

AC –  
Item No. –

# As Per NEP 2020

## University of Mumbai



Title of the program

- A- P.G. Diploma in Banking & Finance  
B- M.Com. (Banking & Finance) (Two Year) } 2023-24  
C-M.Com. (Banking & Finance) (One Year) – 2027-28

Syllabus for

Semester – Sem II

Ref: GR dated 16th May, 2023 for Credit Structure of PG

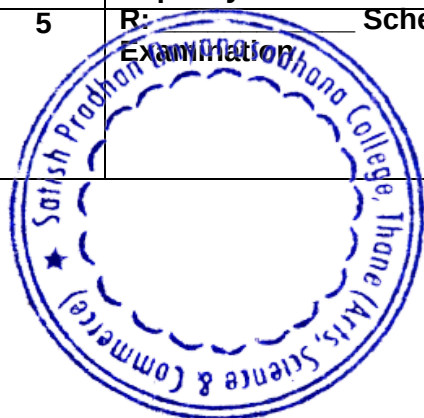


# University of Mumbai



(As per NEP 2020)

Sr.No	Heading	Particulars	
1	Title of program	A	P.G. Diploma in Banking & Finance
	O: _____ A	B	M.Com. (Banking & Finance) (Two Year)
	O: _____ B	C	M.Com. (Banking & Finance) (One Year)
2	O: _____ C	A	Graduate in faculty from Commerce and Management ( B.Com, B.Com(B & I), B.Com(A & F), B.Com (FM), BMS) from any University recognised by UGC
	O: _____ A	B	Graduate in faculty from Commerce and Management ( B.Com, B.Com(B & I), B.Com(A & F), B.Com (FM), BMS) from any University recognised by UGC
	O: _____ B	C	Graduate with 4 year UG Degree (Honours/ Honours with Research) with specialization in concerned subject or equivalent academic level 6.0  OR Graduate with 4 year UG Programme with maximum credits required for award of minor degree is allowed to take up the post graduate programme in minor subject provided the student has acquired the required number of credit as prescribed by the concerned Board of Studies
3	O: _____ C	A	1 Year
	Duration of program	B	2 Year
	R: _____	C	1 Year
4	R: _____ Intake Capacity	80	
5	R: _____ Scheme of Examination	NEP 50% Internal 50% External, Semester End Examination Individual Passing in Internal and External Examination	



6	Standards of Passing R: _____	40%	
7	Credit Structure R: _____	Attached herewith	
8	Semesters	A	Sem.. I & II
		B	Sem.. I, II III & IV
		C	Sem.. I & II
9	Program Academic Level	A	6.0
		B	6.5
		C	6.5
10	Pattern	Semester	
11	Status	New	
12	To be implemented from Academic Year	A	2023-24
		B	
		C	2027-28



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Dr.Kavita Laghate,  
Dean,  
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# Preamble

## 1) Introduction

The M.Com in Banking & Finance Course is two year full time program aimed to provide trained professional and generate avenue for employment in BFSI sector. The expansion in BFSI sector and technological advancements has led to rapid changes in finance sector creating a need for skills as per market for young bankers and aspiring financial professionals

## 2) Aims and Objectives

- Impart the students with higher level knowledge and understanding of contemporary trends in Banking & Finance Sector
- Prepare students to appraise the structure and operations of banking system
- Prepare the students for an in depth analysis of investment, portfolio management and investment banking
- Train the students on teamwork, lifelong learning and continuous professional development

## 3) Learning Outcomes

- To provide a systematic and rigorous learning and exposure to Banking and Finance related disciplines. To train the student to develop conceptual, applied and research skills as well
- as competencies required for effective problem solving and right decision making in routine and special activities relevant to financial management and Banking Transactions of a business.
- To acquaint a student with conventional as well as contemporary areas in the discipline of Commerce.
- To enable a student well versed in national as well as international trends.
- To facilitate the students for conducting business, accounting and auditing practices, role of regulatory bodies **in corporate and financial sectors nature of various financial instruments.**

## 4) Any other point (if any)





5. Credit Structure of the program (Sem-I, II, III & IV) (Table as per Parishishta 1 with Sign of HOD and Dean)

R: \_\_\_\_\_

Post Graduate Programs in University

Parishishta1

Year (2 Year PG)	Level	Sem (2 Year)	Major		RM	OJT /FP	RP	Cum . Cr.	Degree
			Mandatory*	Electives Any One					
I	6.0	Sem I	Financial Services Credits 4 Debt Market Credits 4 Investment Management Credits 4  Commercial Bank Management Credits 2	Credits 4 Corporate Governance OR Mergers, Acquisitions & Corporate Restructuring OR Commodities and Derivatives Market Cost & Management Accounting in Banking & Finance Financial Institutions RM	4			22	I
		Sem II	Financial Literacy Credits 4 Financial Markets Credits 4 Principles of Insurance Credits 4 International Finance Credits 2	Credits 4 Marketing of Financial Products OR Retail Banking OR Financial Regulatory Authority (RBI & SEBI) Corporate Risk Management Corporate Finance		4		22	
Cum. Cr. For PG Diploma			28	8	4	4	-	44	



