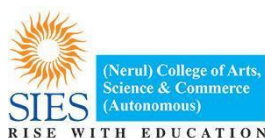


AC: 25/07/2023  
Item No. : 1.1.2



## SIES (Nerul) College of Arts, Science and Commerce (Autonomous) Syllabus for Approval

### B.COM (FINANCIAL MARKETS)

Sr. No.	Heading	Particulars
1	Title of the Programme	B.Com. (Financial Markets)
2	Eligibility for admission	HSC or Equivalent
3	Minimum Percentage for admission	45%
4	Passing Marks	40%
5	Semesters	I
6	Level	UG
7	Pattern	3-4 years & 6-8 semesters Choice Based Grading System
8	Status	New
9	To be implemented from	From Academic year 2023-24 in a progressive manner

Date: 25<sup>th</sup> July, 2023.

Signature:

Dr. Koel Roychoudhury  
AC Chairperson

Dr. Babita H. Kakkar  
Coordinator

Sri Chandrasekarendra Saraswati Vidyapuram, Plot I-C, Sector V,  
Nerul, Navi Mumbai – 400706 India

Tel No: 61196409, 61196410, 61196402, 61196413, 61196414, 61196415, 27708371

Fax No: 022-27713356, Email: [ascnsies@sies.edu.in](mailto:ascnsies@sies.edu.in) / [siesascn@yahoo.in](mailto:siesascn@yahoo.in) Website: [www.siesascn.edu.in](http://www.siesascn.edu.in)



**SIES (Nerul) College of Arts, Science and Commerce (Autonomous)**  
(Affiliated to University of Mumbai)  
**RE-ACCREDITED GRADE “A” BY NAAC (3<sup>rd</sup> CYCLE)**

**BOARD OF STUDIES**  
**SYLLABUS FOR**  
**B.COM (FINANCIAL MARKETS)**

**(WITH EFFECT FROM THE ACADEMIC YEAR 2023-2024)**

**OBJECTIVES OF THE PROGRAMME:**

1. To provide education, knowledge and professional development to students in the financial market.
2. To mentor and develop students in accordance with the needs of the financial markets.
3. To create an additional avenue for employability to the student and to provide suitable trained personnel for the Financial Services Sector.

**PROGRAMME OUTCOME**

1. The learner will develop the knowledge, skill and attitude to creatively and systematically apply the principles and practices of commerce, accountancy, finance, Business law, Business mathematics, Communication skills and Computer skills, Portfolio Management, Equity Research, Fundamentals and Operations of Financial Market Trading as well as legal framework in modern day business and non-business organizations.
2. The student will be able to exhibit self-confidence, awareness of general social issues and communicate effectively through digital and non-digital medium with accounting, commerce, management, business, professional fraternity and with society at large.
3. The student will be able to function effectively as an individual and as a member or leader in teams and in multidisciplinary settings by demonstrating skills, coping skills and human skills.

## SCHEME OF MODULES

<b>SEMESTE R I</b>			
<b>Serial No</b>	<b>Course code</b>	<b>Cred its</b>	<b>Course Name</b>
<b>I</b>	<b>Major Department Specific Course (DSC)</b>		
<b>1</b>	<b>U23FM1MJ01</b>	<b>04</b>	<b>Financial Accounting – I</b>
<b>II</b>	<b>Minor Department Specific Course</b>		
<b>1</b>	<b>U23FM1MI01</b>	<b>02</b>	<b>Business Economics – I</b>
<b>2</b>	<b>U23FM1MI02</b>	<b>02</b>	<b>Introduction to Financial System</b>
<b>III</b>	<b>Open Electives (OE)/ Generic Electives</b>		
<b>1</b>	<b>U23FM1E01</b>	<b>04</b>	<b>Business Mathematics</b>
<b>IV</b>	<b>VOCATIONAL COURSE (VC) &amp; SKILL ENHANCEMENT COURSE (SEC)</b>		
<b>1</b>	<b>U23FM1VSC01</b>	<b>02</b>	<b>Business Environment</b>
<b>2</b>	<b>U23FM1SEC01</b>	<b>02</b>	<b>Basics of Securities Market</b>
<b>V</b>	<b>ABILITY ENHANCEMENT COURSE(AEC)/VALUE EDUCATION COURSE (VEC) / INDIAN KNOWLEDGE SYSTEM (IKS)</b>		
<b>1</b>	<b>U23FM1AEC01</b>	<b>02</b>	<b>Effective Communication Skills – I</b>
<b>2</b>	<b>U23FM1VEC01</b>	<b>02</b>	<b>Understanding Indian Society and Constitutional Values</b>
<b>3</b>	<b>U23FM1IKS01</b>	<b>02</b>	<b>Indian Ethos in Business Management</b>
<b>TOTAL CREDITS</b>		<b>22</b>	

BOS	Accountancy
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Financial Accounting – I
Course Code	U23FM1MJ01
Course Type	Major Department Specific Course (DSC)
Course Credit	04

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To study the identification, recording, classification and summarization of business transactions.
2. To study the computation of Profit/Loss by comparing the incomes with expenses relating to a particular period.
3. To know the financial position of business by recording assets and liabilities of business.
4. To study proper classification of expenditure and receipts to ascertain correct profit/loss and financial stability and position of business.

