



Dr. M.G.R.
EDUCATIONAL AND RESEARCH INSTITUTE
DEEMED TO BE UNIVERSITY

University with Graded Autonomy Status
(An ISO 21001 : 2018 Certified Institution)
Periyar E.V.R. High Road, Maduravoyal, Chennai-95. Tamilnadu, India.



DEPARTMENT OF COMMERCE

LEARNING OUTCOME BASED CURRICULUM FRAME WORK

M.Com BANK MANAGEMENT

2022 Regulations
(For students admitted from the Academic Year 2025-2026)

M.Com 2022 Regulation



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DEPARTMENT OF COMMERCE

Glimpse of the Department

The Department of commerce was started functioning in 2014 upgraded as a post Graduate with the introduction of M.com course. The department offers an undergraduate course in General, Accounting & finance, Corporate Secretary ship and computer application.

The curriculum of Commerce education in one department is highly application oriented and hence the department follows a multidimensional pedagogy for different program such as Lectures, tutorials, seminars & workshops, Assignments, projects, industry interaction. The department has highly qualified and experience teaching staff.

The faculty of the department has published large number of research papers both in national and international journals. They have also presented papers at various seminars/conferences. The department has organized a number of seminars, Events and conference.

Social outreach and public interaction Program is an integral part of the departmental activities. The department has proved its excellence with a committed staff and enthusiastic students with consistency bring Kudos to the department in the field of academic and extracurricular activities.

“Art keep us connected with the past science takes us to the future commerce takes care of our present needs.” [AAG]

“அன்பறிவுதத்அவனிம்மஅனர் மனாிடைஅன்டவடுௌி .”

A loyal love with wisdom, clearness, mind from avarice free;

Who hath these four good gifts should ever trusted be.[Thirukural–513]

VISION

01	To prepare learners for Higher Education in Commerce and Business Studies.
02	To provide contextually relevant commerce Education.
03	To impart state of art knowledge in subject like Accounting Practice, Marketing, Human Resource, Entrepreneurship, and Ecommerce.
04	An Educative Community marked by excellence and integrity.

MISSION

M1	To produce competent, discipline and quality learners through higher education in commerce. With view to train our learner so as to develop the qualities in research.
M2	To impart higher education through upgraded technology and learning through doing, for social transformation.
M3	To inspire the students to become innovate leaders and to be socially responsible.
M4	To evaluate our performance against benchmarks, to develop programme & go for global tie-ups beyond learning.
M5	To establish in leading high quality research, initiating training and development opportunities and to be a competent entrepreneur.
M6	Providing for holistic and value based developments of students which ultimately enhances their employability.
M7	Provide a nurturing and motivating environment to exploit the full potential of the students.

PROGRAMME EDUCATIONAL OBJECTIVES

PEO1	To provide a strong foundation in Accounting, Finance, Business Laws and Taxation to the learners.
PEO2	To motivate them to pursue Higher Education like M.Com ,M.B.A, C.A.
PEO3	To provide sufficient knowledge and skills to learners to seek employment or form an a ging business organization effectively.
PEO4	To provide essential courses and special guidance to become a successful entrepreneur.
PEO5	Tonurturethelearnerswiththeintellectual,personal&societalskillsforanholisticeducation.
PEO6	To enable every student to cope up with the latest developments in contemporary, national and global level through effective transaction of the curricular and co curricular aspects.
PEO7	To impart quality and need based education, to sensitize the students to their changing roles in society through awareness raising activities.

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MAPPING OF PEO with MISSION STATEMENT

	M1	M2	M3	M4	M5	M6	M7
PEO1	3	3	3	3	2	3	2
PEO2	3	3	2	3	3	2	3
PEO3	3	2	3	3	3	3	3
PEO4	2	3	3	3	2	3	3
PEO5	3	3	3	3	3	2	3
PEO6	3	3	3	2	2	3	2
PEO7	3	3	2	3	3	2	3

Strength of Correlation: 1-LOW.,2-MEDIUM.,3-HIGH

PROGRAMME OUTCOMES

PO1: Disciplinary knowledge: Capable of demonstrating comprehensive knowledge and understanding of one or more disciplines that form a part of an undergraduate programme of study.