**Exit option: PG Diploma (44 Credits after Three Year UG Degree)**

II	6.5	Sem III	Life Insurance Finance- 4 Credits Rural Banking 4 Credits Accounting of Banking Financial Sector 4 Credits Securitization Act 2002 2 Credits	Credits 4 Insurance Marketing OR Mutual Funds OR E-Banking Auditing of Banking and Financial Sector Customer Services and Relationship Management			4	22	PG Degree After 3-Yr. UG
		Sem IV	Financial Planning- 4 Credits Universal Banking 4 Credits Dem onet i sati o n and Currency Management - 4 Credits	Credits 4 Indian Banks and Use of ICT OR Cyber Law for preventing Banking Frauds OR Wealth Management Financial Inclusion Indian Foreign Policy			6	22	
Cum. Cr. For 1 Yr PG Degree			26	8			10	44	
Cum. Cr. For 2-Yr PG Degree			54	16	4	4	10	88	

Note:- \*The number of courses can vary for totaling 14 Credits for Major Mandatory Courses in a semester as illustrated



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# Semester -II

*University of Mumbai*



## Mandatory 1

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Financial Literacy**

**Total Credits: 04**

**University assessment: 50**

**Pre-Requisites**

**Total Marks: 100**

**College assessment: 50**

### **Introduction:**

Financial literacy refers to the ability to understand and apply different financial skills effectively, including personal financial management, budgeting, and saving. Financial literacy makes individuals become self-sufficient, so that financial stability can be accomplished.

### **Aims & Objectives:**

- 1) To outline different aspects of financial literacy and process of financial planning
- 2) To promote financial well-being amongst the learners
- 3) To understand different financial services
- 4) To understand concept of personal tax and valuation

### **Course outcomes:**

CO1: Learner will be able to develop proficiency for personal and family planning.

CO2: Learners will be able to analyze financial products and management.

CO3: Learners will be able to understand government schemes and insurance services

CO4: Learners will be able to compute personal tax and concepts of valuation

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Financial Products**

a) Introduction to Saving, Management of spending and financial discipline, Banking products and services, 5Cs for Credit: (Character, Capacity, Collateral, Capital and Conditions), Credit Information Organizations and Credit Score

b) Investment Opportunity and Financial Products, Insurance: Life and Non-Life Insurance including Medical Insurance Scheme. Power of Compounding and Rule of 72 Concept of Risk and Return National Pension System and Retirement Planning Estate Planning, importance of nomination, Will and Power of Attorney

#### **Unit 2: Financial Planning and Management**

a) Financial Planning, SMART Financial Goals, Budgeting, Introduction to basic Tax Structure in India, Aspects of Personal Tax Planning (Exemptions and deductions for individuals) e-filing, Digitalization of financial transactions: Debit Cards, Credit Cards, Net Banking; UPI, Digital Wallets, and Digital Currency



b) Financial Frauds: Investment Frauds, Lottery Frauds, Marketing Frauds, Credit Card Frauds Government Scheme for various savings, investment options, Case Studies on Financial Frauds in India

**MODULE II:**

**(2 CREDITS)**

**Unit 3: Financial Services from Post Office and Insurance Services**

a) Post office Savings Schemes: Savings account - Recurring deposit -Term Deposit - Monthly Income Scheme - Kissan Vikas Patra – NSC – PPF - Senior Citizen Savings Scheme - Sukanya Samriddhi Yojana/Account - Indian Post Payments Bank - Money Transfer - Money Order.

b) Insurance Services: Life Insurance – Life Insurance Policies - Term Insurance and Endowment Policies - Pension Policies - Health Insurance Plans – ULIP - Property Insurance - General Insurance - Types, Postal Life Insurance Schemes- Housing Loans - Institutions providing Housing Loans, Pradhan Mantri Awas Yojana: Rural and Urban.

**Unit 4: Personal Tax & Valuation**

a) Introduction to basic Tax Structure in India for personal taxation, Aspects of Personal tax planning, Exemptions and deductions for individuals, e-filing

b) Time Value of Money, Present Value, Internal Rate of Return, Bonds Returns Returns from Stocks ,Annuity Techniques of Discounting

**References:**

- Introduction to Financial Planning- Indian Institute of Banking & Finance
- Financial Planning: A Ready Reckoner, Tata McGraw Hill
- NISM Certification Material
- Financial Management: Principles and Applications, by Prasanna Chandra



## Mandatory 2

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Financial Markets**

**Total Credits: 04**

**University assessment: 50**

**Pre requisite:**

**Total Marks: 100**

**College assessment: 50**

### **Introduction:**

Financial Markets include any place or system that provides buyers and sellers the means to trade financial instruments, including bonds, equities, the various international currencies, and derivatives. Financial markets facilitate the interaction between those who need capital with those who have capital to invest.

