDIAN FINANCIAL & FISCAL SYSTEM	4	4
COI 208	INCOME TAX	4	4
COI 209	MANAGERIAL ACCOUNTING	4	4
SEMESTER III			
COI 301	ADVANCED ACCOUNTING	4	4
COI 302	AUDITING AND ASSURANCE	4	4
COI 303	CORPORATE GOVERNANCE AND ETHICS	4	4
COI 306	STRATEGIC MANAGEMNT	4	4
COI 307	INFORMATION SYSTEMS AUDIT	4	4
SEMESTER IV			
COI 401	ADVANCED AUDITING	4	4
COI 402	BUSINESS COMMUNICATION AND LEGAL PROCEDURES	4	4
COI 403	BUSINESS RESEARCH METHODS	4	4
COI 405	CORPORATE RESTRUCTURING AND VALUATION	4	4
COI 406	ANALYSIS OF FINANCIAL STATEMENTS	4	4
COI 505 INTERNSHIP			8

Course Code	Paper	L-T-P (hours/week)	Credits
SEMESTER V			
COC 501	ADVANCED TAX LAWS	4	4
COC 502	ADVANCED COMPANY LAW	4	4
COC 503	ADVANCED FINANCIAL MANAGEMENT	4	4
COC 504	FINANCIAL REPORTING	4	4
SEMESTER VI			
COC 601	ADVANCED MANAGEMENT ACCOUNTING	4	4
COC 602	FINANCIAL SERVICES AND CAPITAL MARKETS	4	4
COC 603	INDIRECT TAXES	4	4
COC 604	TREASURY AND FOREX MANAGEMENT	4	4
COI 706 INTERNSHIP			8
SEMESTER VII			
COC 701	BANKING LAWS AND PRACTICES	4	4
COC 702	SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT	4	4
COO	OPTIONAL COURSE 1	4	4
COO	OPTIONAL COURSE 2	4	4
	COI 705 SOFT SKILLS TRAINING	2	2
SEMESTER VIII			
COC 801	ENVIRONMENTAL MANAGEMENT AND ACCOUNTING	2	2
COC 802	DERIVATIVES MARKET	4	4
COO	OPTIONAL COURSE 3	4	4
COO	OPTIONAL COURSE 4	4	4

OPTIONAL COURSES

SEMESTER VII	SEMESTER VIII
COO 703 VENTURE CAPITAL AND PRIVATE EQUITY	COO 803 INTERNATIONAL BUSINESS
COO 704 FINANCIAL RISK MANAGEMENT	COO 804 INSURANCE AND RISK MANAGEMENT
COO 705 BUSINESS ANALYTICS	COO 805 ECONOMETRICS OF FINANCE
COO 706 INTERNAL AUDIT	COO 806 IPR - LAW AND PRACTICE
COP DISSERTATION (8 CREDITS)	

Need for the course:

The understanding of business laws is essential for a student in order to know how a company is incorporated, the legal framework within which it works, and how an entity connected to a firm can take profitable decisions that are within the purview of legal framework.

Description of the course:

The course first introduces the Indian Contracts Act, wherein students will learn about the various types of contracts and agreements. This will be followed by the Negotiable Instruments Act, which details how economic exchanges are legally undertaken between parties. Finally they will learn about laws for prevention of money laundering, foreign exchange management, and consumer as well as intellectual property rights protection.

Learning objective:

To acquire knowledge and develop understanding of regulatory framework for various types of businesses.

Learning outcomes:

1. To interpret significant provisions of various business legislations.
2. Show knowledge of their applications in business transactions.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Case Laws
5. Flipped learning

Syllabus:

UNIT 1: Indian Contract Act 1872	15 hours
Definitions (S.2): Agreement, kinds of Agreements, Contract- kinds of contracts: Valid, Void, Voidable, Contingent and Quasi Contract and EContract, distinguish between Agreement and Contract. Offer or Proposal- definition, Essentials of Valid proposal or offer, counter offer, Standing or open offer, distinguish between offer and invitation to offer, Acceptance-definition, Essentials of a valid acceptance, Promise. Communication of Offer and acceptance and Revocation. Capacity to contract (Ss.10-12), Consent and Free Consent (Ss.13-22), Consideration (S.2 and 25) and Void Agreements (Ss.24-30). Special contracts -Law of Indemnity and Guarantee, Law of Bailment and pledge, Law of Agency.	
UNIT 2: Negotiable Instruments Act 1881	10 hours
Meaning and Characteristics of Negotiable Instrument, Classification of instruments, Different provisions relating to negotiation and negotiability, assignability, Rights and obligations of parties, Presentation of instruments, Rules of compensation.	
UNIT 3: FEMA and Prevention of Money Laundering Act	20 hours
(a) FEMA, 1999: Objectives and Definitions under FEMA, 1999, Current Account Transactions and Capital Account Transactions, FDI Policy, Foreign Direct Investment in India and Abroad, Acquisition and Transfer of Immovable Property in India and,	

Abroad Establishment of Branch, Office etc. in India, Export of Goods and Services, Realization and Repatriation of Foreign Exchange, Authorized Person, Penalties and Enforcement, Foreign Contribution (Regulation) Act, 2010, Foreign Contributions and Hospitality, Exemptions, Powers of Central Government, Adjudication, Appeal and Compounding, Offences and Penalties.

- (b) Prevention of Money Laundering Act, 2002: Genesis, Prevention of Money Laundering Act, 2002, Concept and Definitions, Various Transactions, etc., Obligations of Banks and Financial Institutions, RBI guidelines on KYC.

UNIT 4: Laws for Consumer Protection, IPR, Societies and Trusts

15 hours

- (a) Competition and Consumer Protection: Competition policy, Competition Act, 2002 - Anti Competitive Agreements, Abuse of Dominant Position, Combination, Regulation of Combinations, Competition Commission of India; Appearance before Commission and Appellate Tribunal, Compliance of Competition Law, Consumer Protection Act 1986 – Rights of consumer, Remedies and Redressal forums.
- (b) Laws for Intellectual Property Rights – GATT, WIPO, TRIPS, Trademarks, Copyrights, Geographical indications, Design Act, IP Appellate Board.
- (c) Laws for Societies and Trusts: Registration of societies, Property of societies, Judgments, Dissolution of society. Creation of Trust, Duties and Liabilities of Trustees, Rights and Powers of Trustees.

Suggested readings:

1. Manish Bhandari, Handbook on Law, Ethics and Communications, Bestword Publication, 16th edition, (2016).
2. M P Vijay Kumar, First Lessons in Business Laws, Ethics and Communications, Snowwhite, 8th edition, (2014).
3. Tejpal Sheth, Corporate and Economic Laws, Taxmann, (2017).
4. K R Bulchandani, Business Law, Himalaya Publishing House, Mumbai, 8th revised edition, (2017).
5. Negotiable Instruments Act, (1881).
6. Indian Contract Act, (1872).
7. Foreign Exchange Management Act, (1999).
8. Prevention of Money Laundering Act, (2002).
9. Societies Act, (1912).
10. Consumer Protection Act, (1986).

Need for the course:

Managerial decisions toward achieving firm profitability are contingent on competitive and economic factors. The concepts taught in this course will assist students in understanding how factors such as supply and demand as well as the competitive structure affect a firm's strategic choices. By grasping these concepts, students will be able to gain a holistic understanding on how a firm's strategic actions and profitability are shaped by competitive and economic factors.

Description of the course:

The course will introduce students to the fundamentals of business decision making. In doing so, it also focuses on factors such as demand and supply, as well as the various costs and market structure, which play a key role in strategic decision making.

Learning objective:

The objective of the course is to familiarize the students with the approach, concepts and techniques of managerial economics that are applied in business decision making.

Learning outcomes:

1. By learning the contents of this course, students will be able to analyze demand and supply conditions quantitatively
2. Design competitive strategies by considering costing, pricing and market environment according to nature of product and structure of markets
3. Perform cost analysis for a given product situation, and demonstrate application of game theory in a given business situation.

Course methodology:

The following methods and forms of study are used in this course:

- Lectures
- Assignments
- Self-study
- Problem-solving

Syllabus:

UNIT 1: Introduction to Managerial Economics and Business Decision Making	15 hours
Managerial Economics: Definition, Nature and Scope of Managerial Economics, Managerial economics and other disciplines –Role and responsibility of a managerial economist - Basic concepts in managerial economics – Understanding a firm – Meaning, objectives and constraints of a firm. Business Decision making – certainty, risk and uncertainty, sources of business risk, steps involved in analysis of risky decisions, risk premiums, risk adjustment. Risk and Investment Proposals – measures of incorporating risk(expected value and standard deviation), methods to decide selection of project (the finite-horizon, risk adjusted discount rate, certainty equivalent and decision tree analysis method) Decisions under uncertainty - Game Theory (Assumptions, Structure, Significance, Limitations and Strategies) – Pure Strategy, Nash Equilibrium, Prisoners' Dilemma, and Applications of Game Theory in Economics. (Numerical problems to be included).	
UNIT 2: Demand and Supply Analysis	15 hours

Demand Analysis: Meaning of demand, Determinants of demand; Demand function-individual and market; Law of Demand; Understanding the demand curve; Change in demand vs. variation in demand; Demand distinctions; Elasticity of Demand – Price and Income elasticity (concept, types, measurement and determinants), Cross elasticity of demand (concept, types and measurement), Advertising elasticity of demand (concept, measurement and determinants); Significance or application of the concept of elasticity of demand (Numerical Problems to be included); Demand estimation and forecasting (Objectives, steps involved, determinants and methods), Demand forecasting – Qualitative and quantitative techniques. Supply analysis: Meaning of supply, Determinants of supply, Supply function, Law of supply, change in supply vs. variation in supply. Market equilibrium; excess supply, excess demand and the price adjustment mechanism; changes in market equilibrium due to changes in demand and/or supply.

UNIT 3: Production and Cost Analysis	15 hours
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Production Analysis: Meaning of production; types of inputs, factors of production, technology; concept of production function; Short run analysis - law of variable proportions; Long Run analysis – Law of Returns to scale. Cost concepts and classification; cost – output function; determinants of cost function – short run and long run cost functions and cost curves; costs of a multi-product firm; costs of joint product; economies and diseconomies of scale; economies of scope (numerical problems to be included).

UNIT 4: Pricing Decisions	15 hours
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Market structures – Perfect competition – Monopolistic competition – Oligopoly – Monopoly; Pricing Methods and Strategies – Cost based pricing(cost plus, marginal cost and target return pricing), Competition based pricing(penetration, entry deterring and going rate pricing), Product life cycle based pricing(price skimming, packaging, perceived value, loss leader pricing), Cyclical pricing (rigid and flexible pricing),Multi-product pricing, Peak load pricing, Sealed bid pricing, Retail pricing, Administered pricing, Export pricing, International price discrimination, Dumping and transfer pricing; General considerations and objectives of pricing policy – Price elasticity of demand and pricing – price forecasting.

Suggested readings:

1. Ahuja. H. L. ‘Advanced Economic Theory (microeconomic Analysis)’ S. Chand Limited, New Delhi, 20th edition, (2014).
2. Geetika, Ghosh. P. and Roy Choudhury. P. ‘Managerial Economics’ Tata McGraw Hill Education Pvt Ltd, New Delhi, 3rd edition, (2018).
3. Indira Gandhi National Open University: School of Management: Managerial Economics- MS/9, (2013).
4. Mehta, P.L. ‘Managerial Economics’, Sultan Chand and Sons, Educational Publishers, New Delhi, (2008)
5. Mithani.D.M. ‘Managerial Economics (Theory and Application)’ Himalaya Publishing House, New Delhi, (2011)
6. Mukherjee Sapat, ‘Business and Managerial Economics’, New Central Book Agency (P) Ltd., Calcutta, (2009)
7. Samuelson, Paul A and Nordhaus, W.P., ‘Economics’, McGraw Hill, New York, 19th edition, (2010).
8. Varshney R.L. and Maheshwari. K.L., ‘Managerial Economics’ Sultan Chand and Sons, Educational Publishers, New Delhi, (2011).

COI 106 Financial Accounting [4 Credits]

Need for the course:

Accounting is essential to the management and the decision making authority in an organization. The main objective of accounting is to record financial transactions systematically in the books of accounts and to arrive at the financial position of an entity. Financial Accounting keeps a track of an entities' financial transactions. By using applicable guidelines, the transactions are recorded, summarized, and presented as annual financial statements.

Description of the course:

The Course first introduces students to company accounts i.e accounting for shares and debentures and preparing financial statements for limited companies. Students will learn to prepare financial accounts of Non Profit Organisations, Sole Proprietors and Partnership Firms. Subsequently students will learn Accounting for special Transactions.

Learning objective:

To provide acquire practical skills in accounting for various types of entities and special transactions.

Learning outcomes:

1. Prepare financial statements of limited companies, Non Profit Organisations, Sole Proprietors and Partnership Firms as per applicable statuettes and accounting standards.
2. Perform accounting computations and valuations with respect to special transactions including depreciation, Inventory and Bills of exchange.
3. Demonstrate ability to perform accounting for Consignments, Royalty, and Sale on Approval basis.

Course methodology:

1. Lectures
2. Assignments
3. Self-study

UNIT 1: Company Accounts	15 hours
Definition of shares and debentures, Issue of shares and debentures, forfeiture of shares, re-issue of forfeited shares, Statement of Profit and Loss and Balance Sheet as per Schedule III to the Companies Act, 2013.	
Basic Accounting Ratios (profitability, solvency, liquidity and turnover)	
UNIT 2: Financial Statements of Not for Profit Organisations	15 hours
Significance of Receipt and Payment Account, Income and Expenditure Account and Balance Sheet, Difference between Profit and Loss Account and Income and Expenditure Account. Preparation of Receipt and Payment Account, Income and Expenditure Account and Balance Sheet.	

UNIT 3:Final Accounts of Sole Proprietors & Partnership Accounts	15 hours
Elements of financial statements, Closing Adjustment Entries, Trading Account, Profit and Loss Account and Balance Sheet of Manufacturing and Non-manufacturing entities. Final Accounts of Partnership Firms, Admission, Retirement and Death of a Partner including Treatment of Goodwill, Introduction to LLPs and Distinction of LLPs from Partnership.	
UNIT 4:Accounting for Special Transactions	15 hours
Accounting for depreciation, Valuation of inventory, Consignment Accounts, Bills of exchange and promissory notes, Sale of goods on approval or return basis, Average due Date, Account Current, Joint Ventures, Royalty accounts.	

Suggested readings:

1. Tulsian, P.C: Financial Accounting, Pearson Education
2. T.S. Grewal, Introduction to Accountancy, S. Chand and Company (P) Ltd., New Delhi
3. Mukherjee and Hanif, Modern Accountancy, Tata McGraw Hill and Co. Ltd., Mumbai, 2nd edition
4. Jain and Narang, Advanced Accountancy:Principles of Accounting, Kalyani Publishers, New Delhi, 21st Edition
5. Sharma, D.G: Fundamentals of Accounting, Taxmann

Need for the course:

Accounting skills are needed in order to improve the efficiency and effectiveness of a business. Without an adequate knowledge of the cost and management accounting concepts, optimal decisions relating to planning and controlling functions cannot be accurately taken, thereby hindering firm performance. Thus, the course is oriented toward providing students with a conceptual understanding on the fundamentals in the field of cost and management accounting.

Description of the course:

The course first provides an overview of the concepts in the field of cost and management accounting. Subsequently, the various types of costs and costing methods are introduced. Finally, tools for planning and performance measurement will be introduced to the students.

Learning objective:

To acquire knowledge and understanding of the concepts, techniques and practices of cost and management accounting as well as to develop skills for decision making.

Learning outcomes:

- Students will be able to identify elements of costs and ascertain materials, labour and overhead costs.
- They will be able to apply various techniques of costing and management accounting for managerial decision making and performance measurement.

Course methodology:

The following methods and forms of study are used in this course:

- Lectures
- Assignments
- Case studies
- Self-study
- Problem-solving

Syllabus:

UNIT 1: Introduction to Cost and Management Accounting	10 hours
Cost Accounting: Evolution, Meaning, Objectives and Scope - Concepts of Costs, Classifications and Elements of Cost - Cost Centre and Cost Unit - Methods and Techniques of Costing - Cost Accounting Standards - Installation of a Costing System - Practical Difficulties in Installing a Costing System - Role of Cost Accountant in Decision Making - Management Accounting: Evolution, Meaning, Objectives and Scope - Tools and Techniques of Management Accounting - Relationship of Cost Accounting, Financial Accounting, Management Accounting and Financial Management - Conflicts in Profit versus Value Maximisation Principle - Role of Management Accountant in Decision Making	
UNIT 2: Ascertainment of Costs and Cost Accounting System	20 hours
i) Material Cost Materials Control - Concept and Techniques, Procurement Procedures and Documentation: Methods of Purchasing; Procedure of Purchases, Stores and Issue of Material; Stock Verification - Methods of Pricing of Material: FIFO, LIFO, Simple	

Average, Weighted Average - Accounting and Control of Material Losses, Wastage, Scrap, Spoilage and Defectives - Inventory Management: Techniques of fixing of minimum, maximum and reorder levels, Economic Order Quantity, ABC Analysis; Stock Verification and Perpetual Inventory

ii) Labour Cost

Meaning and Classification of Labour Costs - Accounting and Control of Labour Costs - Time Keeping and Time Booking - Attendance and Payroll Procedures, Time Recording, Overtime and Idle Time - Labour turnover and Remedial Measures - Efficiency Rating Procedures; Remuneration Systems and Incentive Schemes

iii) Direct Expenses and Overheads

Direct Expenses: Meaning, Nature, Collection, Classification and Treatment of Direct and Indirect Expenses - Overheads: Meaning, Nature, Collection and Classification Functional Analysis: Factory, Administration, Selling, Distribution, Research and Development - Behavioural Analysis: Fixed, Variable, Semi variable and Step Cost Allocation, Apportionment, Absorption and Control of Overheads

UNIT 3: COST SHEETS	10 hours
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Preparation of Cost Sheet, Cost records - Cost Ledgers - Integrated Accounts and Non-Integrated Accounts - Reconciliation of Cost and Financial Accounts.

UNIT 4: METHODS OF COSTING	20 hours
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Job Costing: Job Cost Cards, Collecting Direct Costs, Allocation of Overheads and its Applications - Batch Costing: Features and Applications - Contract Costing: Features, Progress Payments, Retention Money, Escalation Clause, Contract Accounts, Accounting for Material, Accounting for Plant Used in a Contract, Contract Profit and Accounting Entries - Process Costing: Features, Applications and Types of Process Costing, Process Loss, Abnormal Gains and Losses, Equivalent Units, Inter-Process Profit, Joint Products, By-Products and Accounting - Service Costing: Features and Applications, Unit Costing and Multiple Costing, Application, Identification of Cost Unit and Cost Determination and Control.

Suggested readings:

1. Jain and Narang, Cost and Management Accounting, Kalyani Publishers, New Delhi, 13th edition, (2012).
2. Saxena and Vashisht, Cost and Management Accounting, Sultan Chand, New Delhi, 7th edition, (2006).
3. Arora, M N, Cost and Management Accounting, Himalaya Publishing House, Mumbai, 4th edition, 2013.
4. S N Maheshwari, Cost and Management Accounting, Sultan Chand, New Delhi, 14th edition, 2014.
5. I M Pandey, Management Accounting, Vikas Publishing House, Noida, 3rd edition, (2010).
6. Ravi Kishore, Advanced Management Accounting, Taxmann, New Delhi, (2013).
7. Khan and Jain, Theory and Problems of Management and Cost Accounting, McGraw-Hill, Noida, (1999).
8. Jawahar Lal, Cost Accounting, McGraw-Hill, Noida, (2002).

COI 108 Financial Management [4 Credits]

Need for the course:

The margins of profitability for businesses today are determined by efficient and effective financial management. Thus, students possessing knowledge of the basic and advanced concepts in the financial management domain will be able to take right actions in order to improve the financial as well as overall performance of a firm.

Description of the course:

Through this course, students will be first introduced to the basics of finance and financial decisions. Subsequently, advanced topics such as cost of capital and capital budgeting will be covered. Finally, students will learn about working capital management and issuing of dividends.

Learning objective:

To develop in students an understanding of various aspects of Financial Management and enable them to acquire the ability to apply such knowledge in decision making.