PO2: Communication Skills: Ability to understand and express thoughts and ideas effectively in writing and orally; and present complex information in a clear and concise manner to different groups.

PO3:Critical and Reflective thinking: Capability to apply analytic thought to analyze and evaluate evidence, arguments, claims, beliefs on the basis of empirical evidence; formulate coherent arguments; critically evaluate practices, policies and theories by following scientific approach. Critical sensibility, with self awareness and reflexivity of both self and society.

PO4:Research-related skills: Ability to recognize cause-and-effect relationships, define problems, formulate hypotheses, test hypotheses, analyze, interpret and draw conclusions from data, ability to plan, execute and report the results of an experiment or investigation.

PO5:TeamworkandLeadershipqualities: Function effectively as an individual ,and a steam member or leader in diverse teams, and in multidisciplinary environment.

PO6: Information/digital literacy: Capability to use ICT in a variety of learning situations, demonstrate ability to access, evaluate, and use a variety of relevant information sources; and use appropriate software for analysis of data and further presentation.

PO7: Multicultural competence and knowledge of heritage: Possess knowledge of the values and beliefs of multiple cultures to effectively engage globally in a multicultural society and interact respectfully with diverse groups. Ability to understand and propagate heritage values.

PO8: Moral and ethical awareness: Ability to embrace moral/ethical values in conducting one's life, formulate a position/argument about an ethical issue from multiple perspectives, and use ethical practices in all work. Appreciating environmental and sustainability issues; and adopting objective, unbiased and truthful actions in all aspects of work.

PO9: Lifelong learning: Ability to update knowledge and skills, participating in learning activities throughout life, through self-paced and self-directed learning aimed at personal development, meeting economic, social and cultural objectives.

MAPPING OF PEO with PO

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
PEO1	3	3	3	2	3	3	3	2	3
PEO2	3	3	2	3	3	3	3	3	3
PEO3	2	3	3	3	3	3	2	3	3
PEO4	3	3	3	3	3	2	3	3	3
PEO5	3	3	3	3	3	2	3	3	3
PEO6	3	3	3	2	3	2	3	2	3
PEO7	3	3	2	3	3	3	3	3	3

Strength of Correlation:1-LOW.,2-MEDIUM.,3-HIGH

PROGRAMMESPECIFICOUTCOMES

PSO1	Students can begin their career as a Manager, Accountant , Management Accountant, cost Accountant, Bank Manager, Financial analyst, Auditor, Company Secretary, Teacher, , Stock Agents, Government employments and so on
PSO2	Students will prove themselves in different professional exams like C.A. , C S, CMA, MPSC,UPSC., and also plan for higher studies MBA, LLB, LLM
PSO3	The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day to day business activities and they can start their own business.

MAPPING OF PEO with PSO

	PEO1	PEO2	PEO3	PEO4	PEO5	PEO6	PEO7
PSO1	3	3	3	2	3	3	3
PSO2	3	2	3	3	3	3	3
PSO3	3	3	3	3	3	3	3

Strength of Correlation1-LOW.,2-MEDIUM.,3-HIGH

Courses Offered:-

- **UG Courses offered:-(Three years)**

- B.Com(General)
- B.Com(Accounting& Finance)
- B.Com(CorporateSecretaryship)
- B.Com(ComputerApplication)
- B.Com(ArtificialIntelligence)

- **PG Courses offered:-(Two years)**

- M.Com (General)
- M.Com Bank Management

- **Research Programs offered:-**

- Ph.D.

- **Training on various Skill Programme:-**

- Soft Skill
- GST
- Tally
- Financial Literacy
- Logistics
- Life skill

I Semester

Code	Course	C	L	T/SLr	P/R	Ty/L/E TL/IE
HMCB25001	Indian Banking System	4	2	2	0	Ty
HMCB25002	Merchant Banking and Financial Services	4	4	0	0	Ty
HMCB25003	Management Theory and Behavioural Science	4	4	0	0	Ty
HMCB25004	Monetary Economics	3	3	0	0	Ty
HMCC22001	Research Methodology	3	3	0	0	Ty
HMAC22IXX	Audit Course	0	2	0	0	IE