### **Aims & Objectives:**

- 1) To understand the Indian Financial System and Structure of Indian Financial System
- 2) To understand the financial markets operating in India with special reference to money market, capital market and debt markets
- 3) To understand the intricacies of operating in commodity markets
- 4) To understand basic concept of derivative market and differentiate between forward and future market

### **Course outcomes:**

CO1: Learners will be able to outline the structure and functions of Indian financial system and evaluate the functioning of different financial institutions and services

CO2: Learners will be able to understand the financial markets operating in India and the functioning of money market, capital markets and debt markets in India

CO3: Learners will be well acquainted with the modalities of commodities market and will get enough domain knowledge of functioning, settlement system and factors influencing the commodities markets

CO4: Learners will be able to identify and evaluate derivatives instruments by gaining the knowledge of derivatives markets

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Indian Financial System**

a) Introduction, Meaning, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability, Role of Government in financial development, Overview of Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial Sector Legislative Reforms Commission 2013), Monitoring framework for financial conglomerates.

b) Structure of Indian Financial System – Banking & Non-Banking Financial Institutions,

Organized and Unorganized Financial Markets, Financial Assets/Instruments, Fund based & Fee Based Financial Services

## Unit 2: Financial Markets in India

a) Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components of Organized and Unorganized markets and Reforms. Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market.

b) Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market. Indian Stock Market - Meaning and functions of Stock Exchange- NSE and BSE. Equity Market – Primary Market, IPO, Book Building, Role of Merchant Bankers, ASBA, Green Shoe Option, Issue of Bonus shares, Right Shares, Sweat Equity shares, ESOP. Indian Debt Market –Market Instruments, Listing, Primary and Secondary Segments

## MODULE II:

(2 CREDITS)

### Unit 3: Commodity Markets

a) Introduction to commodities market - Meaning History & origin, Types of commodities traded, Structure of commodities market in India

b) Participants in commodities market, Trading in commodities in India (cash & derivative segment), Commodity exchanges in India & abroad. Reasons for investing in commodities. CASE STUDIES

### Unit 4: Derivatives Market

a) Introduction to Derivatives market- Meaning, History & origin, Elements of a derivative contract, Factors driving growth of derivatives market

b) Types of derivatives, Types of underlying assets, Participants in derivatives market, Advantages & disadvantages of trading in derivatives market. Current volumes of derivative trade in India, Difference between Forwards & Futures, Case Studies

### References:

- Khan M.Y, Financial Services, Mc Graw Hill Education.
- Dr.S. Gurusamy, Financial Services, Vijay Nicole Imprints.
- E. Gordon and K. Natarajan – Financial Markets and Services
- Niti Chatnani- Commodity markets McGraw Hill Publication
- S. Kevin, - Commodities & financial derivatives PHI Learning Pvt Ltd





### Mandatory 3

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Principles of Insurance**

**Total Credits: 04**

**University assessment: 50**

**Prerequisite:**

**Total Marks: 100**

**College assessment: 50**

#### **Introduction:**

Today, insurance has become an important device for risk management as it affects people in all walks of life. That is why insurance industry secures an important place among financial institutions operated in service sector throughout the world. Due to increasing complication of life, trade and commerce, individuals as well as business entities tend to move to insurance to manage various risks. In view of the increasing scope of Insurance, it is essential to acquire a general basic knowledge of the insurance

#### **Aims and Objectives:**

- 1) To introduce participants to a diverse array of contemporary insurance topics.
- 2) To familiarize participants with the fundamental concepts of insurance, including risk
- 3) management and insurance policies.
- 4) To explore the structure and types of insurance policies, along with their legal implications.
- 5) To provide insight into the management practices of insurance companies.

#### **Course outcomes:**

CO 1: Learner will be able to acquire knowledge about basics of Insurance.

CO 2: Learner will be able to develop a critical understanding of ethical and professional behavior in insurance business.

CO 3: Learner will be able to understand and evaluate financial regulation in insurance sector.

#### **MODULE I:**

**(2 CREDITS)**

##### **Unit 1: Introduction to Principles of Insurance and Insurance Market**

a) History of Insurance in India, Insurance - Meaning, Definition, Functions, Nature and Principles of Insurance – Insurance Contract - Importance of Insurance to Society, Individuals, Business and Government.

b) Features of Insurance market in India, Types of Insurance - Life Insurance & General Insurance, Insurance Customers, Insurance Terminology. Organizational structure, Functional process, Distribution Channels, Distribution channels in Insurance.

##### **Unit 2: Life Insurance and General Insurance**

a) Life Insurance - Meaning and Features of Life Insurance Contract – Classification of policies, Life Insurance Planning, Financial Planning and Life Insurance, Life Insurance – Claims Management.

b) General Insurance - Meaning and Features of General Insurance Contract - Types of General Insurance. Fire Insurance – Meaning, Nature and Use of Fire Insurance- Fire Insurance



Contract, Kinds of policies – Policy conditions, Marine Insurance - Meaning and Nature of Marine Insurance, Classification of policies, Policy conditions, Personal Accident Insurance, Motor Insurance, Liability Insurance- Bancassurance.