Learning outcomes:

1. Identify and evaluate sources of finance for given business needs.
2. Perform evaluation of investment projects using capital budgeting techniques.
3. Show comprehensive understanding of working capital and dividend policies.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Case Studies

Syllabus:

UNIT 1: Financial Management and Financing Decisions	10 Hours
Introduction to Financial Management Function: Objectives and scope of financial, management, Role and purpose, Financial management environment, Functions of finance executives in an organization, Financial distress and insolvency. Sources of Finance - Different sources of finance (long and short term) , characteristic of different types of long term debt and equity finance, Methods of raising long and short term finance, Internal funds as source of finance, International source of finance, Other sources – Sale and lease back, convertible debt, venture capital, grants, etc. Lease financing – Concept and classification, Significance and limitations, Financial evaluation of leasing decision.	
UNIT 2: Cost of Capital	15 hours
Calculation of cost of capital (debt, preference capital, equity capital and retained earnings), Combined cost of capital (weighted), Cost of equity and CAPM, Operating and Financial Leverage – Measurement of leverage - Effects of operating and financial leverage on profit, Analysing alternate financial plans – Combined / Composite Leverage, Capital Structure Theories (Net Income, Net Operating Income, Traditional, and M.M hypotheses) – Determining capital structure in practice.	
UNIT 3: Capital Budgeting	20 hours

Investment Decisions: Nature of investment decisions, Investment evaluation criteria, Methods of Capital Budgeting (payback period, accounting rate of return, net present value, internal rate of return, profitability index) – NPV and IRR comparison – Capital rationing, Risk analysis in capital budgeting – Meaning and nature, Risk adjusted discount rate – Certainty Equivalent – Statistical Techniques to handle risk – Probability Assignments – Standard Deviation and Coefficient of Variation – Probability Distribution approaches – Independent and Dependent Cash Flows over time – Decision Tree Analysis.

UNIT 4: Working Capital Management and Dividend Decisions	15 Hours
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Management of Working Capital: Meaning, significance, and types of working capital, Calculating operating cycle period and estimation of working capital requirements, Financing of working capital and norms of bank finance – Sources of working capital, Various committee reports on bank finance, Dimensions of Working Capital Management – Cash-Inventory -Receivables Management . Dividend Policies: Issues in dividend decisions - Walter’s model – Gordon’s model – MM hypothesis - Dividend and uncertainty – Relevance of dividend – Dividend policy in practice – Forms of dividends – Stability in dividend – Corporate dividend behaviour.

Suggested readings:

1. I M Pandey, Financial Management, Vikas Publishing House, Bangalore.
2. Rajesh Makkar, Financial Management – Theory and Practice for CA Intermediate (IPC), Mumbai.
3. G Sekar and Sarvana Prasath, Student Guide on Financial Management and Economics for Finance for CA Inter (IPCC), Padhuka Publications, Chennai.
4. Prasanna Chandra, Financial Management – Theory and Practice, McGraw-Hill, New Delhi.
5. Khan and Jain, Financial Management, McGraw-Hill, New Delhi.
6. Sharma and Gupta, Financial Management – Theory and Practice, Kalyani Publications.
7. Gupta, Sharma and Neeti, Advanced Financial Management, Kalyani Publications.

Need for the course:

The understanding of company law is essential for a student in order to know how a company is incorporated, the legal framework within which it works, and how an entity connected to a firm can take profitable decisions that are within the confines of legal framework.

Description of the course:

Through this course, students will learn about the incorporation of a company and the duties of the key stakeholders connected with it. Furthermore, they will also learn about how securities and investments are issued, followed by the compliance procedures a company must undertake.

Learning objective:

To provide comprehensive knowledge and develop understanding of regulatory framework for limited companies with reference to Companies Act and related circulars and notifications

Learning outcome:

1. Demonstrate comprehensive knowledge and understanding of regulatory aspects of formation of a company, its management.
2. Understand procedural and legal aspects of issue of securities, payment of dividend and inspection.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Case Laws

Syllabus:

UNIT 1: Incorporation of Company, Management and Control	20 hours
Incorporation: Types of Companies and their incorporation, Promoters-Meaning, Position, Duties, Rights, Responsibilities and liabilities, Formation of companies, M/A, A/A, Commencement of Business, Contracts and conversion of companies, Doctrine of Ultra-Vires, Constructive notice and indoor management. Membership in a company: Rights and Privileges of Members, Register of Members, Dematerialisation and Rematerialisation of Securities, Transfer and Transmission of Securities in Physical and, Dematerialized forms, Nomination. Management and Control of a Company: Directors, Types, Role and Responsibilities, Powers and Duties, Loans to directors, Remuneration, Contracts and directors, Board and its committees, Meetings - Board meetings, General meetings and related procedures, Company secretary.	
UNIT 2: Issue of Securities and Investments	15 hours
Prospectus and allotment of securities, Share capital – classes, Issue types, Forfeiture, Bonus, Rights, Sweat equity, ESOP scheme, Private placements, Capital Reduction and buy-back. Issue of debt capital – Debenture Trust Deed, Conversion of and redemption of debentures, Securing of debts, Allotment of certificates. Laws relating to investments, granting of loans and acceptance of deposits.	
UNIT 3: Accounts of Companies and Dividend	20 hours

Books of accounts - Statutory Books and Registers prescribed under various provisions of the Company Law - Maintenance, Authentication, Place of Keeping and Inspection, Filing of various Forms and Returns with the Authorities, Procedure and Penalties for Delayed Filing, Annual Return - Nature and Significance; Contents; and Certification by Practising Company Secretary. Financial statements, Auditors-Appointment, Resignation and Removal; Qualification and Disqualification; Rights, Duties and Liabilities, Audit and Auditor's Report, Cost Audit and Special Audit. Procedures relating to payment of dividend.

UNIT 4: Inspection and Investigation

5 hours

Inspection of Documents, Powers of the Inspector, Seizure of Books And Documents, Inspector's Report, Power of the Registrar of Companies, Investigation into Affairs of the Company.

Suggested readings:

1. Tejpal Sheth, Corporate and Other Laws, Taxmann.
2. Gogna P P S, Corporate and Allied Laws, S. Chand, New Delhi.
3. Munish Bhandari, Corporate and Allied Laws, Bestword Publications, New Delhi.
4. Munish Bhandari, A Handbook on Corporate and Allied Laws, Bestword Publications, New Delhi.
5. Kamal Garg, A Handbook on Corporate and Allied Laws, Bharat Publications, New Delhi.
6. D K Jain, Company Law Ready Recknor, Bharat Publications, New Delhi.
7. Companies Act, 2013, Bharat Publications, New Delhi.
8. Companies Act, 2013 with Rules, Bharat Publications, New Delhi.

COI 206 Accounting [4 Credits]

Need for the course:

Accounting is essential for keeping track of the finances of a company- to determine how the money comes in and goes out, and whether these transactions are tallying with each other. Without the adequate knowledge necessary for understanding accounting transactions, preparation and analysis of a company's financial statements is not possible. Thus, to prepare financial statements and accurately determine the condition of a firm, knowledge of accounting is required.

Description of the course:

The course first introduces the accounting standards that are currently in use, subsequently detailing the application of these accounting standards. Subsequently, students will learn about general and specific purpose accounting aspects.

Learning objective:

To provide comprehensive knowledge of application of accounting standards and accounting aspects with respect to company and other forms of organizations

Learning outcomes:

4. Understand the framework for preparation and presentation of financial statements.
5. Apply specific accounting standards and legislations to different transactions and events
6. Prepare financial statements of various business entities by following accounting standards and general accounting principles.

Course methodology:

4. Lectures
5. Assignments
6. Self-study

Syllabus:

UNIT 1: Accounting and Reporting Standards	5 hours
Process of formulation of Accounting Standards including IND ASs (IFRS converged standards) and IFRSs; convergence vs adoption; objective and concepts of carve outs.- Framework for Preparation and Presentation of Financial Statements (as per Accounting Standards).- Role of Accounting Standards Board, Role of International Accounting Standards Board- IFRS and IFRIC.	
UNIT 2: Applications of Accounting Standards	20 hours
AS 1: Disclosure of Accounting Policies - AS 2 : Valuation of Inventories - AS 3: Cash Flow Statements - AS 4 : Contingencies and Events occurring after the Balance Sheet Date - AS 5 : Net Profit or Loss for the Period, Prior Period Items and Changes in Accounting Policies - AS 10: Property, Plant and Equipment - AS 11: The Effects of Changes in Foreign Exchange Rates - AS 12: Accounting for Government Grants - AS 13: Accounting for Investments - AS 16: Borrowing Costs - AS 17: Segment Reporting - AS 22: Accounting for Taxes on Income.	
UNIT 3: Company Accounts	15 hours

Redemption of preference shares;-Redemption of debentures; - Accounting for bonus issue and right issue. - Accounting for tax: Concept of deferred tax asset and deferred tax liability in line with - AS 22 “Accounting for Taxes”- Managerial Remuneration- Preparation of financial statements – Statement of Profit and Loss, Balance Sheet and Cash Flow Statement, - Profit (Loss) prior to incorporation.

UNIT 4: Accounting for Special Transactions

20 hours

Investment Accounting - Insurance claims for loss of stock and loss of profit - Hire - purchase and Installment Sale Transactions - Departmental Accounting - Accounting for Branches including foreign branches - Accounts from Incomplete Records - Dissolution of partnership firms including piecemeal distribution of assets;- Amalgamation of partnership firms; Conversion of partnership firm into a company and Sale to a company; - Issues related to accounting in Limited Liability Partnership.

Suggested readings:

1. T.S. Grewal, Introduction to Accountancy, S. Chand and Company (P) Ltd., New Delhi, (2016).
2. R.N. Anthony and J.S. Reece, Accounting Principles, Richard Irwin, Inc, 4th edition, (2005).
3. Williams, Financial Accounting, Tata McGraw Hill and Co. Ltd., Mumbai, 3rd edition, (2010).
4. Horngren, Introduction to Financial Accounting, Pearson Publications, New Delhi, 9th edition, (2010).
5. Mukherjee and Hanif, Modern Accountancy, Tata McGraw Hill and Co. Ltd., Mumbai, 2nd edition, (2017).
6. Jain and Narang, Company Accounts, Kalyani Publishers, New Delhi, 21st Edition, (2017).
7. R. L. Gupta and M. Radhaswamy, Advanced Accountancy, Sultan Chand, New Delhi, 17th edition, (2014).

Prerequisites for the course: XII Commerce pass or basic awareness of economic system through bridge course.

Need for the course:

Fiscal and monetary policy are the two critical tools by which a government controls the economy. Through this course, students will learn about the fiscal and monetary policies that have been used in India, over the course of years.

Description of the course:

The course first introduces the Indian financial and banking system, followed by detailed explanations on the monetary policy in use in the country. Subsequently, concepts related to fiscal policy and its role in the Indian economy will be taught to the students.

Learning objective:

The fundamental objectives of the course are to acquaint students with the structure and components of the Indian financial system; familiarize students with recent developments in the Indian banking sector, enable students to understand the Indian fiscal scenario and to facilitate students' understanding and analysis of the two most essential components of economic policy, viz. monetary policy and fiscal policy

Learning outcomes:

1. Explain the structure of Indian financial system in general and Indian banking system in particular.
2. Describe the mechanics of money market in India and understand the application of monetary policy instruments.
3. Explain the structure of public revenue, public expenditure and public debt of India and Goa in particular.
4. Critically discuss and debate range of fiscal and budgetary policy issues.

Course methodology:

1. Lectures
2. Assignments
3. Self-study

Syllabus:

UNIT 1: Indian Financial and Banking System	15 hours
<p>Indian Financial System: Nature, structure and composition of the Indian Financial System – financial markets, financial institutions, financial securities, financial services – classification and brief explanation of each; Role of the financial system in economic growth and development; Financial development – meaning, concepts and indicators of financial development; Financial inclusion – meaning and RBI's definition, extent of financial exclusion in India</p> <p>Indian Banking System: Structure and composition of the Indian banking system (RBI, commercial banks, cooperative banks, regional rural banks); classification of commercial banks (Indian and foreign, public sector and private sector, scheduled and non-scheduled);</p>	

recent developments in Indian commercial banking (entry of private and foreign banks, prudential norms, PSBs raising capital, use of IT and resultant services, new services)

UNIT 2: Money and Monetary Policy in India	15 hours
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Money: definition; supply of Money - Role of Government, Central Bank and commercial banks (process of multiple credit creation by banks); components of money – currency, coins and credit; RBI indices of money supply

Monetary Policy: meaning; objectives of monetary policy (with special reference to RBI); RBI's Instruments of credit control/monetary policy – Quantitative (variable reserve requirements, open market operations, Bank rate, Liquidity Adjustment Facility through repo and reverse repo rate) and Qualitative credit controls – how the instruments work to expand and contract money supply; brief mention of merits and limitations of each instrument; Analysis of RBI's most recent Monetary Policy statement

UNIT 3: Indian Fiscal System	20 hours
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Public Revenue: sources of govt. revenue (Centre and States – tax and non-tax); main sources of revenue and most important taxes (Centre and Goa); types of taxes – direct and indirect – meaning, relative merits and demerits; concepts of impact, incidence and shifting of a tax; features of the Indian tax system; recent trends in public revenue (Centre and Govt. of Goa)

Public Expenditure: Classification – developmental/non-developmental, plan/non-plan, functional classification; major heads of govt. expenditure (Centre and Govt. of Goa); recent trends in public expenditure (Centre and Govt. of Goa)

Public Debt: meaning; Classification – internal and external, short- medium- and long-term, productive and unproductive, redeemable and irredeemable; composition of debt (Centre and Govt. of Goa); trends in public debt (Centre and Govt. of Goa)

UNIT 4: Budgets and Fiscal Policy in India	10 hours
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Fiscal Policy: Meaning; objectives of fiscal policy in India; importance of fiscal policy in India Budget – meaning; types (balanced and unbalanced, surplus and deficit); Concepts of deficit (fiscal deficit, revenue deficit, primary deficit); impact of deficit budgets on the economy; Structure of Central and State budgets in India; most recent Central and State budgets to be discussed

Suggested readings:

1. Bhole L. M. and Mahakud J., Financial Institutions and Markets: Structure, Growth and Innovations, 5th ed. New Delhi, Tata-McGraw Hill
2. Bhatia H.L., Public Finance, 27th ed. New Delhi, Vikas
3. Burton M. and Lombra R, The Financial System and the Economy: Principles of Money and Banking, Australia, South-Western College
4. Chelliah R, Fiscal Policy in Underdeveloped Countries, London, Allen and Unwin
5. Datt R. and Sundharam K.P.M, Indian Economy, New Delhi, Sultan Chand and Co.
6. Eichberger J. and Harper I. R, Financial Economics, Oxford, OUP
7. Khan M. Y, Indian Financial System, 7th ed. New Delhi, Tata-McGraw Hill
8. Pathak B. V, Indian Financial System: Markets, Institutions and Services, 3rd ed., New Delhi, Pearson

9. RBI (various years): RBI Bulletin – issue on State Finances
10. Tyagi B.P, Public Finance, Meerut, Jai Prakash Nath.

Prerequisites for the course: Basic awareness of accounting concepts and financial statements of business organizations.

Need for the course:

Governments universally use income tax as a means for funding their expenditure and have made filing of tax returns mandatory. An understanding on the working of income tax is essential for an accountant to understand its implications on people and businesses. Therefore, there is a need to study the laws of income taxation and how it is computed as well as filed.

Description of the course:

The course introduces students to the basic concepts and scope of direct tax, the various types of incomes that are liable to fall under income tax purview, how income can be clubbed, transferred and aggregated, and how the total income is calculated as well as filing of income tax.

Learning objective:

The objective of the course is to develop an understanding of provisions of Income Tax Act and for dealing with practical aspects of computation and procedures of income tax.

Learning outcomes:

1. Compute income tax under various heads of income and also prepare tax returns.
2. Compute total income and determine tax liability of individuals
3. Demonstrate ability to prepare income tax returns for individuals.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Computer based exercises

Syllabus:

UNIT 1: Basic Concepts in Direct Tax	5 hours
Introduction to Income Tax law, Important definitions, Concepts of previous year and assessment year, Basis of charge Tax rates, Residential status, Scope of total income, Income not included in total income, Tax holidays for newly established units in SEZ.	
UNIT 2: Heads of Income	25 hours
Salaries, Income from house property, Profits and gains of business and profession, Capital gains, Income from other sources.	
UNIT 3: Clubbing of Income, Set-off and Carry Forward	15 hours
Clubbing of income, Transfer of income without transfer of assets, Income arising from revocable transfer of assets, Conversion of self-acquired property into property of HUF. Aggregation of income, Set-off, Carry forward, and set-off of losses.	
UNIT 4: Computation of Total Income and Filing of Returns	15 hours
Deduction from gross total income, Computation of total income and tax liability of individuals, Advance tax, TDS and TCS. Filing of returns – Return of income, Compulsory filing, Fee and interest for default, Belated and revised return, PAN, Self-assessment.	

Suggested readings:

1. Singhanian, V.K., Direct Taxes: Laws and Practices, Taxman Publications, New Delhi, 60th edition, (2018).
2. Singhanian, V. K., Students' Guide to Income Tax, Taxmann Publications, New Delhi, 48th edition, (2012).
3. Singhanian, et al, Direct Taxes: Planning and Management, Taxman Publication, New Delhi, 44th edition, (2011).
4. Bhagwati Prasad, Direct Taxes, New Age, New Delhi, (2015)
5. Vinod Singhanian, Students Guide to Income Tax Including GST, Taxmann, 59th edition, 2017.
6. Arpit Haldia, GST Made Easy, Taxmann, (2014)
7. V S Datey, GST Law and Practice With Customs and FTP, Taxmann, (2016)
8. Vandana Bangar and Yogendra Bangar, Comprehensive Guide to Indirect Taxes, Asdhya Prakashan, (2017)
9. Vinod Singhanian and Monica Singhanian, Students Guide to Indirect Tax Law, (2016).

Prerequisites for the course: Basic knowledge of computer systems and information technology

Need for the course:

Managers today must use data available from various sources to make accurate decisions relating to their firms. Thus, it becomes imperative for them to be able to understand accounting and financial information in order to assess their firm's position and accordingly devise strategies for successfully competing in the marketplace.

Description of the course:

In this course, students will learn concepts and techniques which will help them in making better organizational decisions. Thus, they will learn about the various accounting methods and associated terminologies, as well as the decisions to be made such as inventory, pricing and financial ones.

Learning objective:

To enable students to acquire knowledge and understanding of the concepts, techniques and practices of managerial accounting and to develop technical skills for decision making.

Learning outcomes:

1. Identify appropriate solution for conflicting choices.
2. Measure customer profitability.
3. Apply principles of lean accounting in inventory, costs and quality analysis.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Case studies

Syllabus:

UNIT 1: Introduction to Management Accounting	5 hours
Evolution of management accounting, Meaning, Objectives and Scope -Tools and Techniques of Management Accounting Relationship of Cost Accounting, Financial Accounting, Management Accounting and Financial Management -Conflicts in Profit versus Value Maximisation Principle- Role of Management Accountant in Decision Making Accounting – Meaning – Scope – Need – Branches of Accounting - Methods of Accounting – Concepts –Conventions– Limitations – Financial Accounting Vs Cost Accounting Vs Management Accounting –Significance – Nature –Scope – Functions – Tools and Techniques of Management Accounting.	
UNIT 2: Planning, Control and Performance Measurement	20 hours
Standard Costing- Definition, Significance and Applications, Various Types of Standards, Installation of Standard Costing System-for Material, Labour, and Overhead,	

Variance Analysis for Materials, Labour and Overheads and Accounting Treatment of Variances, Benchmarking for Setting of Standards, Variance Reporting to Management. Budgetary Control: Budget Concept, Manual, Fixed and Flexible Budgets, Preparation and Monitoring of Various Types of Budgets - Budgetary Control System: Advantages, Limitations and Installation - Zero Base Budgeting, Programme and Performance Budgeting.

