

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)



Knowledge is Supreme

Title of the Course: Marketing in Financial Services

**Programme: B. Com (Financial Markets)
Semester- V**

Syllabus for 3 Credits

From the Academic Year: 2024-2025

Name of the Course: Marketing in Financial Services

Sr. No.	Heading	Particulars
1	Description of the Course:	Marketing in Financial Services explores the unique strategies and challenges involved in promoting financial products and services. This field encompasses marketing techniques tailored to the financial sector, including banking, insurance, investment, and wealth management. Students gain insights into consumer behavior, market trends, regulatory requirements, and digital innovations shaping the financial services industry.
2	Vertical:	Elective Course (EC)
3	Type:	Theory
4	Credit:	3 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives: The objective of this course is to:	<ol style="list-style-type: none"> 1. introduce students to the fundamental principles and concepts of marketing as applied to financial services. 2. familiarize students with the diverse range of financial products and services offered by institutions such as banks, insurance companies, and investment firms. 3. develop students' skills in analyzing market trends, identifying target markets, and designing marketing strategies specific to financial services. 4. enhance students' understanding of regulatory compliance, ethical considerations, and consumer protection issues in financial services marketing.
8	Course Outcomes: After successful completion of this course a learner will be in a position to:	<ol style="list-style-type: none"> 1. demonstrate an understanding of marketing theories and their application in the context of financial services. 2. identify and evaluate market opportunities, competitive threats, and consumer needs within the financial services industry. 3. exhibit proficiency in developing and implementing marketing plans for financial products and services, including digital marketing strategies. 4. develop awareness of ethical, legal, and regulatory considerations in financial services marketing and their implications for business practices and consumer trust.

9	Modules:-
	Module 1: Foundation of Services Marketing (15 Hours)
	Foundation of services marketing – Introduction – The services concept – Service Industry – Nature of Service, Characteristics of Services, Classification of Services – Importance of Services Marketing – The Growth in Services – Global and Indian Scenario, Retail Financial Services: Investment Services – Insurance Services, Credit Services – Dimensions and drivers, Institutional Financial Service, Distinctive Characteristics of Services _ Four I's of Services – Intangibility, Inconsistency, Inseparability and Inventory, Managing Service Encounters.
	Module 2: Services Market Segmentation (15 Hours)
	Services Market Segmentation – Positioning and Differentiation of Services, Promotion and Communication – Designing and Managing Service Processes, Constructing and Service Environment – Managing People for Service Advantage – Service Quality and Productivity – Customer Relationship Management, Customer Loyalty.
	Module 3: Issues in Marketing of Services (15 Hours)
Issues in Marketing of Services – Extended Services Marketing Mix: Going Beyond the 4 Ps. (7Ps of Services Marketing). Service Delivery Process – Service Blueprints - Service Mapping – Managing Employees for service orientation, Distribution Strategies of Services – Challenges in Distribution of Services. Personal Selling – Advertising and Sales Promotion in Service Industry.	
Module 4: Issues in Marketing of Services (15 Hours)	
Customer Satisfaction & Service Quality in Service Marketing – Service Encounter – Role of HR & Internal Marketing – Monitoring and Measuring customer satisfaction, GAP Model – Handling complaints effectively – Service Failure – Recovery, Use of Internet in Service Marketing, Role of IT in marketing Financial Services, Ethics in Marketing, New trends in marketing, Marketing in 21st Century, Marketing through social networking channels	

10	Reference Books:	
	<ol style="list-style-type: none"> 1. Ennew, Christine, Trevor Watkins, and Mike Wright. Marketing Financial Services. Routledge. 2. Harrison, Tina. Financial Services Marketing. Pearson Education. 3. La Londe, B.J., and P.H. Zinszer. Customer Service Meaning and Measurement. National Council of Physical Distribution Management (NCPDM). 4. Meidan, Arthur. Marketing Financial Services. Macmillan. 5. Payne, Adrian. The Essence of Services Marketing. Prentice Hall of India Private Limited. 	