Practical

HMCB25I01	Career building and Job readiness	1	0	0	2	IE
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CreditssubTotal-19**II Semester**

Code	Course	C	L	T/SLr	P/R	Ty/L/ETL/ IE
HMCB25005	Rural Banking	3	2	1	0	Ty
HMCB25006	Enterprise Resource Planning	4	4	0	0	Ty
HMCB25007	International Banking and Finance	4	4	0	0	Ty
HMCB25008	Goods and service Tax	3	3	0	0	Ty
HMCB25EXX	Programme Elective-I	3	3	0	0	Ty
HMOL25IE1	NPTEL/SWAYAM/ COURSERA	3	0	0	0	IE

Practical

HMCB25I02	GST&E Filing	1	0	0	2	IE
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***Students has to complete a course of their choice either in NPTEL/ SWAYAM/ COURSERA. Duration 4weeks, certificate to be submitted, evaluation 2nd Semester**

CreditssubTotal-21

C:Credits L: Lecture T: Tutorial S.Lr: Supervised Learning P: Problem/ Practical R :Research T/L/ETL /IE: Theory/Lab/Embedded Theory and Lab / Internal Evaluation

III Semester

Code	Course	C	L	T/SLr	P/R	Ty/L/E TL/IE
HMCB25009	Insurance Law & Regulations	4	4	0	0	Ty
HMCB25010	Investment Analysis and portfolio Management	4	2	2	0	Ty
HMCB25011	Credit Analysis and Lending Management	4	3	1	0	Ty
HMCB25012	Business Psychology	3	3	0	0	Ty
HMCB25EXX	Programme Elective- II	3	3	0	0	Ty

Practical

HMCB25I04	* Summer Internship	2	0	0	4	IE
HMCB25I05	Case Study - Bank and Customer Relationship	1	0	0	2	IE

*Students has to undergo Internship in an Organization 4 weeks, end of 2nd semester and Report submission and Evaluation viva voce will be held at 3rd semester

CreditssubTotal-21**IV Semester**

Code	Course	C	L	T/SLr	P/R	Ty/ L/ ETP/IE
HMCB25013	Strategic Management and Business Ethics	4	4	0	0	Ty
HMCB25014	Artificial Intelligence in Banking	4	4	0	0	Ty

Practical

HMCB25I06	Research Publication	2	0	0	4	IE
HMCB25L01	Project	9	0	0	9/9	LB

CreditssubTotal-19**Credit Distribution**

Semester	Credits
I	19
II	21
III	21
IV	19
TOTAL	80

Programme Electives (2papers to be chosen from the list. (Semester II-1,Semester III-1)

Elective I

Sub Code	Subjects
HMCB25E01	Forensic Accounting
HMCB25E02	Cyber Commerce
HMCB25E03	Transformational Leadership
HMCB25E04	Green Marketing
HMCB25E05	Advanced Digital Marketing

Elective II

Sub Code	Subjects
HMCB25E06	Financial Derivatives
HMCB25E07	Private Banking
HMCB25E08	Corporate Governance & Ethics in Banking
HMCB25E09	Stress Management
HMCB25E10	International Marketing

AUDITCOURSE							
Sl. No	Course Code	Course Name	Ty/Lb/ETL/IE	Teaching Scheme			
				L	T/SLr	P/R	C
1	HMAC22I01	English for Research paper writing	Ty	2	0/0	0/0	0
2	HMAC22I02	Disaster Management	Ty	2	0/0	0/0	0
3	HMAC22I03	Sanskrit for Technical Knowledge	Ty	2	0/0	0/0	0
4	HMAC22I04	Value Education	Ty	2	0/0	0/0	0
5	HMAC22I05	Constitution of India	Ty	2	0/0	0/0	0
6	HMAC22I06	Pedagogy Studies	Ty	2	0/0	0/0	0
7	HMAC22I07	Stress Management by Yoga	Ty	2	0/0	0/0	0
8	HMAC22I08	Personality Development through Life Enlightenment Skills	Ty	2	0/0	0/0	0
9	HMAC22I09	Life skill	Ty	2	0/0	0/0	0