UNIT 3: Relevant Information and Managerial Decision Making	20 hours
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Marginal Costing- Meaning, Advantages, Limitations and Applications- Breakeven Analysis, Cost-Volume Profit Analysis, P/V Ratio and its Significance, Margin of Safety, Absorption Costing: System of Profit Reporting and Stock Valuation

UNIT 4: Pricing Decisions	15 hours
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Differential Analysis Decisions – Pricing Decisions – Profit Planning and Maintaining Desired Level of Profit - Make or Buy Decisions – Problem of key or Limiting Factor - Export Decisions – Sales Mix Decisions –Shutdown or Continue Decisions. (*Including Practical Problems*)

Pricing Decisions and analyzing Customer Profitability: The profit-maximizing price – Pricing special orders – Cost-Plus pricing – Target costing – Analyzing customer profitability – Customer profitability and performance measures – Activity based pricing

Suggested readings:

1. I.M. Pandey: Management Accounting, Vikas Publishing House.
2. Khan and Jain, Management Accounting, Tata McGraw Hill, Delhi.
3. Sharma and Gupta, Management Accounting, Kalyani Publishers.
4. Ravi M. Kishore, Advanced Management Accounting, Taxmann Publication.
5. S. N. Maheshwari, Management Accounting and Financial Control, Sultan Chand and Sons.
6. Jain, Narang, Accounting Theory and Management Accounting, Kalyani Publisher.
7. Saxena and Vashisht, Cost and Management Accounting- Methods, Techniques, Applications, Sultan Chand and Sons.
8. Warren, Reeve and Duchac, Managerial Accounting, Cengage Learning.
9. J. James, Managerial Accounting, John Wiley and Sons.

Prerequisites for the course: Should have studied COI 206 (Accounting)**Need for the course:**

Knowledge of advanced accounting is necessary for understanding transactions conducted by BFSIs. Study of the concepts in this course will equip students in dealing with the issues encountered in accounting transactions related to these entities.

Description of the course:

The course first introduces the accounting standards for advanced transactions, subsequently focusing on special aspects of company accounts. Financial reporting of banks and BFSIs as well as corporate restructuring concepts will then be taught to the students.

Learning objective:

To enable students to acquire the ability to apply specific Accounting Standards, Guidance Notes and legislations to different transactions and events and apply financial reporting and regulatory requirements of Banking, Financial services and Insurance sector

Learning outcomes:

1. Perform accounting of special transactions using relevant accounting standards.
2. Record accounting entries for buy-back of shares, liquidation and underwriting transactions.
3. Understand financial reports of banking, NBFC, mutual funds and insurance companies.
4. Prepare consolidated financial statements.
5. Determine value of goodwill using various methods.

Course methodology:

1. Lectures
2. Assignments
3. Self-study

Syllabus:

UNIT 1: Accounting Standards for Special Transactions	20 hours
AS 7: Construction Contracts - AS 9: Revenue Recognition - AS 14: Accounting for Amalgamations - AS 18 : Related Party Disclosures - AS 19: Leases - AS 20 : Earnings Per Share - AS 24 : Discontinuing Operations - AS 26 : Intangible Assets - AS 29 : Provisions, Contingent Liabilities and Contingent Assets. - Application of Guidance Notes issued by the ICAI on specified accounting as Company Accounts.	
UNIT 2: Special Aspects of Company Accounts	15 hours
Accounting for employee stock option plan - Buy back of securities- Equity shares with differential rights- Underwriting of shares and debentures - Accounting involved in liquidation of companies.	
UNIT 3: Financial Reporting of Banking, Financial Services and Insurance (BFSI)	15 hours
Insurance companies - Banking companies and Non-Banking Financial Companies -Mutual funds and regulatory requirements thereof.	

UNIT 4: Corporate Restructuring and Valuation of Goodwill**10 hours**

Accounting for Amalgamation (excluding inter-company holding) and reconstruction - Consolidated Financial Statements - Concept of consolidation and simple problems on Consolidated Financial Statements with single subsidiary (excluding problems involving acquisition of Interest in Subsidiary at Different Dates; Different Reporting Dates; Disposal of a Subsidiary and Foreign Subsidiaries) - Valuation of goodwill.

Suggested readings:

1. Shukla and Grewal, Advance Accounts, S. Chand and Company (P) Ltd., New Delhi
2. Gupta and Radhaswamy, Advanced Accountancy, S. Chand and Company (P) Ltd., New Delhi
3. Lesile Chandwick, Financial Accounting, Pentice Hall of India Adin Bakley (P) Ltd., New Delhi
4. Harsalekar, Dinesh, Financial Accounting for Management, Multi -Tech. Publishing Co. Ltd., Mumbai
5. P.C. Tulsian, Financial Accounting, Pearson Publications, New Delhi
6. Monga, J.R. Ahuja, Girish Ahuja and Ashok Shehgal, Financial Accounting, Mayur Paper Back, Noida
7. Rajasekaran, V., Financial Accounting, Pearson Publications, New Delhi
8. M. Mukherjee and M. Hanif, Financial Accounting, Tata McGraw Hill Education Pvt. Ltd., New Delhi
9. Varadraj B. Bapat, Mehul Raithatha, Financial Accounting a Managerial Perspective, , Tata McGraw Hill Education Pvt. Ltd., New Delhi

Prerequisites for the course: The study of COI 206 (Accounting), COI 202 (Company law) are essential requirements for this paper.

Need for the course:

Auditing skills are essential for students in order to understand the complex transactions of firms. Concepts taught in this course will enable students to prepare auditing reports of various entities, thereby ensuring fair and rigorous financial reporting.

Description of the course:

The course will introduce students to various aspects of auditing, explain in detail the various procedures of auditing, and the preparation of audit reports.

Learning objective:

To develop an understanding of audit systems, process and standards and equip the students with techniques and skills required to undertake attestation engagements.

Learning outcomes:

1. Understand the foundations of auditing and assurance services with reference to standards and terms of engagement.
2. Identify audit risks and describe procedures undertaken at planning stage to meet audit objective.
3. Explain the procedure for audit of various items in financial statements.
4. Explain the requirements of an audit report.
5. Explain the special features of audit of different types of entities.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Auditing	15 hours
Nature, Objectives, Scope of Auditing, Advantages, Limitations, Auditing Standards – Process of setting standards, IAASB, AASB, Guidance notes by ICAI, Qualities of Auditor Engagement Standards – Quality control of firms providing audit and assurance services, Ethics in audit, auditors independence, Threats to audit independence, Preconditions for an audit, Audit engagement terms, Terms of engagement in recurring audit, Acceptance and continuance of client relationship and audit engagements, Leadership responsibilities for quality on audits, SQC 1, SA 200, SA 210, SA 220.	
UNIT 2: Audit Planning	25 hours
Audit strategy, Audit planning (SA 300) and its process, Audit programme, Quality control of audit work, Materiality and audit plan (SA 320), Audit documentation – Nature, form, content, extent of documentation, Ownership and custody, SA 230, Audit evidence – Sources, procedures, SA 520 (Analytical procedures), reliability and sufficiency, evaluation, SA 500 (Audit evidence), SA 580 (Written representations), SA 501 (specific considerations	

in audit evidence), SA 505 (External confirmations), SA 510 (Initial audit engagements), SA 550 (Related parties), SA 560 (Subsequent events), SA 570 (Going concern)- Evaluation of internal control – Audit risks and its documentation, Procedure for evaluation of internal control, Internal control and IT environment, Internal audit, SIAs by ICAI, Internal financial control requirements. Auditor’s responsibility towards frauds, SA 240 and Companies Act Provisions for fraud, requirements under CARO - Audit sampling – Meaning, design, types, SA 530 (Audit sampling)

UNIT 3: Audit Process	10 hours
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Audit of items in financial statements - Sales, Purchases, Employee benefit expenses, non-operating income, interest expense, other revenue expenses, share capital, reserves and surplus, long term borrowings, current liabilities, land and building, plant and machinery, equipment, furniture, vehicles, intangibles, current assets, contingent liabilities.
 Audit report – Elements, Types, SA 700 (Forming and opinion and reporting on financial statements), SA 705 (Modification to the opinion of auditors report), SA 706 (Emphasis of matter paragraphs and other matter paragraphs), SA 710 (Comparative information in financial statements).

UNIT 4: Audit of Different Types of Entities	10 hours
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Company audit – Qualifications and disqualifications, removal of auditor, powers and duties of auditor, auditor’s remuneration, Joint audit, branch audit, provisions of Companies Act 2013 on audit and auditor - Bank audit – Accounting system in banks, audit approach, audit of revenue items, audit of advances and NPAs - Audit of other entities – Government audit, audit of local bodies and non-profit organizations, partnerships, educational institutions, hotels, clubs, hospitals, LLPs and cooperative societies.

Suggested readings:

1. Aruna Jha, Students guide to auditing. Taxman publication New Delhi.
2. Gupta Kamal: Contemporary Auditing, Tata McGraw-Hill, New Delhi
3. Tandon B. N. Principles of Auditing: S. Chand and Co, New Delhi.
4. Pagare Dinkar: Principles and Practice of Auditing: Sultan Chand, New Delhi
5. Sharma T.R.: Auditing Principle and Problems: Sahitya Bhavan, Agra.
6. Sekhar and Sekhar: Auditing: Vikas Publishing House Ltd., New Delhi.
7. Saxena R. G. and Others: Practical Auditing: Himalaya Publishers, Mumbai.
8. S.D Sharma: Auditing Principles, Taxman publication New Delhi
9. Ravinder Kumar and Virender Sharma: Auditing Principles and Practice: Prentice Hall of India, New Delhi.
10. ICAI material, guidance notes on Auditing.

Prerequisites for the course: The study of COI 202 (Company law) is a prerequisite for this paper.

Need for the course:

With profit generation being considered as the supreme motive, firms have tended to obliterate the boundaries of ethical conduct. By learning corporate governance and ethical concepts, students will be able to gain a holistic understanding relating to a firm and its stakeholders, and also the various ethical theories that will assist in shaping their ability to take decisions that benefit all stakeholders connected to a firm.

Description of the course:

The course provides a detailed understanding on the various ethical theories as well as the concepts related to corporate governance and the practices adopted in various nations.

Learning objective:

To develop an understanding of business ethics and equip with necessary knowledge and skills for building systems of corporate governance of high standard.

Learning outcomes:

1. Explain theoretical framework of business ethics and corporate governance.
2. Understand the role of board of directors in corporate governance.
3. Apply regulatory requirements to develop appropriate board and committee functions and structures for good corporate governance.

Course methodology:

5. Lectures
6. Assignments
7. Self-study

Syllabus:

UNIT 1: Corporate Ethics and Theories	5 hours
Introduction, importance and need for Business ethics, Values and morals. Management and ethics, Normative Theories,– Gandhian Approach, Friedman’s Economic theory, Kant’s Deontological theory, Mill and Bentham’s Utilitarianism theory Ethics, Business Ethics, Corporate Governance- Failure of Governance and its Consequences Ethical Principles in Business- Role of Board of Directors – Organization Climate and Structure and Ethics- Addressing Ethical Dilemmas – Code of Ethics; Ethics Committee; Ethics Training;- The Indian Business scene, Ethical Concerns, LPG and Global trends in business ethics, Business ethics rating in India.	
UNIT 2: Conceptual Framework of Corporate Governance	20 hours
Conceptual Framework of Corporate Governance -Introduction, Need and Scope- Evolution of Corporate Governance –Models of Corporate Governance –Theories of Corporate Governance–Corporate Governance Developments in India– Global Perspective-Elements of Good Corporate Governance. Corporate Governance– An International Perspective-Australia-Singapore-SouthAfrica-UnitedKingdom- Contemporary Developments in the Global Arena - Corporate Governance Forums – Elements of Good Corporate Governance.	

UNIT 3: Corporate Governance and Board of Directors	15 hours
<p>Board of Directors– Corporate Business Ownership Structure, Fiduciary relationship → Role, Composition, Systems and Procedure –Types of Directors-Promoter/ Nominee/ Shareholder/ Independent→ Rights, Duties and Responsibilities of Directors; Role of Directors and Executives- Functional Committees of Board → Remuneration Relationship of Shareholders and Other Stakeholders –Board Committees – Audit Committee, Remuneration Committee, Shareholders’ Need, Functions and → Grievance Committee, other committees-Performance Appraisals → Independence of Members of Board Committees → meetings Disclosures in Annual Report; Integrity of Financial Reporting Role of → Systems Company Secretaries in compliance of Corporate Governance Issues and Challenges - Board Composition.</p> <p>Corporate Governance and Shareholders- Rights of Shareholders- Challenges in Exercising Shareholders Rights- Corporate Governance issues with regard to Related Party Transactions , Role of Investor Associations in Securing Shareholders Rights-Role of Institutional Investors in Corporate Governance–Corporate Governance and Other Stakeholders -Employees Customers-Lenders-Vendors-Government–Society.</p>	
UNIT 4: Corporate Governance Forums and Legal Framework	20 hours
<p>Need Legislative Provisions → for Legislation of Corporate Governance of Corporate Governance in Companies Act 1956, Securities (Contracts and Regulations) Act,1956 (SCRA) , Depositories Act 1996, Securities and Exchange Board of India Act 1992, Listing Agreement, Banking Legal Provisions →Regulation Act,1949 and Other Corporate Laws Legislative Framework relating to Investor Protection in Corporate Governance → Listing Requirements- Indian Management Information System (MIS) and Corporate Disclosure Requirements covering Accounting Standards and Secretarial Standards, Statutory standards and procedures- Corporate Governance Forums:The Institute of Company Secretaries of India –National Foundation for Corporate Governance – Organisation for Economic Co-operation and Development – Global Corporate Governance Forum – Institute of Directors – Commonwealth Association of Corporate Governance – International Corporate Governance Network – The European Corporate Governance Institute – Conference Board – The Asian Corporate Governance Association – Corporate Secretaries International Association.</p>	

Suggested readings:

1. B. H. Agalgattian and R. P. Banerjee, Business Ethics– Concept and Practice, Nirali Publication.
2. R. P. Banerjee, Ethics in Business and Management, Himalaya Publication
3. U. C. Mathur, Corporate Governance and Business Ethics – Text and Cases, Macmillan India Ltd.
4. C S V Murthy, Business Ethics, Himalaya Publishing House.
5. Blowfield, Michael and Alan Murray, Governance (Indian Edition), Oxford University Press, New Delhi.
6. Francesco Perrini, Stefano, and Antonio Tencati Corporate Responsibility, Oxford University Press.
7. Edward Elgar, Developing Corporate Social Responsibility - A European Perspective,
8. Department of Commerce, University of Delhi.
9. Sharma, J.P., Corporate Governance, Business Ethics and CSR, Ane Books Pvt Ltd, New Delhi.

10. Sharma, J.P., Corporate Governance and Social Responsibility of Business, Ane Books Pvt. Ltd, New Delhi.

Prerequisites for the course: A course work in accounting and managerial economics**Need for the course:**

The strategy of a firm determines the success it can derive in the marketplace. By learning the concepts in this course, students will be able to understand how external and internal conditions can be fully utilized to achieve above-average profits.

Description of the course:

The course explains in detail- through theoretical and practical aids- the steps in the strategic management process by which a firm can conceive and implement a sustainable value-creating strategy.

Learning objective:

To enable students understand the relationships of organizations to their environments, the hierarchy of organizational objectives, structured as well as informal approaches to strategic planning, the integration of business functions, organizational structure, and policy implementation and evaluation.

Learning outcomes:

1. Know, understand and apply strategic management process to analyze and improve organizational performance.
2. Perform SWOT analysis for an organization.
3. Formulate realistic strategies and develop implementation plans to execute those strategies.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Strategic Management	5 hours
Business Policy- Meaning and Nature of Strategic management - Business Strategy- Strategic Levels in Organizations - Strategic Management in Government and Not-for-profit organization	
UNIT 2: Dynamics of Competitive Strategy	10 hours
Competitive Landscape - Strategic Analysis - Industry and Competitive Analysis - Core Competence - Competitive Advantage - Internal and External Analysis - SWOT Analysis – Globalization	
UNIT 3: Strategic Management Process	20 hours
Strategic Planning - Strategic Intent – Vision, Mission and Objectives - Strategy Formulation Corporate Level Strategies -Concepts and Nature of Corporate Strategy - Strategic Alternatives at Corporate Level –Growth –Stability –Expansion - Business Combinations – Mergers and Acquisitions - Strategic Alliances- Turnaround -Retrenchment and Retreat .	

Business Level Strategies -Competitive Strategies at Business Level - Michael Porter's Generic Strategies - Best-Cost Provider Strategy. **Functional Level Strategies** - Marketing Strategy - Financial Strategy - Operations Strategy - Human Resource Strategy - Research and Development. **Organisation and Strategic Leadership** - Organisation Structure - Strategic Business Unit - Strategic Leadership - Strategy Supportive Culture - Entrepreneurship and Intrapreneurship

UNIT 4: Strategic Management Process

25 hours

Issues connected with strategy Formulation and Implementation (Success / Roulette /Trouble / Failure) - Analyse Strategic Change / Types of strategic Change / Approaches to Strategic Change – Analyse - Organisation Structure – Analyse Organisation Culture / Change and Organisational Culture / Effect of Culture and Culture Web – Implementation Approaches. Significance, Importance, and types of Information systems – Basics of Management Control System - Nature, Importance of Strategic Evaluation and Control and various Participants involved- Issues to be Assessed for Evaluation and control – Process of strategic Evaluation and Control (Fixing Benchmark of Performance / Measurement of Performance / Analysing Variance / Taking Corrective Actions)- Techniques of Strategic Evaluation (Gap Analysis – SWOT Analysis – PEST Analysis – Benchmarking) - Types of Strategic Control (Premise Control / Implementation Control / Strategic Surveillance / Special alert control) – Strategic Audit.

Suggested readings:

1. Aswathappa, K. Business Environment for Strategic Management, Text and Cases McGraw Hill Education,2003.
2. Azhar Kazmi, Strategic management and business policy,3rd Edition, 2008.
3. Samuel C. Certo and J Paul Peter, Strategic Management, Mc. Graw Hill USA,1991.
4. Peter F. Drucker, Management: Tasks, Responsibilities, Harper Collins Publishers 1st edition,1986.
5. Dinesh Madan, Strategic Management, Pooja Law Publishing.

Prerequisites for the course: Basic knowledge of computer systems and information technology.

Need for the course:

Information systems are being increasingly used in the business world for tasks ranging from resource planning to customer relationship management. Due to their ability to provide integrated, insightful, and scale-intensive benefits, understanding the concepts related to information systems is a necessity for students in to comprehend the modern business practices.

Description of the course:

Students will initially learn about business automation and the various associated terminologies of information systems. Then, they will be learn about the financial and information systems used by businesses. Finally emerging technological concepts such as e-commerce and m-commerce will be discussed.

Learning objective:

To develop in students an understanding of technology enabled Information Systems and their impact on enterprise wide processes, risks and controls.

Learning outcomes:

1. Critically evaluate the technology support system for business processes.
2. Identify specific risks and control measures for various business processes

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Industry visits

Syllabus:

UNIT 1: Automated Business	10 Hours
Introduction to Enterprise Business Processes, Benefits, Risks and Controls; - Diagrammatic representation of business processes using Flowcharts; - Risks and controls for specific business processes: Procure to pay (P2P), Order to cash, Inventory Cycle, Hire to Retire, Supply Chain Management, Fixed Assets etc. - Applicable regulatory and compliance requirements including computer related offences, privacy, cyber crime, Sensitive Personal Data Information of Information Technology Act, 2000.	
UNIT 2: Financial And Accounting Systems	15 hours
Integrated (ERP) and non-integrated systems with related risks and controls; - Business process modules and their integration with Financial and Accounting systems. - Reporting Systems and MIS, Data Analytics and Business Intelligence - Business Reporting and fundamentals of XBRL (extensible Business Reporting Language). - Applicable regulatory and compliance requirements	
UNIT 3: Information Systems And Its Components	15 hours

Components of Automated Information Systems: Application Systems, Database, Network and Operating System with related risks and controls.- Mapping of Organisation structure with segregation of duties in Information Systems.

UNIT 4: E-Commerce, M-Commerce And Emerging Technologies

20 Hours

E-Commerce and M-Commerce: Components and Architecture of E-Commerce and M-Commerce with related risks and controls - Business process flow with its related risks and controls - Applicable regulatory and compliance requirements - Emerging technologies with its related risks and controls

Core Banking Solutions: Components and Architecture of CBS and related risks and controls - Core modules of banking and Business process flow and its related risks and controls - Reporting Systems and MIS, Data Analytics and Business Intelligence - Applicable regulatory and compliance requirements

Suggested readings:

1. Jack J. Champlain, Auditing Information Systems, 2nd Edition.
2. Ron Weber, Information Systems Control and Audit. Pearson.
3. Nirupama Sekar, G Sekar, B.Saravana Prasath, Handbook on Information Technology and Strategic Management for CA IPCC, Padhuka Publications, Chennai.
4. Dinesh Madan, Information Systems Control and Audit (ISCA), Pooja Law House.