Sr. No	Syllabus	No. of lectures
<b>01</b>	<b>Module -1 – Introduction to Accounting</b> Definition, meaning and scope of accounting, persons interest in accounting disclosure, Branches of accounting, Accounting Principles and Accounting Standards, Treatment of Capital and Revenue Expenditure and Receipts.	<b>15</b>
<b>02</b>	<b>Module-2 – Accounting Process</b> Journal, ledger, subsidiary books, Trial Balance, Financial Accounting framework.	<b>15</b>
<b>03</b>	<b>Module-3 – Accounting for Depreciation</b> Depreciation Accounting; Methods of recording depreciation and methods of providing depreciation. Practical problems on straight line method and reducing balance method.	<b>15</b>
<b>04</b>	<b>Module-4 - Preparation of Final Accounts</b> Final Accounts of Sole Traders: Manufacturing Account, Trading, Profit & Loss Account and Balance sheet, Final Accounts of Partnership Firm: Manufacturing Account, Trading, Profit & Loss Account and Balance sheet.	<b>15</b>

**Course Outcome:**

1. Students will be able to describe and explain the meaning, scope of accounting, Accounting disclosure, branches of accounting and Accounting Concepts and Accounting Standards, Treatments of Capital & Revenue
2. Students will be able to classify and solve Journals, Ledger, Subsidiary Books, Trial Balance and Financial Accounting framework.
3. Students will be able to analyse and solve depreciation accounting: Methods of recording depreciation.
4. Students will be able to solve and examine the Final Accounts of Sole Traders - Manufacturing Account, Final Accounts of Sole Traders - Trading, Profit & Loss Account and Balance sheet and Final Accounts of Partnership Firms - Manufacturing Account, Trading, Profit & Loss Account and Balance sheet.

**Reference Books:**

- Fundamental of Accounting and Financial Analysis: By Anil Choudhary (Pearson education)
- Indian Accounting Standards and IFRS for non-financial executives: By T.P. Ghosh– Taxman
- Introduction to Accountancy by T.S. Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advanced Accountancy by R.L Gupta and M. Radhaswamy, S. Chand and Company (P) Ltd., New Delhi
- Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Financial Accounting by Lesile Chandwichk, Pentice Hall of India Adin Bakley (P) Ltd., New Delhi

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 40 marks
- Semester end examination 60% i.e. 60 marks

### (A) Internal Assessment 40 marks

Description	Marks
Internal Tests of 20 Marks each Q.1 Multiple choice Questions/True or False - 10 Marks Q.2. Attempt 2 questions out of 3 questions (5 marks each) - 10 Marks	20
One Project and Viva voce/Presentation/Case studies/Assignments	15
Attendance and Class Behavior	5
Total	40

### B) Semester end examination 60 marks

#### PAPER PATTERN

Duration : 2 hours	
Total Marks: 60	
Q.1 15 Marks OR 15 marks	15
Q.2 15 Marks OR 15 marks	15
Q.3 15 Marks OR 15 marks	15
Q.4 15 Marks OR 15 marks Three short notes of 5 Marks each or Case study	15
Total	60
Note: 1. Q.1, 2 and 3 - 15 Marks question may be divided into sub questions if required. 2. Q.4 May include theory (short notes) /Case Study in one of the options.	

**Passing criteria: Minimum 40% in Internal (16 out of 40) and 40% (24 out of 60) in semester end examination.**

BOS	Economics
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Business Economics – I
Course Code	U23FM1MI01
Course Type	Minor Department Specific Course
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

- To examine the basic principles of Business Economics and their applications in business decisions
- To orient students with cost, output and pricing decisions based on different market structures.

**Course Outcomes:**

- Students will be able to explain basic principles of Business Economics and its applications in the real world.
- Students will be able to classify market structures with respect to various economic variables.

Sr. No	Syllabus	No. of lectures
01	<b>Module -1: Fundamental Concepts and Business Decision Principles</b> <ul style="list-style-type: none"> <li>• <b>Scope and Importance</b> of Business Economics, basic tools of Economic Analyses.</li> <li>• <b>Demand and Supply Analyses</b>-Various Concepts of Demand, Law of Demand, Nature of Demand Curve under different markets, Law of Supply.</li> <li>• <b>The basics of market demand</b>, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium.</li> <li>• <b>Elasticity of Demand</b>- significance, types and measurement of elasticity of demand (Price, income cross and promotional)</li> <li>• <b>Demand estimation and forecasting:</b> Meaning and significance - methods of demand estimation : survey and statistical methods <i>(numerical illustrations, Case Study)</i></li> </ul>	15