**MODULE II:**

**(2 CREDITS)**

**Unit 3: Regulations of Insurance Business**

a) Development of Insurance Legislation in India and Insurance Act 1938, Insurance Regulatory and Development Authority of India (IRDAI), IRDAI and its Functions, Protection of Policyholders Interest, Dispute Resolution Mechanism, International Trends in Insurance Regulation, Code of conduct for Insurer, Basics requirements of the licensing regime for regulation of insurance Intermediaries, Grant of License.

**Unit 4: Ethical Issues and Rating Practices**

a) Insurance Intermediaries duties to policyholders, Protection of Personal Data, Prevention of Insurance Fraud  
b) Rating Practices, Premium payment regulations, Claim Procedure and Management, Survey and Assessment.

**References:**

- Bedi. H.L: Theory and Practice of Banking.
- Insurance Institute of India.
- K S N Murthy & K V S Sarma: Modern Law of Insurance in India
- Dr. P. Periasamy: Principles and Practices of Insurance
- Manjula V.& Marwa Mona: Life and General Insurance
- Dr. Krishna Murari: Financial Institutions and Regulatory Framework



## Mandatory 4

**Programme Name: M. Com (Banking & Finance)**

**Course Name: International Finance**

**Total Credits: 02**

**University assessment: 25**

**Pre-Requisites:**

**Total Marks: 50**

**College assessment: 25**

### **Introduction:**

International Finance is a section of financial economics which deals with the macro-economic relation between two countries and their monetary transactions. The concepts like interest rate, exchange rate, FDI, FPI and currency prevailing in the trade come under this type of finance.

### **Aims & Objectives:**

- 1) To define the procedures and mechanism in International Finance Management.
- 2) To categorize the functioning of the Global Financial Markets.
- 3) To evaluate and assimilate the functioning of International Bond and Euro Currency Markets.

### **Course outcomes:**

CO1: Learners will be able to recall the concepts associated with Exchange Rate of Regime and Foreign Exchange Rate Policy.

CO2: Learners will be able to Demonstrate the theoretical and numerical understanding of the Foreign Exchange Markets.

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Fundamentals of International Finance**

- a) Meaning and Scope of International Finance-Balance of Payment- Components- Measures and Mechanism to correct Disequilibrium in Balance of Payment - Deficit in Balance of Payment-Concept of Currency Convertibility, Capital Account Convertibility International Monetary System- Gold Standard-Features-Bretton Wood System- Background and Features-Reasons for its Failure-Smithsonian Agreement-SDRs
- b) Current Exchange Rate Systems – Fixed and Flexible Exchange rate- Merits Demerits- Types of Fixed Exchange Rate- Hard Pegs and Soft Pegs- Types of Flexible Exchange Rate- Managed and Free Float, and other Hybrid Mechanism

#### **Unit 2: Foreign Exchange Markets**

- a) Introduction Market and Market Participants- Structure of Forex Markets-The Mechanics of Currency Trading-Types of Transactions and Settlement Dates- Exchange Rate Quotations and Arbitrage (Geographical, Triangular and Interest Rate)- Short Date and Broken Date Forward Contracts- Borrowing and Investment Decisions-Determinants of Exchange Rate – Purchasing Power and Interest rate Parity
- b) Foreign Exchange Management in India- Retail and Whole Sale Component of Indian Foreign Exchange Market- Role of FEDAI- FEMA and Regulatory Framework-Dealing

## Room Operations

### Reference:

- Apte P.G. International Finance – A Business Perspective, New Delhi, TATA McGraw Hill , McGraw Hill Education; 2 edition .
- Bhalla .V.K. international Financial Management- S.Chand Publishing International Financial Management, Thummuluri Siddaiah, Pearson Education India, 2009.
- "International Financial Management" by P.G. Apte
- International Financial Management" by Maurice D. Levi



University of Mumbai

## Electives 1

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Marketing of Financial Products**

**Total Credits: 04**

**University assessment: 50**

**Pre-Requisite:**

**Total Marks: 100**

**College assessment: 50**

### **Introduction:**

Financial service marketing is the process of promoting the products and services of a financial services firm. Marketing efforts for any company typically have the goals of raising brand awareness, attracting customers, making sales and generating revenue.

### **Aims & Objectives:**

- 1) To make learners understand the difference between marketing and selling and discuss the marketing mix
- 2) To enable learners, distinguish different investment related products
- 3) To discuss the factors considered for devising marketing strategy
- 4) To appraise learners about growth of electronic tools used for marketing

### **Course outcomes:**

CO1: Learners will be able to distinguish between marketing and selling and describe marketing mix

CO2: Learners will be able to classify investment related products

CO3: Learners will be able to outline factors responsible for consumer behavior and devise marketing strategies

CO4: Apply e-marketing tools for advertising, blogging, SEO

## **MODULE I:**

**(2 CREDITS)**

### **Unit 1: Introduction to Marketing**

a) Meaning, Definition of Marketing, Marketing concept and its evolution, Difference between marketing and selling, Concept of services- Difference between goods and services

b) Goods service continuum, Service marketing triangle- Characteristics of services- Marketing mix elements (4 and 7 Ps)- Environmental Analysis-Macro and Micro environment

### **Unit 2: Introduction to Financial Products**

a) Introduction to Financial Products- Financial service products meaning and Features, Investment related products- concepts and features- classification.

b) Marketing fundamentals - Market segmentation, Distribution channels- pricing, Decision-factors affecting pricing-pricing policies, Role of regulators in pricing-



- structure and Marketing of financial products based on client requirements.
- c) CRM - Importance of CRM in Marketing of Financial Services- CRM and Relationship, Marketing-CRM, Concept-CRM implementation and evaluation.