COI 401

Advanced Auditing [4 Credits]

Prerequisites for the course: Coursework in COI 302 (Auditing and Assurance)

Need for the course:

Auditing of the transactions of modern organizations requires skill and competence. Through this course, students will learn the steps necessary to undertake systematic and comprehensive audits of different types of modern firms.

Description of the course:

The course will cover the steps involved in audit execution, details on preparation of audit statements, reporting and certification guidelines, and the auditing of various types of firms.

Learning objective:

To equip the students with expert knowledge on conduct of financial audit of various organizations with emphasis on professionalism in approach to service of audit.

Learning outcomes:

1. Evaluate financial statements and control processes to establish true and fair view of business transactions.
2. Explain the difference between audit report and certificate.
3. Exhibit sense of professional ethics.
4. Understand and be prepared for process of peer review.
5. Describe the legal liabilities of related to audit service.

Course methodology:

5. Lectures
6. Assignments
7. Self-study

Syllabus:

UNIT 1: Special Topics in Audit Execution	15 hours
Auditing standards, statements and guidance notes, System of quality control in audit firm, Analytical procedures prior to audit and towards finalization, Principal auditor and other auditor, SA 600 (Using the work of other auditor), Evaluation of internal audit function, SA 610 (Using the work of internal auditors), Auditor's Expert – Meaning, Need, Agreement with Auditor's Expert, Adequacy of expert's work, SA 620 (Using the work of an Auditor's Expert), Audit risk analysis, Framework for reporting of internal controls, SA 265 (Communicating deficiencies in internal control), Audit in automated environment and relevant guidelines and procedures, considerations in phases of audit cycle, Key concepts of auditing in real-time automated environment.	
UNIT 2: Audit Report and Certification	15 hours
Types of audit report and drafting, notes on accounts, distinction between notes and qualifications, reports and certificates, self-review threats, Special purpose reports, SA 800 (Special purpose framework), SA 805 (Audit of single purpose financial statement, SA 810	

(Engagements to report on summary financial statements), Guidance note on audit report, reports and certificates on specific items, Communication of report and certificate.

UNIT 3: Audit of Limited Companies and Other Entities	25 hours
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Audit Committee and its role, SA 250 (Considerations of Laws and Regulations in audit of financial statements), Compliance of corporate governance, Disclosure requirements including under SEBI, Regulatory requirements of corporate governance, Report on corporate governance, Internal audit and Companies Act provisions, Drafting of internal audit report, Divisible profits, Depreciation, CARO - Audit of consolidated financial statements – Provisions under Companies Act 2013 and relevant Rules, Responsibility of parent company, audit considerations – permanent consolidation, current period consolidation, reporting - Audit of banks, NBFCs and Insurance companies, Audit of PSUs with focus on propriety and performance audits, audit of mutual funds, depositories, environment audit, energy audit, audit of stock and debtors (Unit inspections), Audit under direct and indirect tax laws, due diligence, forensic audit, Audit of LLPs, Auditing and investigation, types of fraud and follow-up.

UNIT 4: Liabilities of Auditor, Peer Review and Professional Ethics	5 hours
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Liabilities of auditor – Professional, Civil and criminal liabilities under different statutes. Peer review and quality review, Professional ethics with reference to Chartered Accountants Act, 1949 and regulations thereunder

Suggested readings:

1. Aruna Jha, Students guide to auditing. Taxman publication New Delhi.
2. Gupta Kamal: Contemporary Auditing, Tata McGraw-Hill, New Delhi
3. Tandon B. N. Principles of Auditing: S. Chand and Co, New Delhi.
4. Pagare Dinkar: Principles and Practice of Auditing: Sultan Chand, New Delhi
5. Sharma T.R.: Auditing Principle and Problems: Sahitya Bhavan, Agra.
6. Sekhar and Sekhar: Auditing: Vikas Publishing House Ltd., New Delhi.
7. Saxena R. G. and Others: Practical Auditing: Himalaya Publishers, Mumbai.
8. S.D Sharma: Auditing Principles, Taxman publication New Delhi
9. Ravinder Kumar and Virender Sharma: Auditing Principles and Practice: Prentice Hall of India, New Delhi.
10. ICAI material, guidance notes on Auditing.

COI 402 Business Communication and Legal Procedures [4 Credits]

Prerequisites for the course: Coursework in COI 302 (Auditing and Assurance)

Need for the course:

Understanding and preparation of legal documents is essential in today's commercial world owing to the need for safeguarding the interests of the parties involved. Through this course, students will be able to gain an understanding on legal procedures and the drafting of various legal documents.

Description of the course:

In this course, students will learn about writing formal business letters and drafting the various legal documents. Pleadings and advocacy techniques, the advanced legal concepts essential for handling corporate matters, will also be taught to the students.

Learning objective:

To enable students acquire expert knowledge in business correspondence and equip them with skills of drafting, pleadings and advocacy techniques.

Learning outcomes:

1. Draft various business correspondences including agreements, deeds, guarantees, and other legal documents.
2. Demonstrate comprehensive knowledge of legal procedures in handling regulatory procedures.

Course methodology:

1. Lectures
2. Assignment
3. Case laws
4. Drafting exercises
5. Role-plays
6. Self-study

Syllabus:

UNIT 1: Business Letters and Drafting	15 hours
Purchase letters, Quotations, Inquiry, Orders, Tenders, Complaints, Sales letters, Representations, Press releases. Articles for press. Drafting: Concept, General Principles and relevant substantive rules thereof Basic Components of Deeds, Endorsements and Supplemental Deeds, Aids to Clarity and Accuracy, Legal Requirements and Implications.	
UNIT 2: Drafting and Conveyancing relating to Various Deeds and Agreements	20 hours
Conveyancing in General, Object of Conveyancing, Drafting of various Agreements including Sale Agreements, Joint Venture and Foreign Collaboration Agreements, Arbitration; Guarantees, Counter Guarantees; Bank Guarantee, Hypothecation Agreement, Outsourcing Agreements, Service Agreements, E-Contracts, Leave and License, IPR	

Agreements, Promissory Note, Power of Attorney- General and Special, Will, Relinquishment Deed, Deed of Dissolution of Partnership, Hire-Purchase Agreement, Deed of Family Settlement and Other Deeds, Deed of Sale of Land, Building, Mortgage, License, Lease, Assignment, Trust, Gift, Partnership, Drafting of Writs, Partnership Deed, Sale Agreements, Collaboration Agreements, Hypothecation Agreements, E-Contracts, l Drafting of Legal Opinion, Shareholder's Agreement.

Pre incorporation Contracts; Memorandum and Articles of Association and other Agreements.

UNIT 3: Pleadings	15 hours
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Pleadings in General; Object of Pleadings; Fundamental Rules of Pleadings l Civil: (i) Plaint Structure; Description of Parties (ii) Written Statement (iii) Interlocutory Application (iv) Original Petition (v) Affidavit (vi) Execution Petition and (vii) Memorandum of Appeal and Revision (viii) Petition under Article 226 and 32 of the Constitution of India (ix) Special Leave Petition, Criminal: (i) Complaints (ii) Criminal Miscellaneous Petition (iii) Bail Application and (iv) Memorandum of Appeal and Revision, Application for Setting Aside Ex-Parte Decree; Ordinary Suit of Recovery; Suit under Order XXXVII of Code of Civil Procedure, 1908, Suit for Permanent Injunction; Application for Temporary Injunction; Suit for Specific Performance; General Principles of Criminal Proceedings; Application under Section 125 of Code of Criminal Procedure, 1973; F.I.R under Section 154 of Code of Criminal Procedure, 1973.

UNIT 4: Appearances	10 hours
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Appearance before Tribunals/Quasi Judicial Bodies such as CLB, SAT, NCLT, CCI, TRAI, Tax Authorities and Appellate Tribunals, Drafting of Affidavit in Evidence; Arguments on Preliminary Submissions, Arguments on Merits; Legal Pleadings and Written Submissions.

Suggested readings:

1. G M Kothari and A G Kothari, Drafting, Conveyancing and Pleadings, N M Tripathi Pvt Ltd, Mumbai.
2. P C Mogha, The Indian Conveyancer, Eastern Law House, Calcutta.
3. N S Bindra, Conveyancing Drafting and Interpretation of Deeds, Law Publishers, Allahbad.
4. J C Verma, Commercial Drafting and Conveyancing, Bharat Law House, New Delhi.
5. Rodney Ryder, Drafting Corporate and Commercial Agreements, Universal Law Publishing Co., Delhi.
6. M G Gurha, A Guide to Deeds, Modern law House, Allahbad.
7. Hargopal, The Indian Draftsman: Guide to Legal Drafting, University Book Agency, Allahbad.

Prerequisites for the course: Basic knowledge of computer applications**Need for the course:**

Understanding the steps involved in conducting research is extremely necessary for students to gain scientific and accurate understanding of the various business needs. Through this course, students will learn about the steps involved in conducting business research.

Description of the course:

The course first focuses on the steps involved in conducting business research. Thus, students will learn about developing a research approach and design, conducting literature review and framing hypotheses, data collection and analysis techniques, as well as report preparation.

Learning objective:

To develop analytical skills in students to undertake research in various domains of commerce and business.

Learning outcomes:

1. Understand the principles and conduct of literature review.
2. Design sample for a study and instruments for data collection.
3. Perform data analysis using parametric and non-parametric tests.
4. Will know how to prepare a research report.

Course methodology:

1. Lectures
2. Assignments
3. Lab-based exercises
4. Self-study

Syllabus:

UNIT 1: Introduction to Research Methods in Business	6 hours
Meaning, Significance, Types of research, Scope of Business research, Role of research in Different areas, Research approaches, Business research process, Organisation of business research: Outsourcing and in-house research, Ethics in business research, Features of good research , Fallacy in research.	
UNIT 2: Literature Review, Research Problem and Research Design	16 hours
a) Literature Review - Introduction , Importance of literature review ,Steps involved in conducting literature review- literature search procedure , Identification of source of information , online/offline sources ,Writing about the literature reviewed b) Formulating Research Problem - Defining research problem , Importance of formulating research problem , steps /techniques involved in defining a problem c) Research Design Meaning-Need-Features of Good research design- Functions of research design - important concepts relating to research design - Classification of Research Design: Quantitative and Qualitative Research; Experimental Design;	

Exploratory Studies; Descriptive Studies; Analytical Studies; Cause-Effect; Survey Designs.	
UNIT 3: Sampling, Data Collection Methods and Coding of Data	16 hours
<p>a) Introduction to Sampling - Concept of Sampling, Sampling terminology, Principles of Sampling, Sampling and non-sampling error, steps in Sampling process (including sampling methods)</p> <p>b) Data collection Methods - Meaning and importance of data, Types and source of data, Primary and Secondary data, Methods of collecting primary data, tools for data collection, Questionnaire Designing, Conducting Pilot survey, Secondary Data collection, Measurement scales, Characteristics of Good Measurement, Rating Scales, Types of Rating Scale, Reliability and validity</p> <p>c) Coding of Data -Data entry operation using appropriate software's – Importing and Exporting data files between different software's – Data editing and formatting – coding, classification, tabulation- data mining.</p>	
UNIT 4: Data Analysis and Research Reports	20 hours
<p>(a) Data Analysis - Tabulation and graphs, Descriptive statistics – Measures of central tendency, Measures of dispersion, Skewness and Kurtosis, Correlation, Regression, Parametric tests - ANOVA, t-tests (Independent sample t-test, Paired samples t-test), Non-parametric tests – Chi-Square test, Mann-Whitney U Test, Wilcoxon test, Analysis of scale data. (Relevant softwares may be used)</p> <p>(b) Research Reports- Types of research report, Essentials of research report, Principles of writing, Writing of findings, conclusion, suggestions/recommendations, Bibliography and Reference styles, Document formatting, Plagiarism.</p>	

Suggested readings:

1. Chawla, D., and Sondhi, N. Research Methodology: Concepts and Cases. New Delhi: Vikas Publishing House.
2. Cooper, D., and Schindler, P. Business Research Methods. New Delhi: Tata McGraw Hill.
3. Gupta, S. C. Fundamentals of Statistics. New Delhi: Himalaya Pubishign House.
4. Krishnaswami, O., and Ranganathan, M. Methodology of Research in Social Sciences. New Delhi: Himalaya Publish House.
5. Levin, and Rubin. Statistics for Management. New Delhi: Prentice Hall.
6. Malhotra, N., and Dash, S. Marketing Research: An Applied Orientation (Sixth ed.). New Delhi: Pearson Education.
7. Sachdeva, P. K. (2010). Business Research Methodology. New Delhi: Prentice Hall.
8. Kumar, R, Research Methodology: a step-by-step guide for beginners(3rd ed.): Sage Publication

COI 405

Corporate Restructuring and Valuation [4 Credits]

Prerequisites for the course: Coursework in COI 206 (Accounting), COI 202 (Company Law), and COI 301 (Advance Accounting)

Need for the course:

As companies carry out myriad types of strategic moves, there exists a need for sound understanding of corporate restructuring, such that these risky and high-payoff maneuvers are carried out efficiently and smoothly.

Description of the course:

The course first introduces students to the concept of corporate restructuring and how it is undertaken, then expounding on the aspects needed for undertaking corporate restructuring- such as valuations, regulatory framework, and taxation.

Learning objective:

To acquire knowledge of the legal, procedural and practical aspects of Corporate Restructuring, Valuation and Insolvency.

Learning outcomes:

1. Understand the need for corporate restructuring.
2. Develop comprehensive knowledge of regulatory provisions with respect to different types of corporate restructuring.
3. Perform business valuation using appropriate method.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Corporate Restructuring	10 hours
Meaning of Corporate Restructuring - Need, Scope and Modes of Restructuring- Historical Background - Emerging Trends - Planning, Formulation and Execution of Various Corporate Restructuring Strategies - Mergers, Acquisitions, Takeovers, Disinvestments and Strategic Alliances - Demerger and Hiving off - Expanding Role of Professionals - Salient feature of Companies Act, 2013 relating to corporate restructuring	
UNIT 2: Modes of Restructuring and Legal Procedures	20 hours
a) Merger and Amalgamation : Introduction - Legal, Procedural, Economic, Accounting, Taxation and Financial Aspects of Mergers and Amalgamations including Stamp Duty and Allied Matters - Interest of Small Investors - Merger Aspects under Competition Law Jurisdiction of Courts - Filing of Various Forms - Amalgamation of Banking Companies and Government Companies - Cross Border Acquisition and Merger	
b) Corporate Demerger and Reverse Merger : Concept of Demerger - Modes of Demerger - by Agreement, under Scheme of Arrangement - Demerger and Voluntary	

Winding Up - Legal and Procedural Aspects; Tax Aspects and Reliefs - Reverse Mergers - Procedural Aspects and Tax Implications	
c) Takeover : Meaning and Concept - Types of Takeovers - Legal Aspects - SEBI Takeover Regulations- Disclosure and Open Offer Requirements - Bail Out Takeovers and Takeover of Sick Units -Takeover Defences - Cross Border Takeovers.	
UNIT 3: Funding, Financial Restructuring and Post-Merger Reorganization	15 hours
a) Funding of Merger and Takeover : Financial Alternatives; Merits and Demerits - Funding through various Types of Financial Instruments including Equity and Preference Shares, Debentures, Securities with Differential Rights, Swaps, Stock Options; ECBs, Funding through Financial Institutions and Banks - Rehabilitation Finance - Management Buyouts/Leveraged Buyouts	
b) Financial Restructuring : Reduction of Capital - Reorganization of Share Capital - Buy-Back of Shares - Concept and Necessity - Procedure for Buy-Back of Shares by Listed and Unlisted Companies	
c) Post-Merger Reorganization : Factors involved in Post-Merger Reorganization - Integration of Businesses and Operations -Assessing Accomplishment of Post-Merger Objectives - Measuring Post Merger Efficiency.	
UNIT 4: Valuation, Regulatory and Taxation Aspects	15 hours
Meaning, Objective and Scope of Valuation - Principles of Valuation - Preliminary Work relating to Valuation - Valuation Standards and Valuation Analysis – Techniques of Valuation- Historical Earnings Valuation, Asset Based Valuation, Market Based Valuation - Legal and Regulatory aspects related to Valuation such as SEBI Regulations/ RBI Regulations - Income Tax Implications.	

Suggested readings:

1. A. Ramaiya : Guide to Companies Act, LexisNexis Butterworths, Wadhwa, Nagpur
2. M.C. Bhandari : Guide to Company Law Procedures, LexisNexis Butterworths Wadhwa Nagpur
3. ICSI : Handbook on Mergers Amalgamations and takeovers.
4. K. R. Sampath : Mergers/Amalgamations, Takeovers, Joint Ventures, LLPs and Corporate Restructure, Snow White Publications
5. S. Ramanujam : Mergers et al, LexisNexis Butterworths Wadhwa Nagpur
6. Ray : Mergers and Acquisitions Strategy, Valuation and Integration, PHI
7. Mergers et.al; by S. Ramanujam, Tata McGraw Hill Publishing Company Ltd, New Delhi
8. Takeover of Companies by J.M Thakur, Snow White Publications Pvt, Ltd;
9. Corporate Takeovers in India by V.K Kaushal, Sarup and Sons, New Delhi
10. Corporate Merger and Takeovers by Dr. J.C. Varma, Bharat Publishing House.

Prerequisites for the course: Basic awareness of accounting concepts**Need for the course:**

The financial statements of a firm provide the necessary information on the state in which it is operating- whether it is incurring losses or making profits. Thus, based on this vital information, the company can take better strategic decisions while investors can gauge the risk profile for making sound investment decisions. The ability to analyze financial statements equips a student with the skills necessary for accurately reporting the state of a company- to the firm itself or investors.

Description of the course:

The course first explains the basics related to financial statements such as the differences between an income statement and balance sheet. Subsequently, the various approaches toward financial statement analysis are covered. Concepts such as ratio analysis, economic value added and cash flow analysis, which provide a detailed insight on the financial status of a company and help in making accurate decisions, are then discussed.

Learning objective:

To develop skills in students to analyze and interpret financial statements from viewpoint of liquidity, solvency, profitability and cash flow of entities and apply the same for decision making.

Learning outcomes:

1. Prepare common size statement, comparative income statements from set of financial statements of given firm.
2. Perform trend analysis on historical accounting data of a firm.
3. Compute various ratios and interpret them for decision making purpose.
4. Compute EVA with a given firm data.
5. Prepare cash flow statement by applying relevant accounting standard of ICAI.

Course methodology:

1. Lectures
2. Assignments
3. Self-study
4. Case studies

Syllabus:

UNIT 1: Understanding Financial Statements	12 hours
Meaning of Financial Statement – Types/Components of Financial Statements – Significance –Limitations- Relationship between Income Statement and Balance Sheet, Financial Statement variation by type of Industry - Preparation of “Statement of Profit and Loss account” and “Balance sheet” as per Schedule III of the Companies Act 2013 including calculation of managerial remuneration, disposal of company profits (Practical Problems Advance Level).	
UNIT 2: Nature and Techniques of Financial statement analysis	12 hours

Meaning and Need for Financial Statement Analysis, Traditional and Modern approaches to Financial Statement Analysis, Types of Financial Statement Analysis, Parties interested in Financial Statement Analysis, Techniques of Financial Statement Analysis: Common-size statement analysis (Practical Problems)- Meaning, preparation, interpretation, uses, merits and demerits; Comparative statement analysis (restricted to 2 years for intra-company and 2 companies for inter-company problems)- Meaning, preparation, interpretation, uses, merits and demerits; Trend analysis (Practical Problems)- Meaning, determination, interpretation uses, merits and demerits.

UNIT 3: Ratio Analysis and Economic Value Added Analysis	20 hours
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(a) Ratio analysis

Meaning, Objectives, Nature of Ratio analysis, Importance and Limitations of ratio analysis, Classification of Ratios - Balance Sheet ratios, Income statement ratios, and Combined ratios, Computation, Analysis and Interpretation of important ratios for measuring – Liquidity, Solvency, Capital Structure, Profitability and Managerial Effectiveness. Multivariate Ratio Analysis – concept, objectives, uses and limitations – univariate analysis v/s Multivariate Ratio Analysis, Application of Statistical tools in Financial statement analysis, Overview of ratio analysis in service organization.

(b) Economic Value added (EVA)

Evolution of EVA concept, EVA concept, Market value added, Calculating EVA: The conceptual issues, calculating Net operating profit after tax (NOPAT), Capital employed (CE), weighted average cost of capital (WAC), Importance of EVA, Advantages of EVA, Limitations of EVA.