02	<p><b>Module-2: Production Function, Cost concepts and Market structure</b></p> <ul style="list-style-type: none"> <li>• <b>Production function:</b> Meaning, Types of Production Function, Law of Variable Proportions, Concept of isoquants, Theories of Production – Short Run Production Function-Law of Variable Proportions, Long run production function and Laws of Returns to Scale, Least Cost Factor Combination for a given output.</li> <li>• Economies and diseconomies of Scale.</li> <li>• <b>Cost concepts:</b> Accounting cost and economic cost, implicit and explicit cost, Opportunity Cost, fixed and variable cost - total, average and marginal cost –Behavior of Cost and Cost Output Relationship in the Short Run and Long Run (<i>hypothetical numerical problems</i>), LAC and Learning curve</li> <li>• <b>Break even analysis</b> (<i>with business applications- case Studies</i>)</li> <li>• <b>Market structure: Perfect Competition</b> –Features, Short run and long run equilibrium of a firm and of industry.</li> <li>• <b>Monopoly</b> – Features, Short run and long- run equilibrium of a firm under Monopoly, Price Discrimination under Monopoly.</li> <li>• <b>Monopolistic competition:</b> Features, Equilibrium of a firm under monopolistic competition, Product differentiation.</li> <li>• <b>Oligopolistic markets:</b> key attributes of oligopoly - Collusive and non- collusive oligopoly market - Price rigidity - Cartels and price leadership models.</li> </ul>	15
----	--	----

#### REFERENCES:

- Mehta, P.L.: Managerial Economics – Analysis, Problem and Cases (S. Chand & Sons, N. Delhi, 2000)
- Hirchey .M., Managerial Economics, Thomson South western (2003)
- Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)
- Frank Robert. H, Bernanke. Ben S., Principles of Economics (Tata McGraw Hill (ed.3)
- Gregory Mankiw., Principles of Economics, Thomson Southwestern (2002 reprint)
- Samuelson & Nordhaus.: Economics (Tata McGraw Hills, New Delhi, 2002)
- Pal Sumitra, Managerial Economics cases and concepts (Macmillan, New Delhi,2004)



## **SCHEME OF EXAMINATION**

The scheme of examination shall be divided into two parts:

- **Internal assessment 40% i.e. 20 marks**
- **Semester end examination 60% i.e. 30 marks**

### **(A) Internal Assessment 20 marks**

<b>Description</b>	<b>Marks</b>
Internal tests of 10 marks each Q.1. Multiple choice Questions/True or False - 5 Marks Q.2. Attempt 1 question out of 3 questions (5 marks each)- 5 Marks	10
One Project and Viva voce/Presentation/Case studies/Assignments	5
Attendance and Class behavior	5
Total	20

### **(B) Semester end examination 30 marks**

#### **PAPER PATTERN**

Duration : 1 hour	
Total Marks: 30	
Q.1 10 marks OR 10 marks	10
Q.2 10 marks OR 10 marks	10
Q.3 10 marks OR 10 marks Two short notes out of four for 5 marks each/ numerical/ case study	10
Total	30
Note: Q.1, 2 - 10 marks question may be divided into sub questions if required. Q.3 May include theory (short notes) / Numerical/ case study in one of the options.	

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination.**

BOS	Accountancy
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Introduction to Financial System
Course Code	U23FM1MI02
Course Type	Minor Department Specific Course
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To provide students with the complete understanding of Indian financial system and its evolution.
2. To give an overview of financial markets, its classification and importance.

Sr. No	Syllabus	No. of lectures
01	Module-1: Introduction to the Financial System. An introduction to the financial system, Overview of financial system, Functions of a financial system, Evolution of financial systems (capital market oriented), Financial systems in India compared with those in developed nations and developing nations. Constituents of the financial system and interrelationships between various components.	15
02	Module-2: Financial Markets. Capital markets, Money Markets, Foreign Exchange Market, Commodity Markets, derivative Markets, Meaning, classification and structure, sub-segments, Role played, participants.	15

**Course outcomes:**

1. After the successful completion of the course the student will have Knowledge about Indian financial system as well as a brief understanding of financial systems in other nations.
2. Students will be aware about financial markets and its types.

**References:**

1. Indian Financial System, Machiraju.R.H, Vikas Publishing House.
2. Indian Financial System, Khan M.Y Tata Mcgraw Hill.
3. The Indian Financial System, Desai, Vasantha Himalaya Publishing House.

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks each Q.1 Multiple choice Questions - 05 Marks Q.2. Attempt 01 questions out of 3 questions (5 marks each)- 05 Marks	10
Role Plays /Group Discussion/Mock Interviews/Presentation/Case studies/Assignments	05
Attendance and Class behavior	05
Total	20

### B) Semester end examination 30 marks

Question no.1	A) Descriptive Question OR B) Short Notes -2 out of 3 (5 Marks each) Module no.1	10 Marks
Question no.2	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.2	10 Marks
Question no.3	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.3	10 Marks

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination.**

BOS	Mathematics
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Business Mathematics
Course Code	U23FM1E01
Course Type	Open Electives (OE)
Course Credit	04

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To provide students knowledge of basic mathematics used in routine business operations.
2. To enable students to calculate profit/loss in absolute as well as in percentage terms.
3. To enable them to calculate the returns (simple and compound), on lump sum investments in banking etc.
4. To enable them to calculate the returns on investments in various financial instruments like shares and mutual funds.