## MODULE II:

(2 CREDITS)

### Unit 3: Buying Behavior

- a) Consumer's buying behavior-Factors affecting buying behavior, Need and importance of competition analysis, Porters five force model.
- b) Marketing Strategies - Market entry strategies, Recent trends in marketing of investment products, Marketing through social networking channels.

### Unit 4: E- Marketing

- a) Introduction to E- Marketing – Meaning, Objectives, Features, Scope, Benefits, Problems and Techniques, E-Marketing Tools – Introduction, Objectives, E-mail Marketing, Creating a website, Social Media Marketing, Pay per Click Advertising, Search Engine Optimization, Blogging and Classified Advertising
- b) Application of E- Marketing- Introduction, Objectives, Online Advertising, Direct Response Medium, Role of Distribution in E- Marketing, Lead Generation Platform, Customer Service Mechanism and Relationship Building Medium.

### References:

- Marketing Financial Services: Arthur Meidam: Macmillan
- Marketing Financial Services: Christine Ennew, Trevor Watkins Mike Wright: Routledge
- The Essence of Services Marketing.: Payne, Adrian: Prentice Hall of India Private Limited,
- Customer Service Meaning and Measurement: La Londe, B.J. and Zinszer, P.H: National Council of Physical Distribution Management (NCPDM.)
- Financial Services Marketing: Harrison, Tina: Pearson Education



## Electives 2

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**Programme Name: M. Com (Banking & Finance)**

**Course Name: Retail Banking**

**Total Credits: 04**

**University assessment: 50**

**Prerequisite:**

**Total Marks:100**

**College assessment: 50**

### **Introduction:**

Retail banking is the branch of banking focused on providing financial services to individual customers and small businesses. The primary aim of retail banking is to cater to the everyday banking requirements of consumers, offering solutions for savings, spending, borrowing, and investing. It plays a vital role in facilitating financial transactions and promoting financial inclusion within communities. So, studying this subject students will get insight of working of the Retail Banking.

### **Aims and Objectives:**

- 1) To enable learners to understand in detail the concept of Retail banking.
- 2) To make learners equipped with the latest innovations, trends and technological changes in the Retail banking sector.

### **Course outcomes:**

CO 1: Learners will be able to understand the fundamental of Retail banking

CO 2: Learners will be able to identify role and importance of Retail banking

CO 3: Learners will be in a position to evaluate issues of Retail banking and Digital banking

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Introduction of Retail Banking**

a. Introduction, Birth of Banking, Causes of the Development of Money, Birth of the Banking System, Characteristics of Retail Banking, Advantages of Retail Banking, Constraints in Retail Banking, Prerequisite for Success of Retail Banking.

b. Retail Banking in India, Challenges for Retail Banking, Reason for the Growth of the Retail Banking Segment, Scope of Retail Banking in India, Future of Retail Banking.

#### **Unit 2: Retail Products**

a. Retail Products Overview, The approval process for retail loans, credit scoring, Important Asset Products such as Home Loans, Auto / Vehicle Loans, Educational, Loans, Credit Debit Cards, Other Products / Remittances / Funds Transfer.

b. Marketing/ Selling of retail products, MIS and Accounting - Retail Strategies, Delivery Channels, Selling Process in Retail Products-Direct Selling Agents, Customer Relationship Management, Regulations and compliance - Technology for Retail Banking, Accounting entries.



## MODULE II:

(2 CREDITS)

### Unit 3: Introduction to Principles of Retail Lending & Types of Retail Advances

a. Principles of Retail Lending - General Principles, Six 'C' Principles, Sources of Information; Types of Retail Advances - Personal Loans, Consumer Loans, Home Loans, Auto Loans, Educational Loans, Installment Credit, Loan Against Shares, Loan Against Automobiles, Loan Against Home, Marriage Loans, Single Payment Loans, Bank Credit Cards, 30-Day Charge Card

b. Loan Evaluation Procedure, Credit Analysis, Credit Scoring, Common Credit Scoring Models, Limitations of Credit Scoring, Risk Management and Retail Banking, Risk and Return on Consumer Loans, Revenues from Consumer Loans, Processing of Loans.

### Unit 4: Application of Retail Banking and other Issues

a. Business Process Structure in Retail Banking, Business Approach (Domain Specific) in Retail Banking, Product Models in Retail Banking (Liability Products, Retail Asset Products, Other Products/Services), Process Models for Products and Services, Pricing of Products and Services, Technology Models in Retail Banking.

b. Securitisation, mortgage-based securities; Trends in retailing – New products like Insurance, Demat services, online / Phone Banking, Property services, Investment advisory / Wealth management, Reverse Mortgage – Growth of e-banking, Cross-selling opportunities; Recovery of Retail Loans – Defaults, Rescheduling, recovery process; SARAFAESI Act, DRT Act, use of Lok Adalat forum. Recovery Agents – RBI guidelines.