UNIT 4: Cash Flow Statement	16 hours
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Meaning, Objectives of Cash Flow Statement, Non-cash transactions, Activity classification, Cash and cash equivalents, Direct and indirect method, Preparation and presentation of Cash Flow Statement as per indirect method and IND AS 7 (Practical Problems). Fund flow statement: Meaning, Objectives of fund flow statement, Preparation of statement of changes in working capital, preparation of fund flow statement.

Suggested readings:

1. Bhirud, S., and Naphade, B. Management Accounting. Pune: Diamond Publications.
2. Gupta, S., and Sharma, R. Financial Management. New Delhi: Kalyani Publishers.
3. Jain, and Narang. Advanced Accountancy. New Delhi: Kalyani Publishers.
4. Madegowda, J. Management Accounting. New Delhi: Himalaya Publishing House.
5. Mukherjee, A., and Hanif, M. (2002). Modern Accountancy (Vol. II). New Delhi: Tata McGraw Hill.
6. Raman, A. Advanced Accountancy. New Delhi: Himalaya Publishing House.
7. Shukla, M. C., and Grewal, T. S. Advanced Accounts. New Delhi: S. Chand and Co .
8. Shukla, M., Grewal, T., and Gupta, S. Advanced Accounts. New Delhi: S. Chand and Co.
9. Tulsian, P. C. Accountancy. New Delhi: S. Chand and Co.

10. Foster, G.: Financial Statement Analysis, Englewood Cliffs, NJ, Prentice Hall.
11. Sahaf M.A – Management Accounting – Principles and Practice – Vikash Publication
12. Foulke, R.A.: Practical Financial Statement Analysis, New York, McGraw-Hill.
13. Hendriksen, E.S.: Accounting Theory, New Delhi, Khosla Publishing House.
14. Kaveri, V.S.: Financial Ratios as Predictors of Borrowers' Health, New Delhi, Sultan Chand.
15. Lev, B.: Financial Statement Analysis – A New Approach, Englewood Cliffs, NJ, Prentice Hall.
16. Maheswari, S.N.: Management Accounting and Financial Control, New Delhi, Sultan Chand.
17. Myer, J.N.: Financial Statement Analysis, NJ, Prentice Hall. 8. Porwal, L.S.: Accounting Theory –An Introduction, New Delhi, Tata-McGraw-Hill

Prerequisites for the course: Coursework in COI 208 (Income Tax)**Need for the course:**

As markets have become increasingly liberalized and firms have sought internationalization as a key source of competitive advantage, taxation implications have also evolved. Advanced tax law concepts such as transfer pricing are steadily evolving to be essential to a firm's ability to operate seamlessly across the various markets.

Description of the course:

Students will learn about advanced tax laws, such as the various provisions that exist for each type of firm under the Income Tax act; while also gaining an understanding on concepts such as international taxation and transfer pricing.

Learning objective:

To develop among students an ability to analyze and interpret the provisions of direct tax laws and enable to recommend solutions to practical problems and also acquaint them with the relevant principles and laws of international taxation for application-oriented issues.

Learning outcomes:

1. Understand the special provisions under Income Tax Act for companies and other entities including LLPs, firms, Trusts, BOIs.
2. Identify provisions under income tax laws that would be beneficial for tax planning by corporate firms under different circumstances.
3. Show knowledge of principles of international taxation and transfer pricing.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Law and Procedures under the Income-tax Act, 1961	15 hours
(a) Basis of charge, residential status, income which do not form part of total income, heads of income, income of other persons included in assessee's total income, aggregation of income, set-off and carry forward of losses, deductions from gross total income, rebates and reliefs.	
(b) Collection and Recovery of Tax, Refunds, Income-tax Authorities, Procedure for assessment, Appeals and Revision, Settlement of Tax Cases, Penalties, Offences and Prosecution, Liability in Special Cases, Representative assesses, Executors etc., Miscellaneous Provisions and Other Provisions.	
UNIT 2: Special Provisions for Companies and Other Entities	15 hours
Special provisions relating to companies, Special provisions relating to other entities Including firms, LLPs, Trusts, AOPs, BOIs, Securitisation Trusts, Business Trusts,	

Investment Fund etc. Provisions relating to charitable and religious trust and institutions, political parties and electoral trusts.

UNIT 3: Corporate Tax Planning

20 hours

Tax Planning, Tax Avoidance and Tax Evasion, Corporate tax planning – Scope, Areas of corporate tax planning, Tax planning for setting up of new business, Tax planning for industrial units in free trade zones, 100% EOU and entities engaged in infrastructure development, Tax planning vis-a-vis capital structure, Tax planning with reference to managerial decisions – own funds vs Borrowed funds, Make or Buy, Shutdown or continue, Instalment or hire, Use of scientific research work.

UNIT 4: International Taxation

10 hours

Taxation of international transactions and Non-resident taxation - (i) The provisions under the Income-tax Act, 1961, including a) Specific provisions relating to Non-residents b) Double Taxation Relief c) Transfer Pricing & Other Anti-Avoidance Measures d) Advance Rulings (ii) Equalisation levy - Overview of Model Tax Conventions – OECD & UN, Application and interpretation of Tax Treaties, Fundamentals of Base Erosion and Profit Shifting.

Suggested readings:

1. Singhania, V.K., Direct Taxes: Laws and Practices, Taxman Publications, New Delhi.
2. Singhania, V. K., Students' Guide to Income Tax, Taxmann Publications, New Delhi
3. Singhania , et al, Direct Taxes: Planning and Management, Taxman Publication, New Delhi.
4. Bhagwati Prasad, Direct Taxes, New Age, New Delhi.
5. Mehrotra and Goyal, Direct Taxes – Tax Planning and Management, Sahitya Bhaavan, Agra.
6. Srinivas, Corporate Tax Planning, TMH, New Delhi.
7. Lakhota, Corporate Tax Planning, Lakhota, New Delhi
8. Radhika Suri and D K Jain, Fundamentals of Indian Transfer Pricing With Reference to US and OECD Guidelines, Taxmann.
9. Rohit Gupta, Principles of International Tax Planning, Taxmann.
10. Roy Rohatgi, Basic International Taxation, Taxmann.

Prerequisites for the course: Coursework in COI 202 (Company Law)**Need for the course:**

Steps involved in incorporation, operations, and closing of a firm must be well understood by the student in order to have a thorough grasp of firm's dynamics.

Description of the course:

The course first introduces the various company law concepts. Subsequently, students will learn about provisions and filings in accordance with the legal framework.

Learning objective:

To acquaint students with company law provisions and to demonstrate the company creation procedures.

Learning outcomes:

1. Show understanding of company law provisions with reference to managerial personnel.
2. Exhibit knowledge of company law provisions for winding up, amalgamations, producer companies, LLPs, banking and insurance companies.
3. Complete the filings of annual returns using XBRL.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Group discussions

Syllabus:

UNIT 1: Company Formation and Conversion	15 hours
Choice of Form of Business Entity; Conversion/ Re-conversion of one form of Business Entity into Another, Incorporation of Private Companies, Public Companies, Companies Limited by Guarantee and Unlimited Companies and their Conversions/ Re-conversion/ Re-registration, Formation of Nidhi Companies, Producer Companies, and Mutual Benefit Funds, Commencement of Business and New Business; Pre-Incorporation Agreements and Contracts, Formation of Non Profit Companies, Procedure Relating to Foreign Companies Carrying on Business in India	
UNIT 2: Directors and Managerial Personnel	15 hours
Obtaining DIN, Directors and Managerial Personnel- Appointment, Reappointment, Resignation, Removal and Varying Terms of Appointment/Re-appointment, Payment of Remuneration to Directors and Managerial Personnel and Disclosures thereof; Compensation for Loss of Office Waiver of Recovery of Remuneration, Making Loans to Directors, Disclosure of Interest by a Director, Holding of Office or Place of Profit by a Director/Relative, Company Secretary - Appointment, Resignation and Removal Company Secretary in Practice - Appointment, Resignation and Removal.	

UNIT 3: Company Law Provisions Under Special Circumstances	15 hours
Compromises, Arrangements, Amalgamations, De-merger, Winding Up, Producer Companies – Concept, Formation, Functioning, Dissolution. LLPs, Application of Company law to Banking, Insurance and others, Prevention of Oppression and Mismanagement, Companies incorporated outside India, Miscellaneous provisions, Compounding of offences, Adjudication, Special courts, National Company Law Tribunal, Appellate Tribunal.	
UNIT 4: Reports, Filings and Compliance with Allied Acts	15 hours
Preparation & Presentation of Reports, Preparation of Financial Statements, Auditors' Report, Directors' Report and Report on Corporate Governance, E- Filing, Filing and Filing of Returns and Documents, (a) Annual Filing, i.e., Annual Accounts; XBRL Filing, Compliance Certificate, Annual Return (b) Event Based Filing, Striking off Names of Companies - Law and Procedure. SEBI Disclosure norms, Securities Contract Act.	

Suggested readings:

1. Tejpal Sheth, Corporate and Other Laws, Taxmann.
2. Gogna P P S, Corporate and Allied Laws, S. Chand, New Delhi.
3. Munish Bhandari, Corporate and Allied Laws, Bestword Publications, New Delhi.
4. Munish Bhandari, A Handbook on Corporate and Allied Laws, Bestword Publications, New Delhi.
5. Kamal Garg, A Handbook on Corporate and Allied Laws, Bharat Publications, New Delhi.
6. D K Jain, Company Law Ready Recknor, Bharat Publications, New Delhi.
7. Companies Act, 2013, Bharat Publications, New Delhi.
8. Companies Act, 2013 with Rules, Bharat Publications, New Delhi.

Prerequisites for the course: Coursework in COI 108 (Financial Management)**Need for the course:**

Financial requirement is faced by a firm for fulfilling its working capital needs as well as for its growth and expansion plans. Thus, there remains a need to understand how firms can make efficient financial decisions, especially in an international environment where failure risks and cost overruns pose a threat to a firm's activities.

Description of the course:

The course first introduces the theoretical underpinnings of financial policy and corporate strategy. Subsequently, concepts such as capital budgeting and international finance will be covered, followed by avenues available for SMEs and startups to avail finance.

Learning objective:

To help students understand the process of financial decision making to enhance shareholders wealth.

Learning outcomes:

1. Understand the theoretical framework of financial policy and corporate strategy.
2. Perform computations for evaluation of international capital budgeting decisions.
3. Show knowledge of international financial markets.
4. Prepare proposals for availing finance by SMEs and start-up firms.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Financial Policy, Corporate Strategy and Risk Management	10 hours
Strategic decision making framework, Interface of financial management and strategic management, Balancing financial goals vis-a-vis sustainable growth, Identification of different types of risks faced by an organization, Evaluation of financial risks, Value at Risk (VaR), Evaluation of appropriate method for the identification and management of financial risk.	
UNIT 2: International Financial Management	25 hours
International Financing – Short Term Financing of MNCs – Short Term Borrowing and Investment – Cash Management of MNCs – Multinational inventory management – Multinational receivables management - Long Term Financing - Evaluating Borrowing Decision – Funding Avenues in Global Markets- International Capital Budgeting - Capital Budgeting and the Factors Affects the Capital Budgeting of MNC – Methods of Capital Budgeting of MNCs - NPV and Adjusted NPV Approach - Cost of Capital of MNC – Cost of Debt – Cost of Equity – Cost of Loans – Over-all Cost of Capital – Tax Implications on Cost of Capital to Subsidiary and Parent Company - Capital Structure – Capital Structure of	

Parent and Subsidiary Company - Capital Structure of MNC and its impact on Value of Parent Company. (Includes Practical Problems)

UNIT 3: International Financial Markets and Instruments **15 hours**

World Bond Market – Euro Market – International Equity Market – Market Structure and Trading Practices - International Equity Benchmarks –International Financial Instruments – EURO Credits – Revolving Credit – Term Credit – EURO Bonds – Straight Bonds – FRNs – EURO currency Deposits – Call Deposits – Term Deposits – CD – EURO Notes – EURO issues – GDR – ADRS – FCCB. International financial centre – Constituents of IFC, Islamic finance, Riba and major Islamic financial instruments.

UNIT 4: Startup and SME Finance **20 hours**

Startup Finance: Introduction including Pitch Presentation, Sources of Funding, Start up India Initiative. Small and Medium Enterprises - Introduction: Market Size, Employment Generation and Contribution to GDP, Financing: Expansion of SMEs, Listing SMEs.

Suggested readings:

1. Jeff Madura, International Financial Management, 6th Ed., South-Western, 2000
2. Cheol S.Eun, Bruce G.Resnick,. International Financial Management, Irwin McGraw Gill. (1998).
3. Maurice D.Levi, International Finance, 3rd Ed., McGraw Hill, (1996).
4. Alan C.Shapiro, Multinational Financial Management. Prentice Hall India.
5. Maurice , D. Levy (1996), International Finance McGraw Hill International Editions, New Delhi.
6. Shapiro Alan, C (1996), Multinational Financial Management, Prentice Hall International , New Delhi.
7. Apte, P.G. (1998), International Financial Management, Tata McGraw Hill Publishing Company, New Delhi.
8. Sharan, V. (2001), International Financial Management, prentice Hall of India Pvt. Ltd., New Delhi.
9. Madhu Vij (2001), Multinational Financial Management, Excel Books, New Delhi.
10. Jeevanandam,C (2001), Foreign Trade Finance and Risk Management,Sultan Chand and Sons, New Delhi.

Prerequisites for the course: Coursework of all the accounting papers in previous semesters.

Need for the course:

There are various types of reporting, based on specific accounting standards that accountants must be familiar with. This course comprehensively covers the various accounting standards and how transaction accounting can be undertaken based on them.

Description of the course:

The course first discusses the various accounting standards in place and how they can be used for reporting purposes. Subsequently, the emerging trends in reporting are also covered to give the students a holistic grasp on the various concepts used in the financial reporting domain.

Learning objective:

(a) To acquire the ability to integrate and solve problems in practical scenarios on Accounting Standards, Guidance Notes and Indian Accounting Standards for deciding the appropriate accounting treatment and formulating suitable accounting policies.

(b) To develop an understanding of the various forms of reporting (other than financial statements) and accounting for special transactions, and apply such knowledge in problem solving.

Learning outcomes:

1. Prepare financial statements and record accounting entries based on Ind AS.
2. Apply Ind AS in specific circumstances such as consolidated financial statements,
3. Business combinations, Accounting for share based payments, etc.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Corporate Financial Reporting System	10 hours
Concept, Users, Objectives of financial reporting, Qualitative characteristics of financial report, Disclosure – Concept, motives and problems, Regulatory framework of Indian financial reporting system, Components of financial reporting, Mechanisms of setting financial reporting standards, Current corporate reporting practices of Indian companies, Corporate social responsibility reporting, Case study on financial reporting.	
UNIT 2: Accounting Standards and Framework for Preparation of Financial Statements	25 hours
Application of Existing Accounting Standards- Application of Guidance Notes issued by ICAI on specified accounting aspects. - Framework for Preparation and Presentation of Financial Statements in accordance with Indian Accounting Standards (Ind AS).-	

Application of Indian Accounting Standards (Ind AS) with reference to General Purpose Financial Statements

UNIT 3: Application of Specific Accounting Standards | **15 hours**

Consolidated and Separate Financial Statements (as per Ind AS) - Application of Industry specific and Transaction Specific Indian Accounting Standards (other than Business Combination, Financial Instruments and Share Based Payment) - Business Combinations and Accounting for Corporate Restructuring (including demerger) (as per Ind AS) - Accounting and Reporting of Financial Instruments (as per Ind AS) - Accounting for Share Based Payment (as per Ind AS) - Analysis of Financial Statements, Common defects in financial statements of corporate entities

UNIT 4: Emerging Trends in Reporting | **10 hours**

Accounting and reporting for Carbon Credits - Accounting for reporting for E-Commerce - Integrated Reporting - Corporate Social Responsibility Reporting - Human Resource Reporting- Value Added Statement.

Suggested readings:

1. Weaver, Lisa, IFRS-based Financial Reporting, Wiley Publications
2. Interpretation and Applications of IFRS, PKF, Wiley Publications
3. Compendium of Statement and Standard of Accounting, ICAI
4. Ashish Bhattacharya, Indian Accounting Standards, Tata Mc. Grow Hill and Co. Ltd., Mumbai
5. Shrinivasan Anand, Company Accounting Standards, Taxman, New Delhi
6. Abbas Ali Mirza, Nandakumar Ankarath, International Trends in Financial Reporting under IFRS, Wiley Publications
7. Ghosh, T. P., Accounting Standards and Corporate Accounting Practices (Eighth ed.). New Delhi: Taxmann.

Prerequisites for the course: Coursework in COI 107 (Cost and Management Accounting)

Need for the course:

Accounting is essential for planning and controlling firm performance. A thorough grasp of the various management accounting concepts prepares a manager in undertaking complex strategic decisions for improving firm performance.

Description of the course:

The course introduces the various cost management techniques for planning and controlling purposes. Subsequently, students will learn about general and specific purpose accounting aspects.

Learning objective:

- (a) To apply various cost management techniques for planning and controlling performance in order to set, monitor and control strategic objectives.
- (b) To develop skills of analysis, synthesis and evaluation in cost management to address challenges and issues which might affect or influence the management of performance within organizations.

Learning outcomes:

1. Show knowledge of concepts in strategic cost management.
2. Apply cost management techniques for decision making in specific business sectors.
3. Apply advanced management techniques in evaluating business performance.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Strategic Cost Management and Modern Business Environment	20 hours
<p>a. Introduction to Strategic Cost Management Concept of Strategic Cost Management- Limitations of Traditional Cost Management -Traditional vs. Strategic Cost Management</p> <p>b. Modern Business Environment Introduction/ Characteristics of the Modern Business Environment - Cost of Quality, Total Quality Management, Business Excellence Model - Throughput Accounting and Theory of Constraints - Supply Chain Management (SCM) - Gain Sharing Arrangements - Outsourcing - Introduction to Lean System: Just-in-Time (JIT) ,Kaizen Costing , 5 Ss - Total Productive Maintenance (TPM), Cellular Manufacturing/ One-Piece Flow Production System , Six Sigma (SS) , Introduction to Process Innovation and Business Process Re-engineering (BPR).</p>	

UNIT 2: Cost Management Techniques and Cost Management for Specific Sectors	10 hours
<p>a. Cost Management Techniques Cost Control/ Waste Control, Cost Reduction , Target Costing ,Value Analysis/ Value Engineering ,Pareto Analysis , Life Cycle Costing , Environmental Management Accounting.</p> <p>b. Cost Management for Specific Sectors - Agricultural Sector , Information Technology Sector , Power Sector.</p>	
UNIT 3: Strategic Decision Making	20 hours
<p>a. Decision Making: Decision Making using CVP Analysis , Decision Making using Relevant Cost Concepts , Decision Making using Activity Based Costing , Ethical and Non-Financial Considerations Relevant to Decision Making</p> <p>b. Pricing Strategies/ Decisions : Theory and Principles of Product Pricing , Pricing – New Product, Finished Products and Pricing of Services, Sensitivity Analysis in Pricing Decisions , Pricing Decision under Special Circumstances , Pricing Strategies</p> <p>c. Divisional Transfer Pricing : Meaning, Purpose and Principles of Transfer Pricing, Methods of Transfer Pricing , The Behavioural Consequences arising from Divisional Structures , International Transfer Pricing.</p>	
UNIT 4: Performance Measurement and Evaluation	10 hours
<p>Responsibility Accounting - Linking Critical Success Factors (CSFs) to Key Performance Indicators (KPIs) and Corporate Strategy; Performance Measurement Models–The Balanced Scorecard - The Performance Pyramid, The Performance Prism and The Building Block Model; Divisional Performance Measures; Benchmarking Schemes - Performance Measurement in the Not-for-Profit Sector - Preparation of Performance Report - Operating Profit Analysis - Advanced Activity Based Costing - Activity Based Management (ABM), Activity Based Budgeting (ABB).</p>	

Suggested readings:

1. Sarvana Prasath, A Ready Referencer on Advanced Management Accounting, Padhuka Publications, Chennai.
2. Bharat Tulsian, Advanced Management Accounting: For CA Final, S. Chand, New Delhi.
3. Kaplan, Advanced Management Accounting, Pearson.
4. Rajesh Makar and Sharad Agarwal, Problems and Solutions – Advanced Management Accounting (Cost Management and Operations Research), LexisNexis.
5. Sanjay Aggrawal, Advanced Management Accounting – Problems and Solutions, Pooja Law Publishing Co.
6. Rao M E, Advanced Cost and Management Accounting, New Age International Publisher Co.