11	Internal Continuous Assessment: 40%	Semester End Examination : 60%
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12	Continuous Evaluation through:	Assignment	15 Marks
		Presentation	15 Marks
		MCQ Questions	10 Marks
		Total	40 Marks

13	Format of Question Paper:	
	Marks: 60	Duration: 2 Hours
	All Questions are Compulsory carrying 15 Marks each.	
	Question No	Question Type
	Q1.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)
	Q2.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)
	Q3.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)
	Q4.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question
		Marks
		15 Marks
		15 Marks
		15 Marks
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Note: Theory question of 15 marks may be divided into two sub questions of 7/8 Marks and 10/5 Marks or it can be asked as full-length Question 15 Marks. If the topic demands, instead of theory questions, appropriate practical question may be asked.

Signatures of Team Members

Sr.No	Name	Signature
1.	Ms. Neha Sawant	

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Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)



Knowledge is Supreme

Title of the Course: Technical Analysis

**Programme: B. Com (Financial Markets)
Semester V**

Syllabus for 3 Credits

From the Academic Year: 2024-2025

Name of the Course: **Technical Analysis**

Sr. No.	Heading	Particulars
1	Description of the Course:	Technical Analysis is a discipline that focuses on analyzing past market data, primarily price and volume, to forecast future price movements of financial assets. This course provides an in-depth exploration of technical analysis principles, tools, and strategies used by traders and investors in financial markets. Students will learn to interpret price charts, identify patterns, utilize technical indicators, and apply risk management techniques to make informed trading decisions.
2	Vertical:	Elective Courses (EC)
3	Type:	Theory
4	Credit:	3 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives: The objective of this course is to:	<ol style="list-style-type: none"> 1. introduce students to the basic concepts and assumptions of technical analysis and familiarize them with various charting techniques. 2. equip students with the knowledge and skills to interpret candlestick patterns and identify key support and resistance levels on price charts. 3. provide students with an understanding of major technical indicators and oscillators used to gauge market momentum and overbought/oversold conditions. 4. develop students' comprehension of major theories in technical analysis, such as Dow Theory and Elliot Wave Theory, and their relevance in analyzing market trends and cycles.
8	Course Outcomes: After successful completion of this course a learner will be in a position to:	<ol style="list-style-type: none"> 1. demonstrate proficiency in analyzing price charts and identifying common candlestick patterns and chart patterns. 2. apply technical indicators and oscillators to assess market trends and momentum, aiding in the identification of potential trade opportunities. 3. develop an understanding of major theories in technical analysis and their application in formulating trading strategies and risk management approaches. 4. gain insights into the psychological aspects of trading and develop discipline and risk management skills necessary for successful trading in financial markets.

9	Modules:-
	Module 1: Introduction to Technical Analysis (15 Hours)
	Technical analysis, Basic assumptions, Strengths and Weakness, Charts, Candlestick charts analysis with one two and three candles like hammer, hanging man, shooting star, bearish and bullish, Pattern Study - Support and resistance, Head and shoulders, Double top and double bottom and Gap theory.
	Module 2: Major Indicators and Oscillators (15 Hours)
	Stochastic, RSI, Williams %R, MFI, Bollinger bands, Moving Averages, MACD
	Module 3: Major Theories in Technical Analysis (15 Hours)
	Dow Theory and Eliot Wave Theory
	Module 4: Risk Management, Trading Psychology and Trading Strategies (15 Hours)
Risk Management – Need, techniques, uses of stop loss, qualities of successful traders, golden rules of traders, do's and don'ts in trading, Rules to stop losing money, Choosing the right market to trade, Importance of discipline in trading; Day trading, Advantages of day trading, Risks associated with trading, Strategies for day trading, Momentum trading strategies.	

10	Reference Books:		
	<ol style="list-style-type: none"> 1. Edwards, Robert D., and John Magee. Technical Analysis of Stock Trends. Vision Books. 2. Eng, William. Technical Analysis of Stocks and Options. Probus. 3. Jobman, Darell R. Handbook of Technical Analysis. Probus. 4. Pring, Martin J. Technical Analysis Explained. McGraw Hill. 5. Schwager, Jack D. Technical Analysis. John Wiley & Sons. 		