### References:

- Fundamentals of Retail Banking, Author - O.P. Agarwal, Publisher - Himalaya Publishing House
- Retail and Digital Banking, Author – John Henderson, Publisher – Kogan Page
- Retail Liability Products and Other Related services, IIBF, Macmillan
- Retail Banking Trends in India, Dr Bhadrappa Haralayya
- Retail The Lifestyle Banking, Gautam Gan, Sreyashi Gan



### Electives 3

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Financial Regulatory Authorities**

**Total Credits: 04**

**University assessment: 50  
50**

**Total Marks:100**

**College assessment:**

**Prerequisite:**

**Introduction:**

It is critical to maintain stability, integrity, and justice in the ever-changing world of global finance. The maintenance of global financial systems' functionality and trust is largely dependent on financial regulatory authorities. These organizations monitor, regulate, and enforce markets to protect investors, encourage openness in the marketplace, and reduce systemic risks. We set out to investigate the roles, difficulties, and importance of financial regulatory bodies in the modern, global financial system through this subject.

**Aims and Objectives:**

- 1) To make the students familiar with different Financial Regulators in India.
- 2) To develop competencies for applying such learning to address problems related to Finances.

**Course outcomes:**

CO1: To keep an eye on different Financial Regulations while making business decisions

CO2: To be able to evaluate the legal and regulatory framework of Finance

CO3: To be able to make decisions related to finance on immediate basis

**MODULE I:**

**(2 CREDITS)**

**Unit 1: Reserve Bank of India (RBI)**

a) Concept of RBI, Institutional Growth of RBI, Evolution of RBI, Role of RBI in regulating Banking and Finance, Contemporary Issues, Autonomy and Independence, Credibility, Accountability and Transparency of RBI. Supervisory Role of RBI- Regulation and Supervision: Need for Regulation and Supervision.

b) Banking Regulation Act, 1949, Banking Regulation and Supervision, Functions of the Department of Supervisory, Regulations Review Authority, RBI – On-site Inspection and Off-site Monitoring and Surveillance: The Core Principles for Effective Supervision – On-site Examination – Off-site Surveillance– On-site Inspection and Off-site Monitoring in India





## Unit 2: Security and Exchange Board of India (SEBI)

- a) SEBI: The Securities and Exchange Board of India Act, 1992- Objectives-terms-establishment-powers-functions-accounts and audit- penalties –registration.
- b) Registration of Stock Brokers, Sub - Brokers Issues of Disclosure Investors Protection Guidelines: Pre & Post obligations-conditions for issue-Debt Security-IPO-E-IPO- Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements-offer document.

## MODULE II:

(2 CREDITS)

## Unit 3: Insurance Regulatory and Development Authority of India (IRDA)

- a) Concept of IRDA, Institutional Growth of IRDA, Evolution of IRDA, Role of IRDA in regulating Insurance and Finance.
- b) Contemporary Issues, Autonomy and Independence, Credibility, Accountability and Transparency of IRDA. Duties, powers and functions of IRDAI, Role of IRDA in regulating Life Insurance, General Insurance and Health Insurance

## Unit 4: Other Regulatory Authorities in India

- a) MCA (Ministry of Corporate Affairs) Concept, History, Roles & Responsibilities in regulating the corporate sector specially administration of the Companies Act 2013, and The Limited Liability Partnership Act, 2008
- b) PFRDA Pension Funds Regulatory and Development Authority (PFRDA): Concept, structure, History, Functions of the PFRDA. Association of Mutual Fund in India (AMFI)- Concept, History, Objectives, role of AMFI in regulating Mutual Fund in India.

## References:

- Indian Financial System by Bharati V. Pathak.
- Theory and Practice of Central Banking in India- V.A.Avdhani, Second Edition, Published by Somaiya Publications Pvt. Ltd.
- Reserve Bank of India, Various Reports, RBI Publication, Mumbai.
- Mamta Bhargava – Compliances and Procedures under SEBI Law
- V.L Iyer – SEBI Practice Manual - Taxmann
- Mutual Fund in India by Daryab Singh, Rajat Publication, 2021



## Electives 4

**Programme Name: M.Com. (Banking & Finance)**

**Course Name: Corporate Risk Management**

**Total Credits: 04**

**University Assessment: 50**

**Prerequisite:**

**Total Marks: 100**

**College Assessment: 50**

### **Introduction:**

Risk is an inevitable component of economic activity, as is risk management. In general, people handle their affairs to be as content and safe as possible given their circumstances and available means. However, risk exists because it is rarely possible to foresee with absolute confidence whether these situations will turn out well or poorly, no matter how diligently they are managed. Although almost everything we do carries some risk, the reading will concentrate on financial and economic risk, especially as it pertains to investment management. Together, the responses to these queries aid in defining the risk management procedure. The structure of this reading follows the lines of these inquiries.