Sr. No	Syllabus	No. of lectures
<b>01</b>	<b>Module -1- Ratio, proportion and percentage</b> Ratio- definition, continued ratio, Inverse Ratio. Proportion - Continued proportion, Direct proportion, Inverse proportion, Variation – Inverse variation, Joint Variation. Percentage - Meaning and computation of percentage	<b>15</b>
<b>02</b>	<b>Module-2 –Profit and Loss</b> Terms and formulae, Trade discount, cash discount Problems involving cost price, selling price, Trade discount, cash discount. Introduction to commission and brokerage --- problems on commission and brokerage.	<b>15</b>
<b>03</b>	<b>Module-3 –Interest and Annuity</b> Simple interest, Compound interest Equated monthly instalments, reducing balance and flat rate of interest. Annuity immediate: Present value and future Value, Stated annual rate and effective annual rate.	<b>15</b>
<b>04</b>	<b>Module-4 –Shares and Mutual fund.</b> Shares- concept, Face value, Market value, Dividend, equity shares, preference shares, Bonus shares. Mutual fund - simple problems on calculation of Net income after considering Entry load, Exit load problems on dividend and change in Net asset Value.	<b>15</b>

**Course Outcomes:**

1. After the successful completion of the course the student will have thorough understanding of concepts like Ratios, proportion, percentages and their utility in modern business.
2. Knowledge of computing trade discount, cash discount, commission, brokerage, and profit percentages.
3. Knowledge of simple and compound interest, and its calculations
4. Thorough understanding of the concept of Annuity, EMI, and its calculations.
5. Knowledge about shares and its types, Mutual funds and its schemes, NAV, computation of returns from investment in shares and mutual funds.

**Reference Books:**

1. Business Mathematics -by Cheryl Cleaves and Margie Hobbs published by Hall.
2. Business Mathematics- by Dr. Padmalochan Hazarika published by Chand.
3. Mathematical Statistics -by Roy Sharma and Choudhary.

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 40 marks
- Semester end examination 60% i.e. 60 marks

### (A) Internal Assessment 40 marks

Description	Marks
Internal Tests of 20 Marks each Q.1 Multiple choice Questions/True or False - 10 Marks Q.2. Attempt 2 questions out of 3 questions (5 marks each) - 10 Marks	20
One Project and Viva voce/Presentation/Case studies/Assignments	15
Attendance and Class Behavior	5
Total	40

### B) Semester end examination 60 marks

#### PAPER PATTERN

Duration : 2 hours	
Total Marks: 60	
Q.1 15 Marks	15
Q.2 15 Marks	15
Q.3 15 Marks	15
Q.4 15 Marks Three short notes of 5 Marks each or Case study	15
Total	60
Note: 1. Q.1, 2 and 3 - 15 Marks question may be divided into sub questions if required. 2. Q.4 May include theory (short notes) /Case Study in one of the options.	

**Passing criteria: Minimum 40% in Internal (16 out of 40) and 40% (24 out of 60) in semester end examination.**

BOS	Commerce
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Business Environment
Course Code	U23FM1VSC01
Course Type	Vocational Course (VC)
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

- To understand the internal and external business environment.
- To identify and analyze potential opportunities for growth and innovation, as well as potential threats external environment.
- Business Environment education helps in to developing decision-making skills by providing a comprehensive understanding of the business.
- To understand rapidly changing business landscape where businesses need to adapt quickly to stay competitive.
- To develop responsible business leadership skills

Sr. No	Syllabus	No. of lectures
<b>01</b>	<b>Module -1- Business and its Environment</b> Business Objectives, Dynamics of Business and its Environment, Types of Business Environment b) Environmental Analysis: Importance, Factors, PESTEL Analysis, SWOT Analysis	<b>08</b>
<b>02</b>	<b>Module-2 -.2 Business and Society</b> a) Business Ethics: Nature and Scope of Ethics, Ethical Dilemmas, Corporate Culture and Ethical Climate	<b>07</b>
<b>03</b>	<b>Module-3 Entrepreneurship and Economic Development</b> Development of Business Entrepreneurship: Entrepreneurship and Economic Development, Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, Entrepreneurship as a Career Option	<b>08</b>
<b>04</b>	<b>Module-4 Consumer Protection Act 1986</b> Consumerism and Consumer Protection: Consumerism in India, Consumer Protection Act 1986	<b>07</b>

## **Course Outcome**

- Students would gain a comprehensive understanding of the essential aspects of the business. Will also be able to understand the business objectives, the ever-changing dynamics of the industry, and the broader business environment and analyze it.
- Students will also develop strong perception about various concepts of business ethics, ethical dilemmas, corporate culture and ethical climate.
- Study of entrepreneurship will empower students with the knowledge and skills necessary to identify opportunities, create successful business ventures, and navigate the challenges of the entrepreneurial journey.
- Including Consumer Protection Act 1986 will equip students with the knowledge and skills to be informed consumers and contribute to promoting a fair and equitable marketplace. Additionally, it also will help interested students in legal professions to understand the legal framework for consumer protection in India.