11	Internal Continuous Assessment: 40%	Semester End Examination : 60%	
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12	Continuous Evaluation through:	Assignment	15 Marks
		Presentation/Project	15 Marks
		MCQ Questions	10 Marks
		Total	40 Marks

13	Format of Question Paper:		
	Marks: 60		Duration: 2 Hours
	All Questions are Compulsory carrying 15 Marks each.		
	Question No	Question Type	Marks
	Q1.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks
	Q2.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks
	Q3.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks
	Q4.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question	15 Marks

Note: Theory question of 15 marks may be divided into two sub questions of 7/8 Marks and 10/5 Marks or it can be asked as full-length Question 15 Marks. If the topic demands, instead of theory questions, appropriate practical question may be asked.

Signatures of Team Members

Sr.No	Name	Signature
1.	Mr. Hilary Gaurea	

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As Per NEP 2020

Tolani College of Commerce (Autonomous)



Knowledge is Supreme

Title of the Course: Corporate Accounting

**Programme: B. Com (Financial Markets)
Semester- V**

Syllabus for 3 Credits

From the Academic Year: 2024-2025

Name of the Course: Corporate Accounting

Sr. No.	Heading	Particulars
1	Description of the Course:	This subject covers advanced topics in corporate finance and restructuring, including the redemption of preference shares and debentures, treatment of profit prior to incorporation, amalgamation of companies, and capital reduction/internal reconstruction.
2	Vertical:	Elective Courses (EC)
3	Type:	Theory
4	Credit:	4 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives: The objective of this course is to:	<ol style="list-style-type: none"> 1. provide students with an in-depth understanding of the legal and financial aspects involved in the redemption of preference shares and debentures. 2. familiarize students with the principles and methods of profit ascertainment prior to incorporation, enabling them to prepare comprehensive profit and loss accounts. 3. explore the accounting treatments and implications of amalgamation of companies, including the computation of purchase consideration. 4. equip students with the knowledge and skills to analyze and implement capital reduction and internal reconstruction strategies, in compliance with relevant legal provisions.
8	Course Outcomes: After successful completion of this course a learner will be in a position to:	<ol style="list-style-type: none"> 1. demonstrate proficiency in applying Company Law provisions and legal frameworks to facilitate the redemption of preference shares and debentures. 2. prepare accurate and comprehensive profit and loss accounts using various allocation methods, ensuring compliance with accounting standards. 3. develop the ability to analyze and interpret financial statements and transactions related to amalgamation of companies, enabling effective decision-making. 4. acquire practical knowledge of implementing capital reduction and internal reconstruction strategies, enhancing their ability to navigate complex corporate finance scenarios.

9	Modules:-
	Module 1: Redemption of Preference shares and redemption of debentures (15 Hours)
	Redemption of Preference Shares Company Law / Legal Provisions for redemption, Sources of redemption including divisible profits and proceeds of fresh issue of shares) Premium on redemption from security premium and profits of company, Capital Redemption Reserve Account - creation and use, Redemption of Debentures (Including purchase or buy back of own debentures), By payment from sources including out of capital and/ or out of profits, Debenture redemption reserve and debenture redemption sinking fund excluding insurance policy By conversion into new class of shares or debentures with options including at par, premium and discount, Purchase/ buy back of own debentures for immediate cancellation or holding including ex and cum interest for purchase/ sale price (excluding brokerage thereon)
	Module 2: Ascertainment and treatment of profit prior to incorporation (15 Hours)
	Principles for ascertainment, Preparation of separate, combined and columnar profit and loss a/c including different basis of allocation of expenses / incomes
	Module 3: Amalgamation of Companies (w.r.t. AS 14) (Excluding Intercompany Holdings) (15 Hours)
	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase methods respectively Computation and meaning of purchase consideration, Problems based on purchase method of accounting only
	Module 4: Capital Reduction and Internal Reconstruction (15 Hours)
	Need for reconstruction and Company Law provisions, Distinction between internal and external reconstructions, Methods including alteration of share capital, variation of shareholder rights, sub division, consolidation, surrender and reissue/cancellation, reduction of share capital, with relevant legal provisions and accounting treatments for same