### **Aims and Objectives:**

- 1) To outline the concept and fundamentals of risk management.
- 2) To summarise various capital market and risk associated with it.
- 3) To explain credit risk management process, Basel norms and concept of CAR
- 4) To acquaint learners about application of risk measurement tools.

### **Course outcomes:**

CO1: Learners will be able to identify risk and uncertainty in business and learn to compare them, review ERM, and various financial crisis

CO2: Learners would be able to use credit risk management process, review Basel Norms and calculate CAR

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Foundations of Risk Management**

- a) The Concept of Risk, Identification of Risk faced by Organization, Risk and Uncertainty, Dynamic Nature of Risks, Strategic and Operational Risks, Financial Risk faced by Organization.
- b) Evolution of Risk Management, Objectives of Risks Management, Process of Risk Management

#### **Unit 2: Evaluation of Risk**

- a) Evaluation of Organization's ability to bear them, Risk Measurement, Risk monitoring versus managing risk.
- b) Role of Risk Manager and Risk Committee in identifying and managing risk the firm wide risk management: the enterprise risk management, The building blocks of ERM

### Unit 3: Credit Market Risk Management

- a) Introduction, Information required for evaluation of credit risk, Procedure for Credit Risk Management.
- b) Credit Life cycle, Loan Review Mechanism guidelines on Credit Rating Framework in Banks, Introduction of Basel Norms and calculation of capital adequacy ratio (Calculation)

### Unit 4: Foreign Exchange Risk

- a) Forex Market, Identifying and Analyzing Forex Risk, Managing Forex Risk.
- b) Interest Rate Market and Mathematics, Identifying and Analyzing Interest Rate Risk, Measuring Interest Rate Risk

### References:

- The Essentials of Risk Management: Michel Crouhy, Dan Galai,, Robert Mark :MC Graw Hill Education
- A Practical Guide to Risk Management : Thomas S Koleman: Research Foundation of CFA Institute
- Risk Management – Concepts and Guidance: Carl Pritchard: CRC Press
- Quantitative Risk Management : A Practical Guide to Financial Risk- Thomas S. Coleman
- Risk Management: Insurance and Derivatives Dr G Kotreshwar-Himalaya Publishing House .



## Electives 5

**Programme Name: M. Com (Banking & Finance)**

**Course Name: Corporate Finance**

**Total Credits: 04**

**University assessment: 50**

**Pre-Requisite:**

**Total Marks: 100**

**College assessment: 50**

### **Introduction:**

Corporate finance refers to activities and transactions related to raising capital to create, develop and acquire a business. It is directly related to company decisions that have a financial or monetary impact. It can be considered as a liaison between the capital market and the organization.

### **Aims & Objectives:**

- 1) To familiarize learners with fundamental concepts and principles of financial management, including its scope, objectives, and the distinction between profit maximization and value maximization.
- 2) To Comprehend the capital budgeting process, including project classification, investment criteria, and the various techniques used such as NPV, IRR, payback period, and ARR.
- 3) To Grasp the concept of time value of money, including present value, annuity, and various discounting and compounding techniques.
- 4) To analyze the concept and measurement of cost of capital, including its components such as WACC and marginal cost of capital.

### **Course outcomes:**

CO1: Learners will gain a comprehensive understanding of financial management, including its scope, objectives, and the distinction between profit maximization and value maximization.

CO2: Learners will be able to recognize the strategic significance of financial management across corporate, business, and functional strategies, and understand its interface with financial planning.

CO3: Learners will be able to understand the capital budgeting techniques, including NPV, IRR, payback period, and sensitivity analysis, along with the ability to assess and mitigate risks in project planning effectively.

### **MODULE I:**

**(2 CREDITS)**

#### **Unit 1: Scope and Objectives of Financial Management**

- a) Financial Management - Introduction, Meaning, Scope, Objectives, Profit v/s Value Maximization. Strategic Financial Management – Need and Importance Corporate, Business and Functional Strategy



b) Financial Planning - Need and Importance, Interface of Financial Policy and Strategic Management Relationship of Finance to Economics and Accounting Role of Financial Manager

## **Unit 2: Capital Budgeting – Project Planning & Risk Analysis**

- a) Introduction - Capital Budgeting Process, Project Classification and Investment Criteria. Techniques of Capital Budgeting - NPV, Benefit Cost Ratio, Internal Rate of Return, Modified Internal Rate of Return, Payback period, Discounted Payback Period and ARR. (Inclusive of Estimation of Project Cash Flows)
- b) Capital Rationing – Meaning, Need and Dealing with Capital Rationing Problems Risk Analysis in Capital Budgeting – Sources and Perspectives of Risk, Sensitivity Analysis, Scenario Analysis, Simulation Model, Decision Tree Analysis and Break -Even Analysis.

