

Approved by the BOS in B.Com (Banking & Insurance) on 16-11-2024 Item No. 03

# **Tolani College of Commerce (Autonomous)**

**Programme: B.Com. Banking & Insurance Semester – V**

**Title of the Course:  
Financial Services Management**

**Syllabus for 4 Credit Course  
From the Academic Year 2025 – 2026**

## Name of the Course: Financial Services Management

Sr. No.	Heading	Particulars
1	<b>Description of the course:</b>	Financial Services Management involves the strategic planning, execution, and oversight of financial products and services provided by institutions such as banks, investment firms, insurance companies, and other financial intermediaries
2	<b>Type:</b>	Theory
3	<b>Credit:</b>	4 Credits
4	<b>Hours Allotted:</b>	60 Hours
5	<b>Marks Allotted:</b>	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
6	<b>Course Objectives:</b> <ol style="list-style-type: none"> <li>1. Ability to understand the Financial Services</li> <li>2. Ability to understand the Mutual Funds, Factoring and Forfeiting</li> <li>3. Ability to understand the Securitisation of Debts and Derivatives</li> <li>4. Ability to understand the Housing Finance, Consumer Finance, Depositories &amp; Pledge</li> </ol>	
7	<b>Course Outcomes:</b> <ol style="list-style-type: none"> <li>1. Learners will be able to understand Financial Services</li> <li>2. Learners will be able to understand Mutual Funds, Factoring and Forfeiting</li> <li>3. Learners will be able to understand Securitisation of Debts and Derivatives</li> <li>4. Learners will be able to understand Housing Finance, Consumer Finance, Depositories &amp; Pledge</li> </ol>	
8	<b>Module I: Introduction to Financial Services (15 Hours)</b>	
	<ul style="list-style-type: none"> <li>• <b>Financial Services:</b> Meaning, Classification, Scope, Fund Based Activities, Non Fund Based Activities, Modern Activities, Sources of Revenue, Need for Financial Innovation, New Financial Products &amp; Services, Innovative Financial Instruments, Challenges Facing the Financial Sector.</li> <li>• <b>Merchant Banking:</b> Definition, Origin, Merchant Banking in India, Merchant Banks and Commercial Banks, Services of Merchant Banks, Qualities of Merchant Bankers in Market Making Process, Progress of Merchant Banking in India, Problems, Scope of Merchant Banking in India.</li> </ul>	
	<b>Module II: Mutual Funds, Factoring and Forfeiting (15 Hours)</b>	
	<ul style="list-style-type: none"> <li>• <b>Mutual Funds:</b> Introduction to Mutual Funds, Structure of Mutual Fund in India, Classification of Mutual Funds, AMFI Objectives, Advantages of Mutual Funds, Disadvantages of Mutual Funds, NAV Calculation and Pricing of Mutual Funds, Mutual Funds Abroad, Mutual Funds in India, Reasons for Slow growth, Future of Mutual Funds Industry.</li> <li>• <b>Factoring and Forfeiting:</b> Factoring, Meaning, Modus Operandi, Terms and Conditions, Functions, Types of Factoring, Factoring vs. Discounting, Cost of factoring, Benefits, Factoring in India, International Factoring, Definition, Types of Export Factoring, Factoring in Other Countries, EDI Factoring, Forfeiting- Definition, Factoring vs. Forfeiting, Working of Forfeiting, Cost of Forfeiting, Benefits of Forfeiting, Drawbacks of Forfeiting.</li> </ul>	