10	Reference Books: <ol style="list-style-type: none"> 1. Tulsian, P. C. Introduction to Corporate Accounting. S Chand. 2. Rajsekaran, V. Corporate Accounting. Pearson. 3. Maheshwari, S. N. Corporate Accounting. Vikas Publishing House. 4. Shukla, M. C., T. S. Grewal, and S. C. Gupta. Corporate Accounting. S Chand. 5. Gupta, R. L. Advanced Accountancy. S Chand. 																	
11	Internal Continuous Assessment: 40%	Semester End Examination : 60%																
12	Continuous Evaluation through:	Assignment	15 Marks															
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13	Format of Question Paper: Marks: 60 Duration: 2 Hours All Questions are Compulsory carrying 15 Marks each. <table border="1" data-bbox="342 863 1349 1969" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;">Question No</th> <th style="width: 60%;">Question Type</th> <th style="width: 30%;">Marks</th> </tr> </thead> <tbody> <tr> <td>Q1.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td>Q2.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td>Q3.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td>Q4.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> </tbody> </table>			Question No	Question Type	Marks	Q1.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q2.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q3.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q4.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question	15 Marks
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Note: Theory question of 15 marks may be divided into two sub questions of 7/8 Marks and 10/5 Marks or it can be asked as full-length Question 15 Marks. If the topic demands, instead of theory questions, appropriate practical question may be asked.

Signatures of Team Members

Sr.No	Name	Signature
1.	Ms. Karishma Meghani	

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As Per NEP 2020

**Tolani College of
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(Autonomous)**



Knowledge is Supreme

Title of the Course: Direct Tax- Income Tax

**Programme: B .Com (Financial Markets)
Semester- V**

Syllabus for 3 Credits

From the Academic Year: 2024-2025

Name of the Course: Direct Tax- Income Tax

Sr. No.	Heading	Particulars
1	Description of the Course:	This subject delves into the intricacies of income tax laws and regulations in India, covering fundamental concepts such as definitions, residential status, and the scope of total income. It also explores various heads of income, deductions under Chapter VI A, and the computation of taxable income for individuals.
2	Vertical:	Elective Courses (EC)
3	Type:	Theory
4	Credit:	4 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives: The objective of this course is to: <ol style="list-style-type: none"> 1. impart a thorough understanding of income tax fundamentals, including basic terms, definitions, and residential status, enabling students to navigate complex tax regulations. 2. educate students on different sources of income and their taxation, including salary, house property, business, capital gains, and other sources, ensuring comprehensive knowledge of income tax computation. 3. familiarize students with deductions available under Chapter VI A, empowering them to identify and utilize tax-saving opportunities effectively for individuals. 4. develop students' proficiency in computing total income and taxable income, equipping them with practical skills to prepare accurate tax returns and provide tax planning advice. 	
8	Course Outcomes: After successful completion of this course a learner will be in a position to: <ol style="list-style-type: none"> 1. demonstrate proficiency in interpreting and applying fundamental provisions of income tax law, facilitating accurate tax assessment and compliance. 2. analyze and assess income from various sources, ensuring comprehensive understanding and effective taxation. 3. identify eligible deductions and tax-saving avenues under Chapter VI A, optimizing tax efficiency for individuals. 4. acquire practical skills in computing total income and taxable income, enabling them to prepare accurate tax returns and provide tax planning strategies to individuals. 	