## **MODULE II:**

**(2 CREDITS)**

### **Unit: 3 Time Value of Money**

- a) Concept, Present Value, Annuity, Techniques of Discounting, Techniques of Compounding.
- b) Bond Valuation and YTM

### **Unit 4: Financial Decisions**

- a) Cost of Capital - Introduction, Definition of Cost of Capital, Measurement of Cost of Capital, WACC, Marginal Cost of Capital
- b) Capital Structure Decisions - Meaning, Choice of Capital Structure, Importance, Optimal Capital Structure, EBIT-EPS Analysis, Cost of Capital, Capital Structure and Market Price of Share, Capital Structure Theories, Dividend Policy - Pay Out Ratio Business Risk and Financial Risk - Introduction, Debt v/s Equity Financing, Types of Leverage, Investment Objective/Criteria for Individuals/Non-business Purpose

### **References:**

- Fundamentals of Financial Management by D. Chandra Bose, PHI Learning Pvt. Ltd., New Delhi
- Fundamentals of Financial Management by Bhabotosh Banerjee, PHI Learning Pvt. Ltd., New Delhi
- Fundamentals of Financial Management by Vyuptakesh Sharma, Pearson Education, New Delhi
- Fundamentals of Financial Management by J.C. Van Horne, Prentice Hall of India, New Delhi
- Financial Management: Text and Problems by M.Y. Khan and P.K. Jain, Tata McGraw Hill, New Delhi



**Paper Pattern (Total 50 Marks)**

Internal = 25 Marks  
External = 25 Marks

**Internal Paper Pattern (25 Marks)**

Q1. Project Presentation/ Case Study writing	05 Marks
Q2. Quiz/ Group discussion	05 Marks
Q3. Paper Presentation/ Seminar presentation	05 Marks
Q4. Class Test	10 Marks
<b>Total</b>	<b>25 Marks</b>

**External Paper Pattern (25 Marks)**

Q1. Case Study Analysis	05 Marks
Q2. Answer the following (Any One) A Or B	10 marks
Q3. Answer the following (Any One) A Or B	10 Marks
<b>Total</b>	<b>25 Marks</b>



## Paper Pattern Total 100 Marks)

Internal = 50 Marks  
External = 50 Marks

### Internal Paper Pattern (50 Marks)

Q1. Project Presentation/ Case Study writing	10 Marks
Q2. Quiz/ Group discussion / Role Playing	10 Marks
Q3. Paper Presentation/ Seminar presentation	10 Marks
Q4. Class Test	20 Marks

Total 50 Marks

External Paper Pattern (50 Marks)

Q1. Case Study Analysis	10 Marks
Q2. Answer the following (Any One) A Or B	10 marks
Q3. Answer the following (Any One) A Or B	10 Marks
Q4. Answer the following (Any One) A Or B	10 marks
Q5. Answer the following (Any One) A Or B	10 marks





**Grades and Grade Points:**

Semester GPA/ Programme CGPA Semester/ Programme	% of Marks	Alpha-Sign/ Letter Grade Result
9.00 - 10.00	90.0 - 100	O (Outstanding)
8.00 - < 9.00	80.0 - < 90.0	A+ (Excellent) A (Very Good)
7.00 - < 8.00	70.0 - < 80.0	B+ (Good)
6.00 - < 7.00	60.0 - < 70.0	B (Above Average)
5.50 - < 6.00	55.0 - < 60.0	
5.00 - < 5.50	50.0 - < 55.0	C (Average)
4.00 - < 5.00	40.0 - < 50.0	P (Pass)
Below 4.00	Below 40.0	F (Fail)
Ab (Absent)	-	Absent



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**Dr. Kavita Laghate,**  
Dean,  
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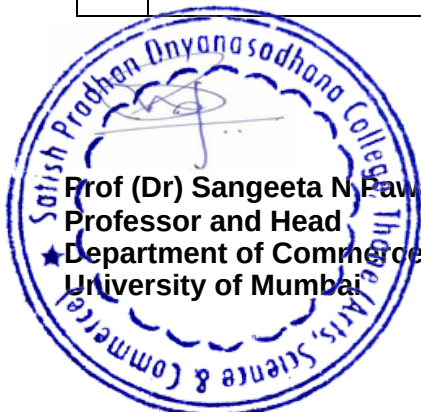




**Appendix- B**

**Justification for M.Com (Banking & Finance)**

1.	Necessity for starting the course:	NEP 2020
2.	Whether the UGC has recommended the course:	Yes
3.	Whether the course is self-financed from the academic year 2023-24 The courses started by the University are self-financed.	Yes
4.	whether adequate permanent number of eligible faculties are available?: To give details	Aided Courses, Yes
5.	regarding the duration of the Course and is it possible to compress the course?:	Two Years Course, Each course has Separate Specialization the course cannot be Compressed
6.	The intake capacity of each course and no. of admissions given in the current academic year:	Banking & Finance 80
7.	Opportunities of Employability / Employment available after undertaking these courses:	Jobs in teaching field, Research associates, Computer Analyst, Accountants, Banking jobs. Marketing Representatives, HR Staff, Web Designer, Animator, Advertising Personnel, Export, Business Consultancy, Start UPS



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