## **References:**

- Business Environment Text and Cases by M.B. Shukla, Taxman Publications, New Delhi
- Global Economy and Business Environment by Francis Cherunilam, Himalaya Publication House, Mumbai
- Business Environment: Text and Cases by Francis Cherunilam, Himalaya Publication House, Mumbai
- Indian Economy by Dutt and Sundaram, S. Chand and Company Pvt. Ltd., New Delhi
- Essentials of Business Environment by K. Aswathappa, Himalaya Publication House, Mumbai
- Business Environment by Justin Paul, Tata McGraw Hill Education Pvt. Ltd., New Delhi
- Indian Economy by Misra and Puri, Himalaya Publishing House, Mumbai
- Entrepreneurial Development by S.S. Khanka, S. Chand and Company Pvt. Ltd., New Delhi
- Dynamics of Entrepreneurship by Vasanta Desai, Himalaya Publishing House, Mumbai
- Entrepreneurship and Small Development Business Management by C.B. Gupta and S.S. Khanka, Sultan Chand and Sons, New Delhi
- Entrepreneurship by David H. Holt, PHI Learning Pvt. Ltd., New Delhi
- Management of Small-Scale Industries by Vasant Desai, Himalaya Publishing House, Mumbai



## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks each Q.1 Multiple choice Questions - 05 Marks Q.2. Attempt 01 questions out of 3 questions (5 marks each)- 05 Marks	10
Role Plays /Group Discussion/Mock Interviews/Presentation/Case studies/Assignments	5
Attendance and Class behavior	5
Total	20

### (B) Semester end examination 30 marks

#### PAPER PATTERN

Question no.1	A) Descriptive Question OR B) Short Notes -2 out of 3 (5 Marks each) Module no.1	10 Marks
Question no.2	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.2	10 Marks
Question no.3	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.3	10 Marks

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination.**

BOS	Accountancy
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Basics of Securities Market
Course Code	U23FM1SEC01
Course Type	Skill Enhancement Course (SEC)
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To understand the basic concepts of Indian Securities Market.
2. To know the various Processes involved in analysis of Equity Markets.
3. To analyse Stocks using fundamental and technical analysis tools.

Sr. No	Syllabus	No. of lectures
01	<b>Module 1: Introduction to Securities Market</b> <ol style="list-style-type: none"> <li><b>1. Understanding Securities Markets and Performance</b> <ol style="list-style-type: none"> <li>1.1 Securities: Definition Features and Role of Securities Markets, Economical Impact of Securities Market.</li> <li>1.2 Security Markets: Structure, Types of Markets &amp; Securities.</li> </ol> </li> <li><b>2. Equity Market: Features, Concepts and Analysis</b> <ol style="list-style-type: none"> <li>2.1 Equity Markets: Meaning, Features of Equity Securities, Risk and Return from Investing in Equity.</li> <li>2.2 Equity Analysis and Valuation: How Equity Shares Move, Concept of Demand &amp; Supply, Market News Effect &amp; Analysis, How Company Performance affect the Share Prices.</li> </ol> </li> </ol>	12
02	<b>Module 2: Introduction to Analysis of Equity Shares</b> <ol style="list-style-type: none"> <li><b>1. Fundamental Analysis:</b> <ol style="list-style-type: none"> <li>1.1 Meaning, Features, Advantages &amp; Disadvantages, Regulatory Framework.</li> <li>1.2 Methods of Analysis – Top Down, Bottom Up.</li> <li>1.3 Documents Published by the Company – Meaning &amp; Features. Of Red Hearing Prospectus (RHP), Balance sheet, Profit &amp; Loss A/c and Cash Flow Statement.</li> </ol> </li> <li><b>2. Technical Analysis:</b> <ol style="list-style-type: none"> <li>2.1 Meaning, Features, Advantages &amp; Disadvantages.</li> <li>2.2 Basic Assumptions &amp; Principles of Technical Analysis.</li> <li>2.3 Dow Theory – Trend Identification.</li> </ol> </li> </ol>	18

## **Course Outcome**

After studying the course, you should know about:

1. the key features and role of the securities market.
2. securities market structure, regulators of the securities market, market participants and design of primary market & secondary market.
3. fundamental analysis to envisage the movement of stock price.
4. principles, assumptions of technical analysis and market movements through technical analysis

The course covers a gamut of skills and knowledge required to move from analysis of equity, to investing & trading.