Prerequisites for the course: Coursework in COI 207 (Indian Financial and Fiscal System)

Need for the course:

An understanding of financial services and capital markets is essential for a student to understand how financial markets operate and the manner in which equity and debt services can be availed by a firm.

Description of the course:

The course first introduces the financial markets and the types of securities markets. Subsequently, financial services as well as factoring and credit rating concepts will be taught to the students.

Learning objective:

To enable students to acquire conceptual and operational knowledge about capital markets and various financial services.

Learning outcomes:

1. Understand the working of primary and secondary securities markets.
2. Explain the process and procedures of various financial services such as leasing, Hire purchase, factoring and credit rating.

Course methodology:

1. Lectures
2. Assignments
3. Problem solving
4. Field trips
5. Case studies
6. Self-study

Syllabus:

UNIT 1: Financial Markets and Instruments	10 hours
Introduction to Investment: Investment – objectives of investments – Factors determine Investments –Investment and Speculation – Investment and Gambling – Investment and Arbitrage – Investment Alternatives – Investment Process - Short – term Investment Options – Long – term Investment Options – Equity – Bonds – Mutual Funds – Index – Derivatives – Depositories – Investment Environment in India.	
UNIT 2: Primary and Secondary Securities Markets	20 hours
Primary Markets: Issue of Securities: Issue of Shares – Need of Issue – Kinds of Issue – Meaning of Issue Price – Market Capitalization – Public Issue Vs Private Issue – Initial Public Offer – Book Building Process – Foreign Capital Issuance: ADR's and GDR's Pricing of Securities: Pricing of Issues - Price Discovery under Book Building Process – Cut off Price – Floor Price – Price Bands – Outcry System – Listing Agreement – Listing of Shares – Delisting of	

Shares Documentation of Issue of Securities: Registrar of Companies – Issue of Prospectus – Types of Prospectus – Offer Document Vs Prospectus – Due Diligence.

Secondary Markets :

Introduction to Secondary Market ;Meaning of Secondary Market – Role of Secondary Market – Primary Market Vs Secondary Market – Stock Exchange – Types of Exchanges – Role of Exchange - Trading Of Securities in Secondary Market: Trading of Securities – Trading Methods –Membership in Stock Exchanges - NEAT System – Types of Markets in Trading – Trading Procedures and Systems – Orders Management in Trading – Trade Cancellation – Auctions Markets Clearing and Settlement - Clearing and Settlement – Transaction Cycle – Settlement Agencies – Clearing and Settlement Process – Clearing Process – Settlement Process – Settlement Cycle – Securities and Funds Settlement.

UNIT 3: Financial Services - Leasing and Hire Purchase	15 hours
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Overview of Financial Services in India, Growth, Structure and Types, Evolution of Financial Services in India, Banking and Non - Banking Companies, Classification of Non –Banking Companies and NBFC’s Activities.

Leasing: Introduction - Concept and Classification of Leasing, essential elements of Leasing- Types of Leasing (finance lease and operating lease- Forms of Leasing, Procedure of a Lease (Modus Operandi) Advantages and Limitations of Leasing and Legal aspects of leasing.

Hire Purchase: Introduction, Meaning, Definition- Characteristics- Nature of Hire Purchase- Modus Operandi of Hire Purchase transaction, Hire Purchases v/s Installment Payment System, and Lease Financing

UNIT 4: Factoring and Credit Rating	15 hours
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Factoring: Introduction, Meaning of Factoring, How Factoring works, Types of Factoring, Functions of factoring, Cost of Factoring, Factoring v/s Forfaiting, Advantages and Disadvantages of Factoring.

Credit Rating: Introduction, Concept of Credit rating, Definition, Scope, need, Types of credit rating, Credit rating agencies in India process of Credit Rating, advantages and Disadvantages of Credit rating, Rating of Debt obligations, Rating services, Equity rating, Rating process and methodology, Rating symbols, International Credit rating agencies, methodologies and process with services.

Suggested readings:

1. Khan M.Y, Financial Services,Tata McGraw Hill
2. V.A. Avadhani, Financial Services and Markets, Himalaya Publishing House
3. Gordan and Natarajan, Financial Marketsand Services, Himalaya Publishing House
4. K. Ravichandran, Merchant Banking and Financial Services, Himalaya Publishing House.
5. Pandian, Security Analysis and Portfolio Management, Vikas Publishing.
6. V. A. Avadhani, Investment and Securities Market in India, Himalaya Publishing House.

Prerequisites for the course: Basic knowledge of tax system**Need for the course:**

Indirect taxation is an important form of revenue for the government and is concerned with businesses. Thus, an understanding of the various concepts involved in indirect taxation and the regulations in place, such as the newly introduced GST, will enable students to accurately and efficiently undertake taxation exercises for solving business needs.

Description of the course:

The course first introduces GST, its structure, and how it is levied. Subsequently, the customs laws and foreign trade policy of the country will be covered.

Learning objective:

To provide expert knowledge on laws and procedures related to indirect taxes to deal with practical situations in business.

Learning outcomes:

1. Show expert knowledge in application of GST law and procedures.
2. Exhibit awareness of procedures under customs law.
3. Identify specific provisions and facilities under foreign trade policy.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: GST Structure and Levy	20 hours
Goods and Services Tax (GST) Law as contained in the Central Goods and Services Tax (CGST) Act, 2017 and Integrated Goods and Services Tax (IGST) Act, 2017 - Constitutional aspects - Levy and collection of SGST, CGST and IGST – Application of SGST/CGST/IGST law; Concept of supply including composite and mixed supplies, inter-State supply, intra-State supply, supplies in territorial waters; Charge of tax including Reverse charge - Place of supply - Time and Value of supply – Valuation rules if value for GST is not ascertainable - Exemption from GST - Composition levy - Input tax credit - Computation of GST liability.	
UNIT 2: Procedures under GST	15 hours
All procedures including registration, tax invoice, credit and debit notes, electronic way bill, accounts and records, returns, payment of tax including reverse charge, refund, job work - Provisions relating to electronic commerce - Liability to pay in certain cases - Administration of GST; Assessment and Audit - Inspection, Search, Seizure and Arrest - Demand and Recovery - Offences and Penalties - Advance Ruling - Appeals and Revision - Other provisions.	

UNIT 3: Customs Law as contained in the Customs Act, 1962 and the Customs Tariff Act, 1975	20 hours
Introduction to customs law including Constitutional aspects - Levy of and exemptions from customs duties – All provisions including application of customs law, taxable event, charge of customs duty, exceptions to levy of customs duty, exemption from custom duty - Types of customs duties - Classification and valuation of imported and export goods - Officers of Customs; Appointment of customs ports, airports etc. - Import and Export Procedures – All import and export procedures including special procedures relating to baggage, goods imported or exported by post, stores - Provisions relating to coastal goods and vessels carrying coastal goods – Warehousing – Drawback - Demand and Recovery; Refund - Provisions relating to prohibited goods, notified goods, specified goods, illegal importation/exportation of goods - Searches, seizure and arrest; Offences; Penalties; Confiscation and Prosecution - Appeals and Revision; Advance Rulings; Settlement Commission - Other provisions.	
UNIT 4: Foreign Trade Policy and indirect tax laws	05 hours
Introduction to FTP – legislation governing FTP, salient features of an FTP, administration of FTP, contents of FTP and other related provisions - Basic concepts relating to import and export of goods - Basic concepts relating to export promotion schemes provided under FTP	

Suggested readings:

1. Indirect Tax Laws, Taxmann.
2. Raj Agrawal and Shivangi Agrawal, GST, Taxmann.
3. Vinod Songhania, Students Guide to Income Tax Including GST, Taxmann.
4. Arpit Haldia, GST Made Easy, Taxmann.
5. V S Datey, GST Law and Practice With Customs and FTP, Taxmann.
6. Vandana Bangar and Yogendra Bangar, Comprehensive Guide to Indirect Taxes, Asdhya Prakashan.
7. Vinod Singhanian and Monica Singhanian, Students Guide to Indirect Tax Laws, Taxmann.

Prerequisites for the course: Coursework of COI 207 (Indian Financial and Fiscal System), COI 108 (Financial Management)

Need for the course:

Treasury and forex management is essential in today's highly volatile business world in order to mitigate and manage the various types of risks faced by a firm- be it financial, operational, or reputational. Thus, through an understanding of the concepts involved, students will be better able to understand the risks facing a firm and how they can be efficiently managed.

Description of the course:

The course first provides an introduction to the concept of treasury management in firms. Subsequently, practical applications of liquidity management, along with various forex market strategies are covered. Finally, students will learn about the exposure a firm gains in forex markets and how it can be effectively managed.

Learning objective:

To provide conceptual and advanced understanding of treasury and forex management and training the students in practices of treasury and forex management.

Learning outcomes:

1. Describe the system of treasure management in firms.
2. Show practical applications of techniques of cash and liquidity management.
3. Provide practical strategies for hedging, speculation and arbitrage in forex markets.
4. Determine exposures of a firm in forex markets and provide practical solutions to deal with exposure.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Treasury Management	10 hours
Meaning, Objectives, Significance, Functions and Scope of Treasury Management, Relationship between Treasury Management and Financial Management; Treasury and the organization, Role of treasury department, Treasurer job description, Role and Responsibilities of Chief Finance Officer, Structure of Treasury, Treasury dealings and settlement, Supervision and controls of treasury operations, Tools of treasury management, Treasury management technology, Treasury risks – Interest rate risk, forex risk, credit risk, operational risk, liquidity risk; Sensitivity and scenario analysis, VaR.	
UNIT 2: Cash and Liquidity Management	20 hours
(a) Cash Management – Meaning, Cash receipts and disbursements, cash aggregation, Lockboxes, cash management checklist, global cash management, Cash transfer methods, procedures and controls; cash forecasting – Information sources for cash forecast, cash	

forecasting model, accuracy of cash forecasts, cash forecasting controls, policies and procedures.

(b) Liquidity Management – Meaning, Money market – Systems, instruments – CDs, CPs, Call money, Repo, Treasury Bills, CBLO. Liquidity Adjustment Facility (LAF), Managing cash shortfalls.

UNIT 3: Foreign Exchange Market Mechanisms	15 hours
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Forex market and its structure, Features, Participants, Exchange rate mechanisms, Forex market regulations in India, Forex quotations, Theories of exchange rate determination – Law of one price, PPP, Interest rate parity, Fishers effect. Factors affecting exchange rate, Types of forex transactions – Hedging, Speculation, Arbitrage. Forex trading – Spot rates, Currency futures and options, Swaps (Including problems).

UNIT 4: Management of Forex and Interest Rate Risks	15 hours
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(a) Forex risk management: Exchange rate forecasting, Risks in forex business, Meaning of forex exposure, Types of forex exposure – Transaction exposure, Economic exposure, Translation exposure, Exposure management strategies.

(b) Interest rate risk management: Interest rate basics, Forward rate agreements, Interest rate futures and options, Interest rate swaps, Accounting for interest rate risk management activities, Interest rate risk management policies.

Suggested readings:

1. Srivastava, Divya Nigam, Management of Indian Financial Institutions, Himalaya Publishing House.
2. M. Y. Khan, Indian Financial System, Tata McGraw Hill.
3. Bharati Pathak, Indian Financial System,
4. Gerald Hatler, Bank Investments and Funds Management, Macmillan
5. Stigum, Managing Bank Assets and Liabilities, Dow-Jones Irwin.
6. Dudley Luckett, Money and Banking, McGraw Hill.
7. Vasant Joshi, Vinay Joshi, Managing Indian Banks- Challenges Ahead”, Response Books.
8. Vasant Desai, Banks and institutional management, Himalaya Publishing House.
9. Principles of Banking, Indian Institute of Banking and Finance, Macmillan.
10. Dr. P. K. Srivastava, Banking theory and Practice, Himalaya Publishing House.
11. Karen Horcher, Essentials of Managing Treasury, John Wiley and Sons.
12. Steven Bragg, Treasury Management: The Practitioner’s Guide, John Wiley and Sons.

Prerequisites for the course: Basic understanding of banking system in India.**Need for the course**

Specific regulatory laws govern the banking system. An understanding of these laws is essential for students to not only understand the banking system- wherein various stakeholders are interlinked, but also to undertake financial analysis.

Description of the course:

The course first introduces the regulatory framework in place for governing the banks in India. Then, advanced concepts such as international banking, electronic banking, and ethical considerations, will be taught to the students.

Learning objective:

To provide expert knowledge to students on regulatory aspects and operations of banking business.

Learning outcomes:

1. Show advanced knowledge of regulatory framework for banks in India.
2. Perform financial analysis of banks using various techniques.
3. Understand the bank-customer relations within the framework of existing regulations.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Regulatory Framework, Legal Aspects and Banking laws	20 hours
Provisions of RBI Act 1935, Banking Regulation Act 1949, Prevention of Money Laundering Act, 2002 – Government and RBI's Powers.	
Legal Aspects of Banking Operations – Case Laws on Responsibility of Paying and Collecting Banker Indemnities or Guarantees-Scope and Application-Obligations of a Banker-Precautions and Rights-Laws relating to Bill Finance, LC and Deferred Payments-Laws Relating to Securities-Valuation of Securities-Modes of Charging Securities-Lien, Pledge, Mortgage, Hypothecation etc.-Registration of Firms/Companies- Creation of Charge and Satisfaction of Charge.	
Banking Related Laws – Law of Limitation – Provisions of Bankers Book Evidence Act-Special Features of Recovery of Debts Due to Banks and Financial Institutions Act, 1993 – TDS – Banking Cash Transaction Tax – Service Tax – Asset Reconstruction Companies – The Securitization and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 – The Consumer Protection Act, 1986 – Banking Ombudsman – Lok Adalats – Lender's Liability Act.	
UNIT 2: Financial Analysis and Banking Related Laws	10 hours

Financial Analysis and Banking Related Laws Introduction; Role of financial analysis in financial management; Techniques of Financial Analysis; DuPont Model of Financial Analysis; Special issues in Financial Analysis of Banking Industry - financial system - Introduction; Role of Financial System; Capital Flow Through Intermediary Financial Institutions; Direct Capital Flow; Primary Market Products; Primary Market Issue Facilitators; Secondary Market; Economic Importance of Financial Markets – Emerging issues in Banking.

Banking Related Laws— Law of Limitation- Provisions of Bankers Book Evidence Act- Special Features of Recovery of Debts Due to Banks and Financial Institutions Act, 1993 – TDS – Banking Cash Transaction Tax-Asset Reconstruction Companies – The Securitization and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 – The Consumer Protection Act,1986 – Banking Ombudsman -Lok Adalats - Lender's Liability Act.

UNIT 3: International Banking Management and Customer Relationship Management	20 hours
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International Banking: An Overview – Legal and Regulatory Framework-International Banking Operations Management-Risk Management in International Banking - Special Issues: Technology and International Banking; Globalisation and International Banking; Financial Innovations in International Banking.

Banker- Customer Relations – The legal relationship between the Banker and Customer, the Multifarious Transactions between them and the Rights and Duties of the Parties springing out of such relationship- Nature of Banking Business – Legal Nature of Banker-Customer Relationship and their Mutual Rights and Duties - Special Categories of Customers- Different -Types of Accounts -Other Transactions between Banker and Customer such as Safe Deposit Vaults, Financial Advice, Letters of introduction and Other Services Rendered by Banks – Special features of the relationship between banker and customer-Their mutual rights and duties - lien- Power to combine different accounts-Secrecy of account.

Loans and Advances -Law, Practice and Policies governing the employment of the funds in the hands of the banker with special reference to the lending banker –State Policy on Loans and Advances-Priority sector advances-and socio-economic policies - Financial inclusion - Self- Employment Schemes–Women Entrepreneurs- Small Scale Industries-Agricultural Finance, Export Finance, etc.-Micro Finance-How the banker profitably uses the fund-Call loans and loans repayable at short notice - Loans and advances- Overdrafts-Legal control over bank's deployment of funds.

UNIT 4: Electronic Banking, Risk Management and Ethics in Banking	10 hours
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IT in Banking: An Introduction-IT Applications in Banking- Computer-Based Information Systems for Banking; Electronic Banking; Electronic Fund Management – Enabling Technologies of Modern Banking-Electronic Commerce and Banking; Supply Chain Management; Customer Relationship Management; Integrated Communication Networks for Banks - Security and Control Systems - Cybercrimes and fraud management – Planning and Implementation of Information Systems.

Risk Management in Banks – Risk Management: An Overview – Credit Risk Management – Liquidity and Market Risk Management – Operational Risk Management – Special Issues- Risk Management Organisation; Reporting of Banking Risk; Risk Adjusted Performance Evaluation

Suggested readings:

1. K.P. Kandasami, S. Natarajan, R. Parameshwaran: Banking Law and Practice. S.Chand and Co. Ltd, New Delhi.
2. Sukhavinder Mishra : Banking Law and Practice, S.Chand and Co. Ltd, New Delhi.
3. Bedi H.L. and Hardikar V.K: Practical Banking Advances, New Delhi, UBS Publishers, 1993.
4. Gordon E. Natarajan K: Banking Theory, Law and Practice, Mumbai, Himalaya, 1998
5. Indian Institute of Banking and Finance: Principles of Banking, New Delhi, Macmillan, 2005
6. Indian Institute of Banking and Finance: Legal Aspects of Banking, New Delhi, Macmillan, 2005
7. Khubchandani. B.S.: Practice and Law of Banking, New Delhi, Macmillan, 2000
8. Kumar N. and Mittal R.: Banking law and Practice, New Delhi, Anmol, 2002
9. Reddy P.N. and Appannaiah H.R.: Banking Theory and Practice, Mumbai, Himalaya. 4e
10. Shekhar K. C. and Shekhar L: Banking Theory and Practice, New Delhi, Vikas, 1998, 18e
11. Varshney P.N.: Banking Law and Practice, New Delhi, Sultan Chand and Sons, 2005

Prerequisites for the course: Coursework of COI 406 (Financial Statement Analysis) and COI 602 (Financial Services and Capital Markets)

Need for the course:

Stock market is an important financial market, considered critical for consumers as well as firms. The regulatory procedures for effective handling of stock markets, risk and returns associated with financial securities, as well as portfolio management theories, must be understood by students to gain a thorough understanding of the working of stock markets.

Description of the course:

The course first introduces the various types of risks and returns associated with financial securities. Then, analytical techniques will be covered. Subsequently, portfolio management will be taught to the students using various theories.

Learning objective:

To provide expert knowledge to students on methods and approaches of stock market analysis and management of investment portfolios.