	<p><b>Module III: Securitisation of Debts and Derivatives (15 Hours)</b></p> <ul style="list-style-type: none"> <li>• <b>Securitization of Debt:</b> Meaning &amp; Definition of Securitization, Securitization vs. Factoring, Modus Operandi, Role of Merchant Banker, Role of Other Parties, Securitization Structure Securitisable assets, Benefits of Securitization, Conditions for Successful Securitization, Securitization Abroad, Securitization in India, Reasons for non popularity of Securitization, Future Prospects of Securitization.</li> <li>• <b>Derivatives:</b> Meaning, Types of Financial Derivatives, Options, Futures, Forwards, Swaps, Futures &amp; Options Trading System, Clearing Entities &amp; Their Role.</li> </ul> <p><b>Module IV: Housing Finance, Consumer Finance, Depositories &amp; Pledge (15 Hours)</b></p> <ul style="list-style-type: none"> <li>• <b>Housing Finance:</b> Introduction, Housing Finance Industry, Housing Finance Policy Aspect, Sources of Funds, Market of Housing Finance in India, Major Issues of Housing Finance in India, Growth Factors, Housing Finance Institutions in India, National Housing Bank(NHB), Guidelines for ALM System in Housing Finance Companies, Fair Trade Practice, Code for HFC's, Housing Finance Agencies.</li> <li>• <b>Consumer Finance:</b> Introduction, Sources, Types of Products, Consumer Finance Practice in India, Mechanics of Consumer Finance, Terms, Pricing, Marketing &amp; Insurance of Consumer Finance, Consumer Credit Scoring.</li> <li>• <b>Depositories &amp; Pledge:</b> Overview of Depository, Key features of Depositories Systems in India, Depository-Bank Analogy, Legal Framework, Eligibility Criteria for A Depository, Agreement between Depository &amp; Issuers, Rights &amp; Obligation of Depositories, Records Maintained by Depository, Services of Depository &amp; Functions of Depository, Organization &amp; Functions of NSDL, Pledge &amp; Hypothecation, Procedure for Pledge/Hypothecation, Procedure of Confirmation of Creation of Pledge/Hypothecations by Pledgee, Closure of A Pledge/Hypothecation by Pledgor, Invocation of Pledge by Pledgee.</li> </ul>
9	<p><b>References Books:</b></p> <ol style="list-style-type: none"> <li>1. Andrew Sherratt and Paul Johnson - "Financial Services Management: An Introduction" - 2020</li> <li>2. Peter Rose - "Financial Services Management" - 2019</li> <li>3. Alan Peacock and Gary Hossack - "Financial Services Management: An Introduction" - 2020</li> <li>4. Alistair Milne and Regulators at the Bank of England "Financial Services Management: A Qualitative Approach" - 2021</li> <li>5. "Financial Services Management" by Edwin Burton and Thomas Powers (Latest Edition: 2020)</li> <li>6. David E. Scott - "Financial Services Management: Theory and Practice" - 2021</li> <li>7. Gurusamy and Gurusamy - "Financial Services Management: Challenges and Opportunities" - 2018</li> <li>8. Rajiv S. Lall and M.S. Narasimhan - "Financial Services Management: Perspectives and Challenges" - 2019</li> <li>9. Sanjay Tiwary and Rajeev Srivastava - "Financial Services Management: Issues, Challenges, and Strategies" - 2021</li> <li>10. Jaydeep Mukherjee and Piyush Mehta - "Financial Services Management: Concepts, Models, and Practices" - 2020</li> </ol>

### Evaluation Pattern

Continuous Evaluation: 40%

Semester End Examination: 60%

The Continuous evaluation will consist of

	Total Marks
Assignment/Project Work/Presentation/Case Study	30
Online MCQ Objective Test	10

### Semester End Examination Question Paper Pattern

Maximum Marks: 60

Duration: 2 Hours

All Questions are Compulsory Carrying 15 Marks each.

Q. No.	Particular	Marks
Q-1	<b>Attempt any Two of the following: (Module – 1)</b> A. Full Length Question B. Full Length Question C. Full Length Question	<b>15 Marks</b>
Q-2	<b>Attempt any Two of the following: (Module – 2)</b> A. Full Length Question B. Full Length Question C. Full Length Question	<b>15 Marks</b>
Q-3	<b>Attempt any Two of the following: (Module – 3)</b> A. Full Length Question B. Full Length Question C. Full Length Question	<b>15 Marks</b>
Q-4	<b>Attempt any Two of the following: (Module – 4)</b> A. Full Length Question B. Full Length Question C. Full Length Question	<b>15 Marks</b>

### Signature of Team Members

Sr. No.	Name	Signature
1	Dr. Ishtiyah Chiplunkar	
2	Ms. Neha Gupta	