## **Reference Books:**

- Let's Talk Money: You've Worked Hard for It, Now Make It Work for You – Monika Halan.
- Coffee Can Investing: The Low-Risk Road – Saurabh Mukherjea.
- The Joys of Compounding – Gautam Baid.
- And Introduction to Technical Analysis – CMT Level 1 Curriculum – Chartered Market Technician Association.
- National Institute of Securities Market – Securities Market Foundation Reference Book – Taxman Publications.
- Security Analysis by Benjamin Graham and David L. Dodd, McGraw Hill.
- Technical Analysis of the Financial Markets by John J. Murphy, New York Institute of Finance.

## **Reference Links:**

- <https://www.nseindia.com/learn/self-study-ncfm-modules-foundation-securities-market>
- [https://www1.nseindia.com/invest/resources/download/Basics\\_of\\_finmkts.pdf](https://www1.nseindia.com/invest/resources/download/Basics_of_finmkts.pdf)
- <https://static.nseindia.com/s3fs-public/2021-01/TECHNICAL%20ANALYSIS.pdf>

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks Q.1 Multiple choice Questions/True or False - 5 Marks Q.2. Attempt 1 question out of 2 questions- 5 Marks	10
One Project	5
Attendance and Class behavior	5
Total	20

### B) Semester end examination 30 marks

#### PAPER PATTERN

Duration : 1 hour	
Total Marks: 30	
Q.1 10 marks OR 10 marks	10
Q.2 10 marks OR 10 marks	10
Q.3 10 marks OR 10 marks	10
Total	30

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination**

BOS	Commerce
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Effective Communication Skills – I
Course Code	U23FM1AEC01
Course Type	Ability Enhancement Course (AEC)
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To develop an awareness among learners about the complexity of communication process.
2. To develop effective letter writing skills among students with reference to prescribed layouts and formats.
3. To demonstrate the effective use of communication skills applicable for the employability in present situation.

**Course Outcomes:**

1. Learner will be aware about the general nature of Communication process.
2. Learner will be able to write business letters in prescribed layouts and formats.
3. Learner will be able to use different types of oral and written skills to face employability conditions.

Sr. No	Syllabus	No. of lectures
<b>01</b>	<b>Module-1: Theory of Communication</b> Introduction and Process of Communication, Channels of Communication: Formal /Informal, Vertical, Downward, Upward, Horizontal, Grapevine, Methods of Communication: Verbal/Nonverbal, Barriers in Communication: Physical, Linguistic, Psychological, Sociocultural, Mechanical, Modern Modes of Communication	<b>10</b>
<b>02</b>	<b>Module-2: Business Correspondence -1</b> Theory of Business Letter Writing, 7 Cs of Writing, Format of Letter Writing, Full Block Format, Modified Block Format, Parts of Letter: Major Parts/Minor Parts, Personnel Correspondence: Job Application Letter, Resume, Job Acceptance Letter, Resignation Letter, Recommendation Letter. Professional E mail Writing: Format, Principles of E-mail writing	<b>10</b>
<b>03</b>	<b>Module-3: Language and Writing Skills</b> Paragraph Writing: Developing an idea, Use of appropriate linking devices, Interpretation of Data, Composition on given situation Listening Comprehension, Public Speaking Skills, ICT Enabled Communication, Appropriate use of Non-Verbal Communication, Multilingual Competency.	<b>10</b>

**Reference Books:**

1. A Handbook of Commercial Correspondence by Ashley, A, Oxford University Press, 1992.
2. Basic Business Communication: Skills for Empowering the Internet Generation by Raymond Lesikar and Marie Flatley, 9<sup>th</sup> Edition, Tata McGraw Hill, New Delhi, 2002.
3. Business Communication by D Chaturvedi and Mukesh Chaturvedi, Third Edition, Pearson Publications Ltd, 2013.
4. Business Communication by Meenakshi Raman and Prakash Singh, Oxford University Press, 2007.
5. Business Communication Strategies by Monippally, Matthukutty, M, Tata McGraw Hill New Delhi, 2001.
6. Effective Business Communication by Herta Murphy, Herbert Hildebrandt, Jane Thomas, McGraw Hill Education, 2009.
7. Effective Communication by Balan K.R. and Rayadu C.S., Beacon Publication, New Delhi, 1996.
8. Effective Technical Communication by M.Ashraf, Rizvi, McGraw Hill Publications, 2006.

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks each Q.1 Multiple choice Questions - 05 Marks Q.2. Attempt 01 questions out of 3 questions (5 marks each)- 05 Marks	10
Role Plays /Group Discussion/Mock Interviews/Presentation/Case studies/Assignments	05
Attendance and Class behavior	05
Total	20

### B) Semester end examination 30 marks

Question no.1	A) Descriptive Question OR B) Short Notes -2 out of 3 (5 Marks each) Module no.1	10 Marks
Question no.2	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.2	10 Marks
Question no.3	A) Descriptive Question OR B) Short Notes-2 out of 3 (5 Marks each) Module no.3	10 Marks