Table1: Credit Distribution Format (M.Com)

S. No	CATEGORY	Description	No. of Courses	Credits	Total	Credit Weight age	Contact Periods
1	CORE COURSES	Core Theory	9	4	51	53%	540
		Core Lab	5	3			225
2	ELECTIVE COURSES	Department Core Electives/ Skill enhancement electives	2	3	6	6%	90
3	OPEN ELECTIVES	Open Elective theory	1	3	3	3%	45
		Open Elective Lab					
4	INTERDISCIPLINARY/ ALLIED COURSES	Theory					
		Lab					
5	HUMANITIES & SOCIAL SCIENCES , LIFESKILLS &SOFT SKILLS	Language1&2					
		English1&2					
		Soft Skills					
		Life Skill					
		Foreign Language					
		Environmental Studies					
		Management Papers					
		Entrepreneurship Development					
		Universal Human values					
		Entrepreneurship					
6	PROJECTS/INTERNSHIP/ CORESKILL	Project	1	9	15	31%	270
		practical's	4	1			120
		Internship/NSS/ NCC	1	2			60
7	Research Component	Research methodology, Publication, IPR And Patents etc.	1	3(RM)	5	7%	45
			1	2(RP)			60
8	Any other	Audit course	1	0	0	0	1
Total			25	30	80	100	1456

SEMESTER–I

M.Com 2022 Regulation

Subject Code: HMCB25001	Subject Name: Indian Banking System	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Knowledge on basic of banking concepts	Ty	2	2	0	4			
L:Lecture,T:Tutorial, SLr: Supervised Learning, P: Project, R: Research, C: Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1.Gain thorough understanding of the structure, functions, and regulatory framework of the Indian banking system. 2.Analyse the role of the Reserve Bank of India (RBI), financial inclusion in its actives, and risk management strategies. 3.Evaluate emerging trends such as digital banking, fintech innovations, and their impact on the banking sector.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Understand the roles and functions of different types of banks, including commercial, cooperative, and development banks.								
CO2	Analyse the impact of RBI policies, monetary regulations, and Base norms on banking operations.								
CO3	Apply banking concept in real-world scenarios, including banking services, digital transactions								
CO4	Assess the impact of fin tech, digital banking, and cyber security challenges in the evolving banking landscape.								
CO5	Understand the Concept of Risk Management in banking								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		2		
CO3		3			3		3		
CO4		2			3		3		
CO5		3			2		3		
3/2/1Indicates Strength Of Correlation, 3–High, 2-Medium, 1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25001	Subject Name: Indian Banking System	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Knowledge on basic of banking concepts	Ty	2	2	0	4

Unit 1: Introduction to the Indian Banking System **12 periods**

Evolution and history of banking in India Structure of the Indian banking system-Role and functions of commercial banks-Central Banking – Role of the Reserve Bank of India (RBI)-Types of banks: Public Sector Banks (PSBs), Private Sector Banks, Regional Rural Banks (RRBs), Cooperative Banks-Payment Banks and Small Finance Banks

Unit 2: Banking Regulations and Monetary Policy **12 periods**

Banking Regulation Act, 1949 – Key provisions-RBI Act, 1934 – Role of RBI as the regulator-Monetary policy tools: CRR, SLR, Repo Rate, Reverse Repo Rate, Open Market Operations (OMO)-Basel Norms – Basel I, II, and III in the Indian context-Financial inclusion initiatives – Pradhan Mantri Jan Dhan Yojana (PMJDY), Mudra Loans, Microfinance Institutions

Unit 3: Banking Operations and Services **12 periods**

Types of bank accounts: Savings, Current, Fixed Deposit (FD), Recurring Deposit (RD) Loan and advances: Term loans, Working capital loans, Retail loans (Home, Auto, Personal)- Negotiable Instruments: Cheques, Bills of Exchange, Promissory Notes-E-banking services: NEFT, RTGS, IMPS, UPI, Mobile Banking, Internet Banking-Credit cards, Debit cards, and Digital Payments-Non-Performing Assets (NPA) and their management