Learning outcomes:

1. Compute various measures of risk and returns for financial securities.
2. Perform valuations for fixed income and equity securities.
3. Show practical applications of techniques of fundamental and technical analysis.
4. Determine optimal portfolios using methods of modern portfolio theory.
5. Evaluate portfolios using various methods.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Problem solving
5. Self-study

Syllabus:

UNIT 1: Investment – Risk and Return Analysis	15 hours
Investment and Types Of Investments :Meaning – Investment Objectives – Investment Process - Factors – Investment Avenues in India – Government Securities – Money Market Instruments – Equity – Bonds – Mutual Funds – Financial Derivatives – Return Measurement: Return – Meaning – Holding Period Return – Expected Value of Return – Measuring Returns from Historical Data – Measuring Average Returns Over Multiple Period – Arithmetic Average Returns – Geometric Average Return – Rupee Weighted Average Return(Including Problems) - Risk Measurement: Risk – Meaning – Source of Risk – Market Risk – Interest Risk – Purchasing Power Risk – Business Risk – Financial Risk – Types of Risk – Systematic Risk – Un-Systematic Risk – Measurement of Risk – Standard Deviation as a Measure of Risk – β As a Measure of Risk (Including Problems) – Measurement of Risk and Return of Securities (Including Problems)	

UNIT 2: Valuation of Securities	20 hours
Fixed Income Securities: Types of Fixed Income Securities – Risk and Return Analysis of Fixed Income Securities – Alternative Investments of Fixed Income Securities – Bonds: Types of Bonds – Valuation of Bonds – Types of Returns on Bonds – Pricing of Bonds - Yield Curve - Bond Duration and Convexity – Immunization of Bonds (Including Problems) - Share Valuation: Concept of Present Value – Share valuation Model – Dividend Discount Model - One Year Holding Period – Multiple Year Holding Period – Constant Growth Model – Multiple Growth Model – Multiplier Approach to Share Valuation (Including Problems)	
UNIT 3: Security Analysis	10 hours
Fundamental Analysis: Meaning – Objectives and Beliefs of Fundamental Analysis – Economy Analysis – Economic Forecasting – Forecasting Techniques – Industry Analysis – Industry Life Cycle – Industry Characteristics – Company Analysis – Source Information for Company Analysis – Operating Analysis – Management Analysis – Financial Analysis – Types of Financial Statements – Analysis Of Financial Statements – Earnings Quality Estimations – Technical Analysis: Meaning – Assumption of Technical Analysis - Dow Theory – Trends and Trend Reversal – Oscillators – Relative Strength Index – Charting – Types of Price Charts – Price Patterns – Efficient Market Theory: Random Walk Theory – The Efficient Market Hypothesis – Forms of Market Efficiency – Test of Efficient Market Hypothesis.	
UNIT 4: Portfolio Analysis and Evaluation	15 hours
<p>a) Portfolio Analysis : Markowitz’s Modern Portfolio theory – Assumptions – Construction of Portfolio with Two Securities – Diversification– Sharpe Single Index Model – Measuring Security Returns and Risk – Measuring Portfolio Return and Risk – Capital Asset Pricing Model(CAPM) – Riskless Lending and Borrowing Portfolios – Capital Market Line (CML) – Security Market Line(SML) – Pricing of Securities with CAPM – Limitations Of CAPM – Arbitrage Pricing Theory – Assumptions Arbitrage Pricing for One Risk Factor – Two Factor Arbitrage Pricing – Multiple Arbitrage Pricing.</p> <p>b) Portfolio Performance Evaluation and Revision : Portfolio Performance Evaluation – Need – Meaning – Risk Adjusted Returns – Performance Evaluation Ratios – Sharpe’s Ratio – Treynor’s Ratio – Jenson Ratio–Portfolio Revision – Need for Revision – Meaning – Constraints – Portfolio Revision strategies – Formula Plans – Constant Rupee Value Plan – Constant Ratio Plan – Dollar Cost Averaging.</p>	

Suggested readings:

1. Fischer and Jordan, Security Analysis and Portfolio Management, Prentice Hall India.
2. Punithavathy Pandian, Security Analysis and Portfolio Management, Vikas Publishing House Pvt. Ltd.
3. V. A. Avadhani, Investment and Securities Market in India, Himalaya Publishing House.
4. French, Don, Security and Portfolio Analysis, Merrill Publishing Co.
5. Preeti Singh, Investment Management, Himalaya Publishing.
6. Devin S., Portfolio Management, Prentice Hall.
7. Cheney, Muses, Fundamentals of Investments
8. V. K. Bhalla, Portfolio Analysis and Management, Sultan Chand and Sons

Need for the course:

Venture capital and private equity has become an important consideration for firms to obtain funding necessary for operating and growth purposes. Thus, an adequate understanding of the concepts and process involved, is essential for students to gain an understanding of the topic.

Description of the course:

In this course, students will learn about the nature and structure of private equity, how valuation of firms can be done, and the exit strategies at the disposal of investor firms.

Learning objective:

To give awareness among the students about the various innovative approaches required to meet today's unprecedented investment challenges.

Learning outcomes:

1. Show understanding of nature and structure of business of private equity.
2. Perform valuations required for private equity investment decisions.
3. Show expert knowledge in due diligence procedures for PE investment decisions.
4. Identify appropriate exit strategies for given PE investment.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Problem solving
5. Self-study

Syllabus:

UNIT 1: Introduction to Private Equity	10 hours
Concept of PE and its characteristics – Definition –Difference between PE, VC and Hedge Funds – Nature of PE Firm – Players in the PE market – benefits of PE finance – Venture Capital – Over view to Venture Capital – definition – features - types- roles, PE Fund - Legal structure and terms - Private equity investments and financing - Private equity funds and private equity firms - Investment features and considerations.	
UNIT 2: Valuation Approaches	20 hours
Regulation of Venture Capital and Private Equity – Business Cycle of PE – Structure of VCPE firms – Limited liability partnerships - Routes of VCPE investments in India - Valuation approaches – risk and return – analysis of funds – conventional method – revenue multiplier method.	
UNIT 3: Strategies of Private Equity	15 hours
Strategies of PE – leverage Buyout – growth capital – mezzanine capital – distressed debt – other Strategies – Size and performance and economic environment of PE global context – PEPI and Fund Indices – PE in India an overview – Due Diligence – Procedure and challenges – Due diligence in emerging PE Market –investing in developing market – past performance and strategy.	
UNIT 4: Exit Strategies	15 hours

Modes of Exits in Indian Context and Challenges involved – IPO-Promoter Buyback – Sale to other PE Funds – Sale to other strategic Investor – Stake Swap – M&A’s –open market – Secondary Market.

Suggested readings:

1. Chary, T. Satyanaryana, Venture Capital , Delhi Macmillan India 2005
2. Venture capital, Hyderabad The ICFAI University Press 2004
3. Verma, J. Venture Capital Financing in India , New Delhi Response Books 1997
4. Pandey, I. Venture Capital:Indian experience, New Delhi Prentice-Hall of India Pvt.Ltd. 1996
5. Verma, J. Venture Capital Finanacing in India , New Delhi Response Books 1999
6. Caselli, Stefano Venture capital : A Euro-system approach , Berlin Springer Verlag 2004
7. The oxford handbook of venture capital , New York: Oxford University Press; 2012 .
8. Grenville Phillips, Venture Capital and SME Financing, Xlibris Corporation, 2011
9. Vandana Panwar, Venture capital funding 01 Edition ,Neha Publishers and Distributors,2010
10. Stephen Bloomfield, Venture Capital Funding: A practical guide to raising finance 2nd Edition, Kogan Page Limited,200
11. Josh Lerner, Felda Hardymon, Ann Leamon,Venture Capital, Private Equity, and the Financing of Entrepreneurship, John Wiley and Sons,2009
12. R. K. Mishra, Venture Capital Financing for Biotechnology, Concept Publishing
13. Grenville Phillips, Venture Capital and SME Financing: in Less Developed Countries and Small IslandStates, Xlibris Corporation,2010

Prerequisites for the course: Coursework of COI 403 (Business Research Methods)**Need for the course:**

Risk management is essential for a firm to operate successfully in the marketplace. Thus, an understanding of the concepts involved is essential for quantifying and mitigating the various types of risks faced by firms.

Description of the course:

The various types of risks faced by businesses will be initially covered. Subsequently, quantification of risks faced by businesses using various techniques will be taught to the students. Finally, methods for risk management will be discussed.

Learning objective:

To develop analytical skills in students to assess risk in various domains of commerce and business.

Learning outcomes:

1. Explain various risks in business and governance mechanism for management of such risks.
2. Apply modern techniques in quantifying various types of risks.
3. Identify appropriate solutions for management of various types of risks.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study
5. Software (E-views , SPSS ,Gretel etc)

Syllabus:

UNIT 1: Introduction to Risk Management	10 hours
Concept of Risk – Nature, Sources, Classification of Risk (From Managerial and Functional Perspective), Risk and Uncertainty – Distinction, Dynamic nature of risk, Types of risks – Strategic and operational risks, Business risk, Financial risk, Information risk, Liquidity risk, Need for Risk Management, Process of risk management, Risk Management Approaches, Risk management committee and its role.	
UNIT 2: Measurement and Management of Risk	25 Hours
Measurement of Credit Risk – Probability of Default, Exposure at Default, Loss at Given Default, The Covariance Model, The Actuarial Model, The Merton-based simulation Model, The Macroeconomic Default Model Measurement and management of Market Risk – Sensitivity Analysis, Scenario Analysis, Back and Stress Testing, Value at Risk (VAR) – Methods to Measure VaR – Delta Method, Historical Stimulation Method , Monte Carlo Method Measurement and management of Interest Rate Risk for Asset Liability Management – Gap Analysis, Rate-Shift Scenarios, Simulation Methods	

Measurement and management of Operational Risk – Quantitative Approaches, Structural Approaches, Actuarial Approaches, Mixed Approaches.

Measurement and management of Credit risk – components of credit risk, Evaluating credit risk, Mitigating credit risk, Qualitative and quantitative techniques, Credit scoring models.

UNIT 3: Enterprise Risk Management	15 hours
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Enterprise risk management – Definition, Scope and techniques. Regulatory issues in Risk Management: Risk Management norms to Banks – Organisation structure for Risk Management for Market and Credit risk – SEBI Norms – Best Practices Report G-30 – Enterprise Wide Risk Management – Risk Reporting and Communication Bank for International Settlement (BIS) : Basel I, II and III – Three Pillar Framework – New BIS Capital Requirements for Financial Risks – Discussion on Case Studies [Including Problems]

UNIT 4: Risk Associated with Corporate Governance	10 hours
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Evaluation of risk associated with corporate governance, Description and evaluation of framework for Board level consideration of risk, OECD guidelines for corporate governance.

Suggested readings:

1. Frank K Reilly, Keith C Brown - Investment Analysis and Portfolio Management- 5th Edition
2. Dun , Bradstreet – Financial Risk Management ,Tata McGraw-Hill Publishing Company Limited , New Delhi , 3rd Edition , 2008
3. Allan M.Malz – Financial Risk Management: Models , History and Institutions , Willey Finance
4. Reynolds-Parker, Virginia - Managing Hedge Fund Risk: From the Seat of the Practitioner: Views from Investors, Counterparties, Hedge Funds and Consultants
5. Philippe Jorion, Value at Risk, 3rd Ed
6. Philippe Jorion – Financial Risk Manager Handbook, GARP, Wiley Finance, 6th Edition
7. Glyn Holton, Value at Risk
8. Richard Levin and David Rubin – Statistics for Management 7th Ed
9. Satyajit Das – Swaps/Financial Derivatives – Products Pricing, Applications and Risk Management, 3rdEdition, Volume I
10. Kevin Dowd – Measuring Market Risk, 2nd Ed

Prerequisites for the course: Coursework of COI 403 (Business Research Methods)**Need for the course:**

An understanding of analytical techniques- descriptive, predictive, and prescriptive, is essential for a firm to assess and forecast the needs of its stakeholders, which then enables it to undertake steps for successfully addressing these needs.

Description of the course:

The course first introduces the various business analytics concepts, subsequently focusing on the descriptive and predictive analytical concepts. Subsequently, marketing and operational analytics will be taught to the students to provide practical examples on the use of business analytical concepts.

Learning objective:

To equip students with analytical skills with emphasis on software applications for data management and processing for managerial decision making.

Learning outcomes:

1. Explain various concepts in business analytics.
2. Perform predictive analytics on business data across various domains for the purpose of forecasting.
3. Show application of techniques of marketing analytics to understand market performance and identify prospects.
4. Perform operational analytics for the purpose of management of logistics and costs.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Problem solving
5. Self-study
6. Software (SPSS, R)

Syllabus:

UNIT 1: Introduction to Business Analytics	15 hours
Introduction, Modeling and Models: Graphic, Algebraic and Spread Sheet models – A seven step modelling process – Application of Business Analytics. Business intelligence for analytics: Data sourcing – Transaction processing systems, Benchmarks and external data sources, Survey tools, Analytical output, Data loading, Data warehouse – Importance, OLTP and OLAP, Data cubes, Data mart, Data structuring and transformation, Data Mining – Meaning, Techniques, Analytical Tools.	
UNIT 2: Predictive Analytics	15 hours
Probability Theorems, Random variable, Hypothesis testing, Chi-square test, t- Tests, ANOVA, Linear regressions, Introduction to R – Data structures, Graphical analysis, Descriptives, Scatterplots, Sensitivity and specificity, Application of SPSS in predictive	

analysis, CHAID, CART, Time series modeling – ARIMA, Autoregressive models, Forecasting and testing accuracy of forecasts, Logistic Regressions.

UNIT 3: Marketing Analytics **15 hours**

Factor analysis, Cluster Analysis, Segmentation, Discriminant analysis, Conjoint analysis, Perceptual map, Multiple correspondence analysis, Structural Equation Modeling, Direct Marketing techniques, Pricing analytics.

UNIT 4: Operational Analytics **15 hours**

Association Rule – Affinity analysis to understand purchase behavior – Understanding Apriori algorithm – Capturing the insightful association available in the transaction records – Analysis of output results to plan store layout, promotions and recommendations. Supply chain analytics, Demand forecasting, Inventory management – Location, cost and customer service trade-off issues, Sales and operational planning, Waiting line analysis.

Suggested readings:

1. Michael Minelli , Michele Chambers , Ambiga Dhiraj , Big Data, Big Analytics: Emerging Business Intelligence and Analytic Trends for Today's Businesses, John Wiley and Sons, Hoboken ,New Jersey, 2013.
2. R.N Prasad, Fundamentals of Business Analytics, Wiley India Pvt Ltd, 2012
3. Christian Albright and Wayne Winston, Business Analytics: Data Analysis and Decision Making, Cengage Learning.
4. Rahul Saxena and Anand Srinivasan, Business Analytics – Practitioner’s Guide, Springer.
5. Purba Halady Rao, Business Analytics: An Application Focus, Prentice Hall India.

Prerequisites for the course: Coursework of COI 302 (Auditing and Assurance)**Need for the course:**

Periodic internal audit is considered necessary in today's world to identify the risks faced by firms. Thus, through this course, students will gain an understanding on the concepts involved and the tools and techniques used in conducting internal audit.

Description of the course:

The course first explains the purpose and structure of internal audit. Then, internal audit tools and techniques will be taught to the students. Subsequently, audit report writing skills will be covered.

Learning objective:

To understand internal control and risk concepts; as well as train them in tools and techniques for conducting internal audit engagements.

Learning outcomes:

1. Explain the structure of internal audit function.
2. Design internal audit plans for firms with reference to COSO framework and upon identification of risks.
3. Apply tools and techniques of internal audit.
4. Write an internal audit report.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Structure of Internal Audit Function	15 hours
Definition, purpose, authority, and responsibility of the internal audit activity, significance, Need for internal audit, difference between internal and external audit, Changing focus of internal audit, Services provided by internal audit, Relationship of internal auditor with other functions, Board of directors, Audit committee and external auditor, Code of ethics for internal auditors, independence of internal auditor, Types of internal audit, Structure of internal audit – In-House, Co-sourced, Outsourced, In-sourcing the internal audit department, Internal audit teams.	
UNIT 2: Internal Control Frameworks and Audit Planning	15 hours
Types of Controls (e.g., preventive, detective, input, output, etc.), Control processes, system of internal controls COSO's Internal control framework, other control frameworks, Control self-assessment. Developing risk based internal audit plan – Types and categories of risks, Assessment of risks for audit planning, Risk identification and risk analysis, Internal audit risk evaluation. Determining audit universe, Types and levels of internal audit plans, Internal	

audit engagement work programme – Factors, Framing the programme, Advantages, Unplanned work.

UNIT 3: Internal Audit Fieldwork	20 hours
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Audit sampling, Assessment of sampling risk, Internal audit evidence – Qualities of good evidence, Nature and reliability of evidence, Audit evidence procedures, Testing procedures, strategies and techniques, Quantitative methods in internal audit, Technology in internal audit - CAATs, Interviewing skills, Documentation of audit evidence, Internal audit working papers, Internal audit record retention and disposal, Internal audit fieldwork templates.

UNIT 4: Internal Audit Reporting and Follow-Up	10 hours
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Internal audit report – Definition, objectives and function, Types of internal audit reports, Internal audit standard report, Stages in internal audit reporting – Discussion draft, Exit conference, Formal draft, Client response, Final report, Internal audit annual report to the Board, Client comments. Follow-Up – Follow-Up review, Follow-up report, Types of follow-up actions, Action follow-up policy,

Suggested readings:

1. V Venkataraman and N Sankara Narayana Pillai, Internal Auditing and Information Systems Auditing- Comprehensive Guide for Digital Era.
2. Patrick Nzechukwu, Internal Audit Practice from A to Z, Taylor and Francis (CRC Press).
3. Richard Cascarino and Sandy Esch, Internal Auditing – An Integrated Approach, Juta and Co. South Africa.
4. David Coderre, Internal Audit: Efficiency through Automation, John Wiley and Sons.
5. Ojha and Shweta, Manual of Internal Audit.
6. K H S Pickett, The Essential Guide to Internal Auditing, John Wiley and Sons.

Need for the course:

Sustainability has become an important component of businesses today, with greening of value chain activities considered a priority by most firms. An understanding of the organization-environment linkage and the steps that can be taken for ensuring sustainability in business operations is essential for students.

Description of the course:

The course first provides a comprehensive understanding on environmental management by firms and how accounting standards can be used in the process. Subsequently, students will learn about carbon markets and trading.

Learning objective:

To sensitize the students about environmental issues with particular reference to natural resources and provide comprehensive knowledge of environmental accounting. On completion of this course, students will be able to relate environmental issues and organizational actions and will also develop a detailed understanding of environmental accounting and carbon markets.

Learning outcome:

1. Relate environmental issues and organizational actions.
2. Develop a detailed understanding of environmental accounting and carbon markets.

Course methodology:

5. Lectures
6. Assignments
7. Case studies
8. Self-study

Syllabus:

UNIT 1: Management of Natural Resources	10 hours
Natural resources and related issues – Forest, Water, Mineral, Food, Energy, Land resources, Conservation of resources, Equitable use of resources for sustainable lifestyles. Ecosystem – Concept, Input and output of ecosystem, Characteristics of ecosystem, Ecological pyramids, Laws related to ecology.	
UNIT 2: Environmental Management	5 hours
Meaning, Sustainable development, Environmental impact assessment and its relevance, Environmental ethics, EIA inputs to project life cycle, Environmental costs, Earth summits, Eco-entrepreneurship, Typologies of Eco- entrepreneurs, Strategies to foster Eco-entrepreneurship.	
UNIT 3: Application of Specific Accounting Standards	10 hours
Consolidated and Separate Financial Statements (as per Ind AS) - Application of Industry specific and Transaction Specific Indian Accounting Standards (other than Business Combination, Financial Instruments and Share Based Payment) - Business Combinations and Accounting for Corporate Restructuring (including demerger) (as per Ind AS) - Accounting and Reporting of Financial Instruments (as per Ind AS) - Accounting for Share	

Based Payment (as per Ind AS) - Analysis of Financial Statements, Common defects in financial statements of corporate entities

UNIT 4: Carbon Markets and Trading

5 hours

Climate change, Emissions trading – Concept, Accounting of carbon credits – Concept of carbon credits, carbon currency, Emission market, Emission trading modalities, Emission market instruments, Kyoto protocol, International experiences in carbon trading.

Suggested readings:

1. Environmental Management, Behera, Himalaya Publishing House.
2. Environmental Management, Jadhav, Himalaya Publishing House.
3. Maria-Gabriella Baldarelli, Mara del Baldo, Ninel Neshov, Environmental Accounting and Reporting: Theory and Practice, Springer.
4. Paul Rokhardsson, Martin Benett, Jan Jaap Bouma, Stefan Schaltegger, Implementing Environmental Management Accounting – Status and Challenges, Springer.
5. Arnaud Brohe, Nick Eyre, Nicholas Howarth, Carbon Markets: An International Business Guide, Earthscan, New York.
6. A. N. Sarkar, Emissions Trading and Carbon Management, Pentagon Press.

Prerequisites for the course: Coursework of COC 702 (Security Analysis and Portfolio Management)

Need for the course:

Derivatives is a complex financial instrument that is gaining more and more prominence, due to the ability to provide hedging benefits and access to diverse types of assets and markets. Thus, an understanding of the concepts taught in this course will equip students with a good grasp of the purposes for which derivatives can be used.

Description of the course:

The course first introduces the evolution and purpose of a derivatives market. The various mechanisms, such as forward, futures, and options, and their application is then covered. Finally, use of strategies in currency and commodity derivatives markets will be discussed.

Learning objective:

To acquaint the students on the working mechanism of financial and commodity derivatives markets in India.