9	Modules:-
	Module 1: Definitions and Residential Status (15 Hours)
	Basic Terms (Sec. 2, 3, 4), Assesse, Assessment, Assessment Year, Annual Value, Business, Capital Assets, Income, Previous Year, Person, Transfer. Determination of Residential Status of Individual, Scope of Total Income (Sec 5) Exclusions from total income Sec 10 (Exclusions relating to specific heads to be covered with relevant heads of income)
	Module 2: Heads of Income – I (15 Hours)
	Salary (Sec.15-17), Income from House Property (Sec. 22-27) Profit & Gain from Business and Profession(Sec. 28, 30,31,32, 35, 35D,36,37, 40, 40A and 43B), Capital Gain (Sec. 45, 48, 49, 50 and 54) Income from other sources (Sec.56- 59)
	Module 3: Deductions under Chapter VI A (15 Hours)
	Deductions from Total Income S. 80C, 80CCC, 80D, 80DD, 80E, 80U, 80TTA
	Module 4: Computation of Taxable Income of Individuals. (15 Hours)
Computation of Total Income and Taxable Income of Individuals	

10	Reference Books: 1. Students Guide to Income Tax Dr Vinod Singhania- Taxmann 2. Students Handbook on Taxation- T N Manoharan- Snow White 3. Income Tax Act and Rules		
11	Internal Continuous Assessment: 40%	Semester End Examination : 60%	
12	Continuous Evaluation through:	Assignment	15 Marks
Presentation		15 Marks	
MCQ Questions		10 Marks	
Total		40 Marks	

13	<p>Format of Question Paper: for the final examination Format of Question Paper: Marks: 60 Duration: 2 Hours All Questions are Compulsory carrying 15 Marks each.</p> <table border="1" data-bbox="341 840 1347 1858"> <thead> <tr> <th data-bbox="341 840 495 913">Question No</th> <th data-bbox="495 840 1185 913">Question Type</th> <th data-bbox="1185 840 1347 913">Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="341 913 495 1113">Q1.</td> <td data-bbox="495 913 1185 1113"> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td data-bbox="1185 913 1347 1113">15 Marks</td> </tr> <tr> <td data-bbox="341 1113 495 1312">Q2.</td> <td data-bbox="495 1113 1185 1312"> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td data-bbox="1185 1113 1347 1312">15 Marks</td> </tr> <tr> <td data-bbox="341 1312 495 1512">Q3.</td> <td data-bbox="495 1312 1185 1512"> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td data-bbox="1185 1312 1347 1512">15 Marks</td> </tr> <tr> <td data-bbox="341 1512 495 1858">Q4.</td> <td data-bbox="495 1512 1185 1858"> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question </td> <td data-bbox="1185 1512 1347 1858">15 Marks</td> </tr> </tbody> </table>			Question No	Question Type	Marks	Q1.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q2.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q3.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q4.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) OR Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question	15 Marks
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Note: Theory question of 15 marks may be divided into two sub questions of 7/8 Marks and 10/5 Marks or it can be asked as full-length Question 15 Marks. If the topic demands, instead of theory questions, appropriate practical question may be asked.