Unit 4: Financial Institutions and Emerging Trends in Banking **12 periods**

Role of NABARD, SIDBI, EXIM Bank, and other financial institutions-Role of Foreign Banks in India-Mergers and Acquisitions in Indian Banking (Recent Trends)-Digital banking, FinTech, and Block chain in banking-Cyber security challenges in banking

Unit 5: Risk Management and Future of Indian Banking **12 periods**

Risk management in banking–Credit risk, Market risk, Operational risk-Asset Liability Management (ALM) in banks-Role of technology in banking–Artificial Intelligence (AI) and Machine Learning (ML)-Green Banking and Sustainable Finance-Future challenges and opportunities in the Indian banking sector

Total periods 60

Reference:

1. Indian Banking System–K.C.Shekhar & Lekshmy Shekhar (Vikas Publishing House)
2. Banking Theory, Law, and Practice–Dr.S.Gurusamy (Mc Graw Hill Education)
3. Indian Financial System–Bharati Pathak (Pearson Education)
4. Financial Institutions and Markets–Frederic S. Mishkin & Stanley Eakins (Pearson)
5. Principles of Banking–Moorad Choudhry (Wiley) Money, Banking and Financial Markets–Stephen G. Cecchetti & Kermit L. Schoenholtz (McGraw Hill)

Subject Code: HMCB25002	Subject Name: Merchant Banking and Financial Services	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Knowledge on basic of financial services	Ty	4	0	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Provide main-depth understanding of financial markets, their structure, functions, and role in the economy.									
2. Analyse the functioning of financial institutions, including banks, non-banking financial companies (NBFCs), mutual funds, and regulatory bodies.									
3. Examine emerging trends, financial innovations, and risk management practices in financial markets.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand financial services, their environment, legal frame works, and key players.								
CO2	To explore merchant banking, public issues, SEBI guidelines, foreign capital, and related financial procedures.								
CO3	To explore leasing, legal/ tax aspects, accounting, funding, and hire purchase vs. leases.								
CO4	To explore factoring, consumer finance, venture capital, mutual funds, and credit rating in the Indian context.								
CO5	To understand the role of banks, FIs, stock exchanges, and securities strading in India, including depositories and key reports.								
Mapping of Course Outcome with Program Outcome (POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			2		3		
CO3		3			3		3		
CO4		2			3		2		
CO5		3			2		3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25002	Subject Name: Merchant Banking and Financial Services	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Knowledge on basic of financial services	Ty	4	0	0	4

UNIT1: Introduction to Financial Services

12periods

The concept of financial services - financial services and economic environment - legal and regulatory framework Securities Contracts (Regulations) Act - Financial institution - other players in the financial services sector.

UNIT2: Merchant Banking

12periods

Merchant Banking-procedural aspects of public issues, rights issues-prospectus ; regulations and certification - under writing and managing public issues - SEBI guidelines - pricing of initial public issues-rating of new issues - raising foreign capital - inter corporate loans and fixed deposits

UNIT 3:Leasing and Hire Purchase Transaction

12periods

Introduction to leasing - legal aspects - tax aspects - accounting and reporting for leases - funding of leases - import leasing and cross border leasing - lease structuring and lease agreement - concept and features of hire purchase transaction : fiat and effective rates of interest - difference between hire purchase and a lease.

UNIT 4: Factoring and Venture Capital

12 periods

Factoring -introduction and features -legal aspects - cost of factoring - recent development in the Indian context-factoring VS. bill discounting-consumer finance-credit card- financing schemes for consumer durables. Venture capital-concept and characteristics- evaluation of new project ideas and technology-innovation-venture capital industry in India-venture capital schemes and guidelines-tax and legal aspects-project investment consultation -Mutual funds - credit rating - CRISIL - ICRA.

UNIT5: Bank and Stock Exchange

12periods

Banks, F Isands to ckex change-Organization and functions of stock exchange in India- Trade in stock exchange-role of depositories- Listing of securities-OTCEx change. of India
-NSE-Jana kiraman Committee Report.

Total periods 60

REFERENCES:

1. SEBI Gudelines 1992
2. K.Sriram, Hand book of Leasing, Hire Purchasing & Factoring. ICFAI Publication s,1991
3. J.N.Dhonkhar, ATreatiseon Merchant Banking, New Delhi, Sky lark Publications,1990.
4. Vinod Kothari, Leasing, Hire Purchase and Consumer Ctedit. Wadhwa &Co., 1990.