Learning outcomes:

1. Explain the evolution and role of derivatives market.
2. Understand the mechanism forward, futures and options market and show applications of these products in management of risk and making profits.
3. Show applications of strategies in currency and commodity derivatives markets in management of risks and short term gains.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Overview of Derivative Market	10 hours
Meaning – Definition – Need – Features – Types of Products – Types of Functions – History and Growth in India – Participants – Players – Functions – Exchange Trade versus OTC Regulatory Mechanism of Indian Derivatives Markets: The Role of SEBI – The role of Forward Commission – The Role of Derivative Exchanges in India – LC Gupta Committee Recommendation on Derivatives.	
UNIT 2: Futures and Forward Market	15 hours
Meaning – Types of Futures – Features - Specifications of Future Contracts - Futures Vs Forwards - Participants in Futures Contracts – Payoff's in Future Contracts – Futures Market Trading Mechanism in India – Types of Margins and computation of Margins – Computation of Positions in Futures (Including Problems) Pricing and Value of Futures Contract - Cost of Carry Models – Reverse Cost of Carry Model - Strategies in Future Contracts - Hedging – Arbitrage – Speculation — Index Futures – Features of Index Futures – Techniques for	

Estimating Variability of Stock Price - Construction of Index – Types of Index Construction Methods – Hedging with Index Futures. (Including Problems)

UNIT 3: Options Derivatives and Volatility of Risk Measurement	20 hours
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Options
 Meaning – Types of Options – Features of Options - Call Options – Put Options - Payoffs in Options – Moneyness in Options - Option Vs Futures - Option Positions – Option Margins — Trading Mechanism of Option Markets in NSE and BSE Option Strategies: Factors affecting the Pricing of Options- Covered Puts- Protective Puts – Put-Call Parity - Valuation of Options – Option Trading Strategies - Spreads – Straddles – Strangles – Strips (Including Problems)

Greek letters for Risk Measurement – Pricing of Options – Binomial Option Pricing Model (BSOP) - One Way Model – Two Way Model – Limitations of BSOP– Black – Scholes Option Pricing Model – Significance – Limitations (Including Problems)

UNIT 4: Currency and Commodity Derivatives	15 hours
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Currency Forwards – Currency Futures – Currency Options – Pricing – Trading Strategies – Interest rate Derivatives – Interest Rate Futures – Forward Rate Agreements (FRA) – Swaps – Options – Swaptions – Trading Strategies - Commodity Derivative Markets : Introduction – Products – Functions – Trading Mechanism in INDIA – Commodity Futures and Options – Pricing of Commodity Futures and Options – Strategies for Hedging Speculation and Arbitrage in Commodities Derivatives.

Suggested readings:

1. Hull C. John, “Options, Futures and Other Derivatives”, Pearson Educations Publishers,
2. David Thomas. W and Dubofsky Miller. Jr., Derivatives Valuation and Risk Management, Oxford University, Indian Edition.
3. ND Vohra and BR Baghi, Futures and Options, Tata McGraw-Hill Publishing Company Ltd.
4. Sunil K.Pameswaran, “Futures Markets: Theory and Practice” Tata-McGraw-Hill Publishing Company Ltd.
5. D.C. Patwari, Financial Futures and Options, Jaico Publishing House.
6. T.V. Somanathan, Derivatives, Tata McGraw-Hill Publishing Company Ltd.
7. S.C. Gupta, Financial Derivatives: Theory, Concepts and Problems, Prentice Hall of India.
8. S.P Srinivasan and Dr B. Janakiram , International Financial management, Biztantra, New Delhi.
9. Niti Bhasin, Banking and Financial Markets in India , New Century Publications
10. D. C. Patwari, Options and Futures- An Indian Perspective, Jaico Publishing House.
11. John Hull, Introduction to Futures and Options Markets, Prentice Hall.
12. Punithavati Pandian, Security Analysis and Portfolio Management, Vikas Publishing House.
13. Prasanna Chandra, Security Analysis and Portfolio Management, Tata McGraw Hill.
14. Nick Battley, Introduction to Commodity Futures and Options, Irwin
15. Richard Waldron, An Introduction to Commodity Trading, Quantum Publishing Company.
16. Russell Wasendorf, All About Commodities From the Inside Out, Probus Publishing.
17. J. D. Hamon, Advanced Commodity Trading Techniques, Windsor Books.

Need for the course:

As firms have begun to increasingly go global for obtaining maximum profits and serving diverse markets, they are faced with complex set of challenges. Thus, there exists a need for understanding these challenges and risks posed by entering and operating in international markets, so as to ensure that international operations are not hindered by a lack of understanding of the concepts involved.

Description of the course:

The course first introduces the various strategies that firms can opt for in order to enter a market. Subsequently, Indian FDI and trade policies will be discussed, followed by the role played by economic bodies such as WTO and trade blocs in shaping the international business frontiers.

Learning objective:

To acquaint the students with regulatory, commercial and operational aspects of international business.

Learning outcomes:

1. Identify appropriate strategy for entry in international business.
2. Discuss and debate issue in FDI and foreign trade policy in India.
3. Explain various forms of strategic alliances in international business.
4. Show familiarity with procedures in international business.
5. Explain the role of WTO and various international trade blocs and associations in international business.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to International Business Environment	15 hours
Nature and Scope of International Business, Importance – Domestic v/s International business - Drivers of IB - Evolution of IB - Theories of International Business – mercantilisms - Theory of Absolute Advantage - Theory of Comparative Advantage - National Competitive Advantage. Modes of International Business - Entry Strategies– Exporting – Licensing – Franchising – Strategic Alliance - Contract Manufacturing - Assembly - Integrated Local manufacturing, Foreign Investment. Meaning of Environment - Economic, Political, Socio-Cultural and Ethical, Legal, Technological Environment- Environment Dimensions-PEST to STEEPLE – Internal Environment and External Environment – SWOT Analysis –Various approaches to Assess competitiveness including Michael Porter's 5 Forces Model – Global Competitiveness Index.	
UNIT 2: Global Direct Investment and Foreign Trade Policy	15 hours

Foreign Direct Investment – Introduction, Theories of FDI, Benefits and Costs of FDI, FDI in India and abroad, Multinational Corporations – MNC Culture – Issues with MNEs- Taxation, Restrictive Trade Practices, Currency, Jurisdiction and Technology Transfer - Role of MNEs in host economy. Foreign Collaborations, Joint Ventures And Strategic Alliances – Foreign Direct Investment Policy, Industrial Policy – Kinds of Collaboration and Joint Ventures – Drafting of Agreement – Restrictive Clauses in the Foreign Collaboration/ Joint Venture Agreements – International Commercial Arbitration – Strategic Alliances — Meaning, Rationale, Types, Trends Alliances in New Competitive Environment, Strategic Alliance Failures, Managing Strategic Alliances. Foreign Trade Policy and Procedures— Introduction to Foreign Trade Policy Institutional Framework for Export Promotion – Export Incentives and Facilities - EPZ/FTZ/100%EOUs – Quality Control for Exports – Export Prospects for Select Products and Services – INCO Terms - International Commercial Arbitration – Shipment and Post shipment Finance -SEZ-Incentives and Benefits – Method of Realizing Export Payments and Ensuring Guaranteed Export Payment – Central Excise Clearance Formalities – Customs Regulations and Clearance Formalities for Exports and Imports— Duty DrawBack Claims Procedure – Foreign Trade Financing-Export and Import – Foreign Exchange Risk Management— International Credit Management – Warehousing – Instruments of Trade Policy and India's Trade Policy

UNIT 3: International Human Resource Management and Operations Management	15 hours
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International HRM – Nature and Scope - International HRM v/s domestic HRM - HR planning - Selection of expatriates - expatriates training - expatriates remuneration - expatriates failures and ways of avoiding – Repatriation - Employee relations. International Operations Management- Nature- Strategic issues—sourcing v/s vertical integration- facilities location –strategic role of foreign plants- international logistics- Logistics Framework- Concept, Objective and Scope - Transportation, Warehousing, Inventory Management, Packing and unitization, Control and Communication -Role of IT in Logistics, Logistics Service Firms and Third Party Logistics.

UNIT 4: International Economic Institutions and Anti-Dumping Duties	15 hours
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International Economic Institutions - World Bank (WB) - International Monetary Fund (IMF) - United Nations Conference on Trade and Development (UNCTD) - General Agreement on Tariff and Trade (GATT) - World Trade Organization (WTO) - Asian Development Bank (ADB) – structure – functions - Role in international business. International Economic Integration – SAARC – NAFTA – BRICS – European Union (EU) – ASEAN - structure – functions - Role in international business Anti-Dumping Duties WTO Provisionson Anti-Dumping-, Anti- Dumping Duties, Procedure and Developments – Regulatory Framework for Anti Dumping in India— Recent Anti Dumping Cases in India. Subsidies and Countervailing Duties – WTO Provisions Administration – Procedure and Emerging Trends – Regulatory Framework for Subsidies and Countervailing duties in India - Doha Development Round.

Suggested readings:

1. Vyuptakesh Sharan, International Business Management, Pearson Education, 2012.

2. Francis Cherunilam International Business Text and Cases, PHI Learning Pvt. Ltd, 2010.
3. Charles W.L. Hill and Arun K. Jain, International Business Competing in Global Marketplace, Tata McGraw Hill Publishing Company Ltd, 2009.
4. K Aswathappa, International Business, Tata McGraw Hill Publishing Company Ltd, 2010.
5. Anant Kumar Sundaram, J. Stewart Black, International Business Environment:, Prentice Hall, 1995.
6. Bennet, Roger, International Business, Financial Times, Pitman Publishing, London.
7. Bhattacharya, B., Going International: Response Strategies of the Indian Sector, Wheeler Publishing, New Delhi.
8. Danoes, John D. and Radebaugh, Lee H., International Business: Environment and Operations, Addison Wesley,
9. Hill, Charles W. L., International Business, McGraw Hill, New York

Need for the course:

Insurance has emerged as leading industry globally owing to the ability of firms to provide protection to those insured by them. However, the companies face various types of idiosyncratic risks, which determine the probability of success and failure. Thus, an understanding of the concepts involved is necessary to determine the type and scope of risks faced by insurance firms, and the methods by which such risks can be managed.

Description of the course:

The course focuses on providing a comprehensive understanding of the insurance business. Thus, it provides an overview of the computation procedures involved in pricing insurance products, followed by techniques for quantifying and evaluating risk posed to insurance companies.

Learning objective:

To enable students acquire expert knowledge of domain of insurance with its procedures and pricing and develop skills to perform quantitative evaluations required in insurance business.

Learning outcomes:

1. Show comprehensive knowledge of insurance business.
2. Perform necessary computation for pricing insurance products.
3. Understand the principles of risk management in insurance and perform quantitative evaluations for risk measurement and management.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study
5. Practical Problems
6. Application based softwares

Syllabus:

UNIT 1: Introduction to Insurance Business and General Insurance	15 hours
Definition of insurance - Characteristics of insurance – Principles of contract of insurance – General Concepts of Insurance – Insurance and hedging – Types of insurance – Insurance intermediaries. Life Insurance Business - Fundamental principles of life insurance – Basic features of life insurance contracts – Life insurance products – Traditional and unit-linked policies – Individual and group policies - With and without profit policies – Types of life insurance policies – Term insurance – Whole life insurance and its variants – Endowment insurance and its variants – Annuities – Claim settlement.	
UNIT 2: Pricing of Insurance Products	15 hours
Meaning of rate/premium, Objectives of rate making, Rate making in life insurance business – Basic methods of rate making – Net single premium – Net annual level premium – Premium concepts – Level premium – Basic premium – Office yearly premium – Premium tables – Tabular premium – Rebate – Extra premium – Rider	

premium – Bonus – Calculation of premium and bonus. *(Includes Practical Problems)*.
 Rate making in general insurance business – Principles – Basic methods of rate making –
 Judgment rating – Class rating – Merit rating.

UNIT 3: Introduction to Risk Management	15 hours
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Introduction to risk (i) The Concept of Risk (ii) Risk and Uncertainty: Distinction (iii) Classification of Risks (iv) Dynamic Nature of Risks (v) Types of Risk - Source and evaluation of risks (i) Identification and Sources of Risk (ii) Quantification of Risk and various methodologies (iii) Impact of Business Risk (iv) Identify and assess the impact upon the stakeholder involved in Business Risk (v) Role of Risk Manager and Risk Committee in identifying Risk Risk management (i) Concept of Risk Management (ii) Objective and Process of Risk Management (iii) Importance of Risk Management (iv) Risk Management techniques.

UNIT 4: Quantitative analysis and Credit Risk Measurement and Management	15 hours
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Quantitative analysis - Population and Sample Analysis - Bayesian analysis - Statistical inference and hypothesis testing - EWMA and GARCH Model - Volatility - Artificial Intelligence and Business Analytics - Credit risk measurement and management : Understanding the component of credit risk - Evaluating credit risk - Mitigating Credit risk - Qualitative and Quantitative techniques to manage risk - Credit scoring models.

Suggested readings:

1. George Rejda, Principles of Risk Management and Insurance, Pearson Education.
2. S. Balachandran, General Insurance, Insurance Institute of India.
3. S. Balachandran, Karve, Palav, Life Insurance, Insurance Institute of India.
4. M. Y. Khan, Indian Financial System, Tata McGraw-Hill.
5. Bharti Pathak, Indian Financial System, Pearson Education.
6. C. Arthur, William Jr., Michael Smith, Peter Young, Risk Management and Insurance, McGraw-Hill.
7. Trieschmann, Gustavson, Hoyt, Risk Management and Insurance, South Western College Publishing.
8. Gupta, P. K, Insurance and Risk Management, Himalaya Publishing House.
9. Insurance Theory and Praticce , Nalini Prava Tripathy and Prabir Pal, Prentice – Hall of India , Pvt Ltd, New Delhi.

Need for the course:

Econometric modeling is used for assessing the relationship between variables of interest. In finance, econometric modeling can be used for quantitatively determining project feasibility, forecasting trends, and making critical decisions.

Description of the course:

The course first introduces the process of econometric modeling, following which students will learn about the use of time series data and panel data for making important predictions.

Learning objective:

To equip the students with skills in advanced econometric techniques used in macroeconomics, accounting and financial economics.

Learning outcomes:

1. Explain the process of econometric modelling.
2. Perform analysis of time series data using advanced time series econometric methods.
3. Perform analysis of panel data using advanced panel data econometric methods.

Course methodology:

1. Lectures
2. Assignments
3. Case studies
4. Self-study

Syllabus:

UNIT 1: Introduction to Econometrics	10 hours
Meaning of econometrics, Applications of econometrics, Procedure of econometric analysis, Types of data in econometric modeling, Data preparation for econometric analysis, Sources of financial data, Theory of estimation – Point and interval estimates, Properties of good estimators, methods of estimation – OLS, Maximum likelihood and Method of moment estimation. Econometrics software applications, Basic working with econometrics applications (Eviews, Gretl, Stata, R or any other).	
UNIT 2: Regression Analysis	15 hours
Classical regression models (CLRM), Assumptions of CLRM, Bivariate models, Multiple Regression models, Regression with dummy variables, Violation of assumptions of CLRM – autocorrelation, multicollinearity, heteroscedasticity. Model specification and diagnostic testing, Hypothesis testing using regressions, Forecasting using regression analysis, accuracy of forecast.	
UNIT 3: Time Series Analysis	25 hours
Meaning and structure of time series, Stationarity in time series – Meaning, testing procedures for unit root; ARIMA modeling and Box-Jenkins approach, Vector autoregression (VAR) models – Forecast Error Variance Decomposition and Impulse Response Functions including generalized IRFs; Volatility models – ARCH, GARCH and	

its variants; Cointegration and error correction models (ECM), Granger causality tests, forecasting using time series models, Event study methodology.

UNIT 4: Panel Data Analysis and Logistic Regression

10 hours

Meaning and structure of panel data, Pooled regressions, Fixed effects models, Random effects models, Panel data unit root procedures, Panel cointegration tests; Logistic Regressions - Logit and Probit regression models.

Suggested readings:

1. Brooks, C., Introductory Econometrics for Finance, 2008, Cambridge University Press
2. Dimitriou Asteriou and, Stephen G. Hall, Applied Econometrics, 2011, Palgrave Macmillan
3. Gujarati, D., Basic Econometrics, 2003, McGraw-Hill
4. Gujarati, D., Essentials of Econometrics, 2006, McGraw- Hill
5. Greene, W., Econometric Analysis, 2003, Prentice Hall
6. Maddala and Lahiri, Introduction to Econometrics, 2009, Wiley India Edition
7. Ramanathan., Introductory Econometrics with applications, 2002, Thomson South-Western
8. Wooldridge J., Introductory Econometrics A modern Approach, 2002, South Western

Need for the course:

Intellectual Property Rights (IPR) is essential for a firm as the proprietary assets owned by it can be protected and deployed through its usage. Thus, an understanding of the IPR concept and the various associated regulations that exist globally, assists a firm in deriving optimal value from its assets.

Description of the course:

The course provides a comprehensive overview on the concept of IPR- what it covers and does not cover, the different types of assets covered under IPR- patents, trademarks, and copyrights, as well as the steps involved in registration of designs.

Learning objective:

To acquire advance knowledge of law and practices relating to intellectual property. On completion of this course, students will be able to exhibit good knowledge of the regulatory procedures in registration and management of intangibles.

Learning outcomes:

1. Gain a holistic understanding on IPR.
2. Exhibit expert knowledge of the regulatory procedures in registration and management of intangibles.

Course methodology:

1. Lectures
2. Group Assignments
3. Case laws
4. Self-study

Syllabus:

UNIT 1: Introduction	10 hours
Meaning, Relevance, Business Impact, Protection of Intellectual Property Copyrights, Trademarks, Patents, Designs, Utility Models, Trade Secrets and Geographical Indications Bio-diversity and IPR, Competing Rationales for Protection of Intellectual Property Rights, Introduction to the leading International Instruments concerning, Intellectual Property Rights: the Berne Convention, Universal Copyright Convention, The Paris Convention, Patent Cooperation Treaty, TRIPS, The World Intellectual Property Organization (WIPO) and the UNESCO	
UNIT 2: Patents	20 hours
Concept of Patent, Product / Process Patents and Terminology, Duration of Patents- Law and Policy Consideration Elements of Patentability,- Novelty and Non Obviousness (Inventive Steps and Industrial Application, Non- Patentable Subject Matter, Procedure for Filing of Patent Application and types of Applications, Procedure for Opposition, Revocation of Patents, Ownership and Maintenance of Patents, Assignment and licensing of Patents, Working of Patents- Compulsory Licensing, Patent Agent- Qualification and Registration Procedure, Patent Offices in India, Importance of Patent Information in Business Development, Patent search through Internet, Patent Databases, Publication of Patent	

Applications, Request for Examination, Process for Examination and Prosecution, Reissue and Reexamination.

UNIT 3: Trade Marks and Copyrights

20 hours

- a) Trademarks :** The rationale of protection of trademark as (a) an aspect of commercial and (b) of consumer rights, Definition and concept of Trademarks, Different kinds of marks (brand names, logos, signatures, symbols, well known marks, certification marks and service marks), Non Registrable Trademarks, Procedure for Registration of Trademarks, Opposition Procedure, Assignment/Transmission/Licensing of Trademarks, Infringement of Trademarks, Passing off Action, Offences and Penalties, International Conventions- Madrid Protocol, Domain Names, WIPO Internet Domain Name Process
- b) Copyrights:** Nature of Copyright, Works in which Copyrights subsist, Author and Ownership of Copyright, Rights Conferred by Copyright, Assignment, Transmission, Licensing of Copyrights, Infringement of Copyrights, Remedies and Actions for Infringement of Copyrights, Copyright Societies, Office, Board, Registration of Copyrights and Appeals, International Conventions, Copyright pertaining to Software/Internet and other Digital media, Remedies, especially, possibility of Anton Pillar Injunction Relief in India.

UNIT 4: Industrial Designs and Geographical Indications

10 hours

- a) Industrial Designs :** What is a Registrable Design, What is not a Design, Novelty and Originality, Procedure for Registration of Designs, Copyright under Design, Assignment, Transmission, Licenses, Procedure for Cancellation of Design, Infringement, Remedies.
- b) Geographical Indications :** Meaning and Nature, Who are entitled for registration, Conditions and Procedure for Registration, Offences and Penalties.

Suggested readings:

1. Manthan Janodia, Basic Concepts of Intellectual Property Rights, Manipal University Press.
2. Neeraj Pandey and Khushdeep Dharni, Intellectual Property Rights, Prentice Hall of India.
3. V K Ahuja, Law Relating to Intellectual Property Rights, Lexis-Nexis.
4. M K Bhandari, Law Relating to Intellectual Property Rights, Central Law Publications.
5. S R A Rosedar, Intellectual Property Rights, Lexis Nexis.
6. R Radhakrishnan and S Balasubranian, Intellectual Property Rights: Text and Cases, Excel Books.