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination.**

BOS	Commerce
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Understanding Indian Society and Constitutional Values
Course Code	U23FM1VEC01
Course Type	Value Education Course (VEC)
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To understand the pluralistic nature of Indian society.
2. To understand diversity as difference and disparity as inequality.
3. To sensitize about the economic and social disparities.
4. To understand the philosophy and structure of the Constitution of India and government bodies working at different levels of government administration

Sr. No	Syllabus	No. of lectures
01	<p>Unit-I <u>Salient features of Indian Society</u></p> <ul style="list-style-type: none"> <li>● Understand the multi-cultural diversity of Indian society through its demographic composition: Population distribution according to religion, caste, geographical location and gender and age. (3)</li> <li>● Co-existence of traditionalism and Modernism in Indian Society (1)</li> <li>● Values emerging from the diversity in Indian Society (1)</li> </ul>	05
02	<p>Unit-II <u>Challenges of Diversity to Unity</u></p> <p>Disparity Arising out of-</p> <ul style="list-style-type: none"> <li>● Regionalism and Linguism-Meaning, causes and Impact (2)</li> <li>● Casteism and Communalism - Meaning, History, measures to solve these problems. (2)</li> <li>● Social Inequalities: Meaning, Causes and Effects, (1)</li> <li>● Gender Inequalities- Treatment and exclusiveness of Women and Other Genders in the society (2)</li> <li>● Economic/ Wealth Inequalities-Class System and Economic Segregation of the Society (2)</li> <li>● Measures to improve Equality and Social Justice in the society (1)</li> </ul>	10



<b>03</b>	<b>Unit-III <u>Constitutional Values</u></b> <ul style="list-style-type: none"> <li>● Philosophy of the Constitution as set out in the Preamble (2)</li> <li>● Features of the Constitution (2)</li> <li>● Fundamental Rights (2)</li> <li>● Fundamental Duties (1)</li> <li>● Directive Principles of State Policy (1)</li> <li>● Federal structure (2)</li> </ul>	<b>10</b>
<b>04</b>	<b>Unit-IV <u>Significant Aspects of Political Processes</u></b> <ul style="list-style-type: none"> <li>● The party system in Indian politics; (2)</li> <li>● Local self -government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics (2)</li> <li>● Role and significance of women in politics (1)</li> </ul>	<b>05</b>

**Course Outcomes:**

- The learners will comprehend the multicultural diversity of Indian society through its demographic composition.
- The learners would appreciate diversity and acknowledge the differences and social stratification which arise out of diversity in Indian Society.
- Learners will understand the concept and structure of the Indian Constitution.
- The students shall understand and analyze the fundamental rights and political process in India.

## References:

- ISocial and Economic Problems in India, Naseem Azad, R Gupta Pub (2011)
- Indian Society and Culture, Vinita Padey, Rawat Pub (2016)
- Urbanisation in India: Challenges, Opportunities & the way forward, I J Ahluwalia, Ravi Kanbur, P K Mohanty, SAGE Pub (2014)
- Regional Inequities in India Bhat L SSSRD- New Delhi
- The Problems of Linguistic States in India, Krishna Kodesia Sterling Pub
- Problems of Communalism in india, Ravindra Kumar Mittal Pub
- Combating Communalism in India: Key to National Integration, Kawal Kishor Bhardwaj, Mittal Pub
- Khare, R. S. (1998). Cultural diversity and social discontent: Anthropological studies on contemporary India.
- Ganesh, K., & Thakkar, U. (Eds.). (2005). Culture and the making of identity in contemporary India. SAGE Publications India.
- Das, B., & Khawas, V. (2009). Gender issues in development: concerns for the 21st century. (No Title).
- Mandal, B. P. (2011). Cultural Sociology. Centrum Press.
- Rapport, N. (2014). Social and cultural anthropology: The key concepts. Routle
- Oxford Concise Dictionary of Politics, Iain Mclean / Alistair McMillan, Oxford University Press
- Politics, 2nd Edition, Andrew Heywood, Ane Books.
- Dictionary of Politics, D. Robertson, Penguin Books India.
- An Introduction to Political Theory, Gauba, O. P., Macmillan
- Political ideas and concepts : An introduction, Heywood Andrew, Macmillan, Houndmills
- Political ideologies : An introduction, Heywood Andrew, Macmillan, Houndmills
- Oxford Companion to Politics of the World, Krieger Joel Joseph William A Kahler Miles Nzongola – Ntalaja Georges Stallings Barbara B. Weir Margaret, Oxford University Press New York.
- Political Theory, Das Hari Hara and Chaudhari B. C., National Publishing House.
- Introduction to the Indian Constitution, Basu D.D., Wadhwa Publications.
- An Introduction to the Constitution of India, Pylee M V, Vikas Publishing House.
- Introduction to the Constitution of India, Sharma, Brij Kishore, Prentice-Hall of India.
- Our Constitution Kashyap Subhash, National Book Trust.
- Indian Policy for Preliminary Examination, Lakshmikant, Tata McGraw Hill.