Signatures of Team Members

Sr.No	Name	Signature
1.	Mr. Mubeen Shaikh	

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As Per NEP 2020

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Knowledge is Supreme

Title of the Course: Financial Derivatives

**Programme: B .Com (Financial Markets)
Semester V**

Syllabus for 4 Credits

From the Academic Year: 2024-2025

Name of the Course: Financial Derivatives

Sr. No.	Heading	Particulars
1	Description of the Course:	This subject provides a comprehensive introduction to derivatives, covering their definition, types, functions, and development. It explores the global derivatives markets, comparing exchange-traded derivatives with over-the-counter (OTC) derivatives, and examines derivatives trading in India. Additionally, it delves into futures and options, including their introduction, key features, trading strategies, and pricing models. The subject also covers trading, clearing, and settlement mechanisms for futures and options, ensuring proficiency in operational aspects of derivative trading.
2	Vertical:	Core Courses (CC)
3	Type:	Theory
4	Credit:	4 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives:	<p>The objective of this course is to:</p> <ol style="list-style-type: none"> 1. introduce students to the fundamental concepts of derivatives, including their types, functions, and global market dynamics, fostering a solid understanding of derivative instruments. 2. familiarize students with the characteristics and mechanics of futures contracts, enabling them to analyze and participate in futures markets effectively. 3. educate students on options contracts, including their features, trading strategies, and pricing models, equipping them with the knowledge to navigate options markets and implement appropriate strategies. 4. provide students with practical insights into trading, clearing, and settlement processes for derivatives, ensuring competence in operational aspects of derivative trading and risk management.
8	Course Outcomes:	<p>After successful completion of this course a learner will be in a position to:</p> <ol style="list-style-type: none"> 1. demonstrate a comprehensive understanding of derivatives, including their types, functions, and market dynamics, facilitating informed decision-making in derivative trading. 2. analyze and evaluate futures contracts effectively, enhancing their ability to participate in futures markets and manage risk. 3. develop proficiency in options trading, including understanding options terminology, strategies, and pricing models, enabling them to make informed decisions in options markets. 4. acquire practical skills in trading, clearing, and settlement processes for derivatives, ensuring competence in operational aspects of derivative trading and risk management.

9	Modules:-
	Module 1: Introduction to Derivatives (15 Hours)
	Definition – Types- Participants and Functions- Development of Exchange traded derivatives- Global derivatives markets- Exchange traded vs OTC derivatives markets- Derivatives trading in India L.C.Gupta committee- J.C. Varma committee- Requirements for a successful derivatives markets
	Module 2: Futures – Introduction (15 Hours)
	Futures: Introduction- Future terminology- Key features of futures contracts- Future vs. Forwards- Pay off for futures- Equity futures- Equity futures in India- Index futures- Stock futures- Future trading strategies-Hedging- Speculation- Arbitrage- Spread trading.
	Module 3: Futures - Options – Introduction and Pricing Options (15 Hours)
	Options: Introduction- Option terminology- Types- Options pay off- Equity options contracts in India-Index Options – Stock options- Options trading strategies- Hedging- Speculation- Arbitrage- Straddle- Strangles- Strips and Straps – Spread trading The cost of carry models for stock and index futures- cash price and future price, arbitrage opportunity, Factors affecting options pricing- Option pricing models- Binominal pricing model- The black and Scholes model –Pricing of Index options, Sensitivity of option premia (Delta, Gamma, Lambda, Theta, Rho)
Module 4: Trading Clearing and Settlement of Options and Futures (15 Hours)	
Futures and Options trading system- Trader workstations- contract specification- specification for stock and index eligibility for trading charges, Clearing entities and their role- clearing mechanism –adjustment for corporate actions- open position calculation, Margining and settlement mechanism- Risk management- SPAN – Mechanics of SPAN- Overall portfolio margin requirements.	

10	Reference Books: <ol style="list-style-type: none"> 1. Gupta, S. L. Financial Derivatives: Theory, Concepts and Problems. PHI, Delhi. 2. Kumar, S. S. S. Financial Derivatives. 3. Stulz, M. Rene. Derivatives and Risk Management Basics. Cengage Learning, Delhi. 4. Risk Management & Derivatives. Cengage Learning, New Delhi. 5. Swain, Prafulla Kumar. Fundamentals of Financial Derivatives. Himalaya Publishing. 																	
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13	Format of Question Paper: Marks: 60 Duration: 2 Hours All Questions are Compulsory carrying 15 Marks each. <table border="1" data-bbox="358 905 1365 2005" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;">Question No</th> <th style="width: 60%;">Question Type</th> <th style="width: 30%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td style="text-align: center;">Q2.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td style="text-align: center;">Q3.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks) </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> <tr> <td style="text-align: center;">Q4.</td> <td> Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question </td> <td style="text-align: center; vertical-align: middle;">15 Marks</td> </tr> </tbody> </table>			Question No	Question Type	Marks	Q1.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q2.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q3.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> c. Full Length Question (8 Marks) d. Full Length Question (7 Marks)	15 Marks	Q4.	Attempt the following: a. Full Length Question (8 Marks) b. Full Length Question (7 Marks) <p style="text-align: center;">OR</p> Attempt any three of the following: a. Full Length Question b. Full Length Question c. Full Length Question d. Full Length Question e. Full Length Question	15 Marks
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Signatures of Team Members