- Indian Government and Politics, Narang A.S., Gitanjali Publishing House, New Delhi.
- Introduction to Media and Politics, Sarah Oates, Sage publishers.
- Principles of Modern Political Science, J.C. Johari, Sterling publishers

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks Q.1 Multiple choice Questions/True or False - 5 Marks Q.2. Attempt 1 question out of 2 questions- 5 Marks	10
One Project and Assignment	05
Attendance and Class behavior	05
Total	20

### (B) Semester end examination 30 marks

#### PAPER PATTERN

Duration : 1 hour	
Total Marks: 30	
Q.1 10 marks OR 10 marks	10
Q.2 10 marks OR 10 marks	10
Q.3 10 marks OR 10 marks	10
Total	30

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination.**

BOS	Accountancy
Class	F.Y.B.Com. (Financial Markets)
Semester	I
Course Name	Indian Ethos in Business Management
Course Code	U23FM1IKS01
Course Type	Indian Knowledge System (IKS)
Course Credit	02

**1 credit - 15 lectures**

**1 lecture is 60 minutes**

**Course Objectives:**

1. To understand the concept of Indian Ethos in Management of Business
2. To link the Traditional Management System to Modern Management System through various Scriptures
3. To understand the Evolution of Learning Systems in India
4. To Understand the Law of Karma in Indian Business Management

Sr. No	Syllabus	No. of lectures
01	<b>Unit-I Indian Ethos – An Overview</b> Indian Ethos Meaning, Features, Need, History, Relevance, Principles Practised by Indian Companies, Requisites, Elements, Role of Indian Ethos in Managerial Practices	05
02	<b>Unit-II Management Lessons from Scriptures</b> Management Lessons from Vedas, Management Lessons from Mahabharata, Management Lessons from Bible, Management Lessons from Quran, Management Lessons from Kautilya's Arthashastra, Indian Heritage in Business, Management, Production and Consumption. Ethics v/s Ethos Indian Management v/s Western Management	10
03	<b>Unit-III Indian Systems of Learning</b> Learning: Meaning, Mechanisms Gurukul System of Learning: Meaning, Features, Advantages, Disadvantages Modern System of Learning: Meanings, Features, Advantages, Disadvantages	05
04	<b>Unit-IV Karma in Management</b> Karma: Meaning, Importance of Karma to Managers, Nishkama Karma Laws of Karma: The Great Law, Law of Creation, Law of Humility, Law of Growth, Law of Responsibility, Law of Connection Corporate Karma: Meaning, Methodology, Guidelines for good Corporate Karma Self-Management: Personal growth and Lessons from Ancient Indian Education System	10

**Course Learning Outcomes:**

1. Student will be able to learn set of Values and ethics derived from Indian Culture for application in Management of Business
2. Students will be able to relate between Traditional Management System & Modern Management System through various Scriptures which will also help them to be morally and socially responsible.
3. Students will be able to apply morality conscious living within the frame of certain principles by understanding the Evolution of Learning Systems in India
4. Students will be able to Classify and understand the effective classification of Karmas, recognize the Karma Yoga Organization and to formulate the strategy for organization & ethical personality development

**References:**

- R Nandagopal, Ajith Sankar RN: Indian Ethics and Values in Management, Tata Mc Graw Hill · Bhatta, S.K., Business Ethics & Managerial Values.
- Dave, Nalini V: Vedanta and Mana
- Chakraborty, S.K.: Foundation of Managerial Work-Contributions from Indian Thought, Himalaya Publication House, Delhi 1998
- Chakraborty, S.K.: Managerial Effectiveness and Quality of Work life – Indian Insights, Tata McGraw Hill Publishing Company, New Delhi – 1987
- Chakraborty, S.K.: Management by Values, Oxford University Press 1991.
- Nandagopal, Ajith Shankar, Indian Ethos and Values in Management, Tata Mc Graw Hill, 2010
- Khandelwal Indian Ethos and Values for Managers, Himalaya Publishing House, 2009
- Biswanath Ghosh, Ethics In Management and Indian Ethos, Vikas Publishing House, 2009
- Joseph Des Jardins, An Introduction to Business Ethics , Tata Mc Graw Hill, 2009
- S K Chakraborty, Management by Values, Oxford University Press, New Delhi, 2008

## SCHEME OF EXAMINATION

The scheme of examination shall be divided into two parts:

- Internal assessment 40% i.e. 20 marks
- Semester end examination 60% i.e. 30 marks

### (A) Internal Assessment 20 marks

Description	Marks
Internal tests of 10 marks Q.1 Multiple choice Questions/True or False - 5 Marks Q.2. Attempt 1 question out of 2 questions- 5 Marks	10
One Project	5
Attendance and Class behavior	5
Total	20

### (B) Semester end examination 30 marks

#### PAPER PATTERN

Duration : 1 hour	
Total Marks: 30	
Q.1 10 marks OR 10 marks	10
Q.2 10 marks OR 10 marks	10
Q.3 10 marks OR 10 marks	10
Total	30

**Passing criteria: Minimum 40% in Internal (8 out of 20) and 40% (12 out of 30) in semester end examination**