Sr.No	Name	Signature
1.	Mr. Hilary Gaurea	

AC –
Item No. –

As Per NEP 2020

**Tolani College of
Commerce
(Autonomous)**



Knowledge is Supreme

Title of the Course: Business Ethics and Corporate Governance

**Programme: B .Com (Financial Markets)
Semester- V**

Syllabus for 4 Credits

From the Academic Year: 2024-2025

Name of the Course: Business Ethics and Corporate Governance

Sr. No.	Heading	Particulars
1	Description of the Course:	This subject explores the principles and practices of business ethics and corporate governance essential for fostering ethical behavior and effective governance in organizations. It covers topics such as the role of the Board of Directors, organizational climate, ethical dilemmas, codes of ethics, shareholder rights, related party transactions, and the legislative framework governing corporate governance in India.
2	Vertical:	Core Courses (CC)
3	Type:	Theory
4	Credit:	4 credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks
7	Course Objectives: The objective of this course is to:	<ol style="list-style-type: none"> 1. elucidate the importance of ethical decision-making and effective governance within organizations, with a focus on the role and responsibilities of the Board of Directors. 2. provide students with a comprehensive understanding of corporate governance principles, including its evolution, scope, and key elements. 3. equip students with the knowledge and skills to address ethical dilemmas, implement codes of ethics, and navigate shareholder rights and related party transactions. 4. familiarize students with the legislative framework governing corporate governance in India, enabling them to ensure compliance and promote ethical conduct within organizations.
8	Course Outcomes: After successful completion of this course a learner will be in a position to:	<ol style="list-style-type: none"> 1. demonstrate a deep understanding of the role of the Board of Directors in promoting ethical behavior and effective governance within organizations. 2. analyze and evaluate corporate governance frameworks, identifying key elements and areas for improvement. 3. develop the ability to address ethical dilemmas effectively, implement codes of ethics, and advocate for shareholder rights in the context of corporate governance. 4. acquire practical knowledge of the legislative framework governing corporate governance in India, enabling them to navigate regulatory requirements and contribute to the implementation of good governance practices within organizations.

9	Modules:-
	Module 1: Business Ethics (15 Hours)
	<ul style="list-style-type: none"> Role of Board of Directors Organisation climate and structure and ethics Addressing ethical dilemmas Code of ethics; ethics committee, ethics training, integrity pact
	Module 2: Corporate Governance- Conceptual Framework (15 Hours)
	<ul style="list-style-type: none"> Introduction, need and scope Evolution of Corporate Governance Developments in India Elements of Good Corporate Governance
	Module 3: Corporate Governance and Shareholders Rights (15 Hours)
	<ul style="list-style-type: none"> Rights of shareholders Challenges of exercising shareholders rights Corporate governance and Related Party Transactions Role of Investor Association in securing shareholders rights Role of institutional investors in Corporate Governance
	Module 4: Corporate Governance Forums and Legislative Framework of Corporate Governance in India (15 Hours)
	<ul style="list-style-type: none"> National Foundation of Corporate Governance Global Corporate Governance forum Listing agreements SEBI Guidelines Companies Act

10	Reference Books: <ol style="list-style-type: none"> 1. Velasquez, Manuel G. Business Ethics: Concepts and Cases. 2. Fernando, A. C. Corporate Governance: Principles, Policies and Practices. Pearson Education. 3. Corporate Governance. IICA. Taxmann. 4. George, Joffy. The Art of Corporate Governance. 5. Companies Act 2013 and Rules. 6. SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
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11	Internal Continuous Assessment: 40%	Semester End Examination : 60%
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12	Continuous Evaluation through:	Assignment	15 Marks
		Presentation	15 Marks
		MCQ Questions	10 Marks
		Total	40 Marks

13	Format of Question Paper: Marks: 60 Duration: 2 Hours All Questions are Compulsory carrying 15 Marks each.
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2.		
3.		
4.		
5.		