Subject Code: HMCB25003	Subject Name: Management Theory & Behavioural Science		Ty/Lb/ ETL/IE		L	T/ S.Lr	P/R	C	
	Prerequisite: Knowledge on basic of organization		Ty		4	0	0	4	
L:Lecture,T:Tutorial,SLr: Supervised Learning, P:Project, R:Research, C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Develop an understanding of fundamental management theories and their application in organizational settings.									
2. Analyze human behavior in organizations, focus ingon motivation, leadership, group dynamics, and decision- making.									
3. Explore the impact of organizational culture, change management, and emerging trends in behavioral Science.									
COURSEOUTCOMES(Cos)									
Student completing this course were able to									
CO1	Understand key management theories and their relevance to modern business environments.								
CO2	Analyse individual and group behavior in organizations, including motivation, perception etc.								
CO3	Evaluate the role of organizational culture, change, and conflicted solution in business success.								
CO4	Apply decision-making models and problem-solving techniques in managerial scenarios.								
CO5	Assess the impact of digital transformation, emotional intelligence, and ethical considerations								
Mapping of Course Outcome with Program Outcome (POs)									
			Programme Outcomes (Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes (PSOs)							
Cos		PSO1			PSO2			PSO3	
CO1		3			3			3	
CO2		3			3			3	
CO3		3			3			3	
CO4		3			2			3	
CO5		3			3			2	
3/2/1Indicates Strength Of Correlation,3									
–High, 2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

M.Com 2022 Regulation

Subject Code: HMCB25003	Subject Name: Management Theory & Behavioural Science	Ty/Lb/ ETL/IE	L	T/ S.Lr	P/R	C
	Prerequisite: Knowledge on basic of organization	Ty	4	0	0	4

Unit1: Introduction to Management Theories

12periods

Concept and Evolution of Management-Classical Theories: Scientific Management (Taylor), Administrative Management (Fayol), Bureaucratic Management (Weber)-Neo-Classical Theories: Human Relations Approach (Elton Mayo), Behavioural Science Approach-Modern Theories: Systems Approach, Contingency Approach, Decision Theory Approach-Management Functions: Planning, Organizing, Leading, Controlling

Unit2: Organisational Behaviour and Individual Dynamics

12periods

Introduction to Organisational Behaviour (OB): Scope, Importance, and Models-Personality and Attitudes: Determinants of Personality, Big Five Personality Traits, Personality Theories-Perception and Learning: Perception Process, Attribution Theory, Learning Theories (Classical Conditioning, Operant Conditioning, Social Learning)-Motivation Theories: Maslow's Hierarchy of Needs, Herzberg's Two-Factor Theory, McClelland's Theory of Needs, Expectancy Theory-Emotional Intelligence (EI) and its Role in Management

Unit3: Group Dynamics and Leadership

12periods

Group Behaviour: Types of Groups, Group Formation, Group Cohesiveness, Teamwork in Organisations-Conflict and Negotiation: Types of Conflict, Conflict Resolution Strategies, Negotiation Process-Leadership Theories: Trait Theory, Behavioural Theories (Ohio State and Michigan Studies), Contingency Theories (Fiedler, Path-Goal, Vroom-Yetton Model)-Transformational vs. Transactional Leadership-Power and Politics in Organizations

Unit4: Organisational Culture, Change, and Development

12periods

Organisational Culture: Meaning, Types, Creating and Sustaining Organizational Culture-Organisational Change: Forces for Change, Resistance to Change, Lewin's Change Model,-Organisational Development (OD): Meaning, Importance, OD Interventions (T-Groups, Sensitivity Training, Process Consultation, Survey Feedback)- Workplace Stress Management: Causes, Effects, Stress Management Techniques

Unit5: Decision Making and Emerging Trends in Management

12periods

Decision Making Process - Decision-Making Styles- Communication in Organizations: Types, Barriers, Effective Communication Strategies- Corporate Social Responsibility (CSR) and Ethics in Management-Impact of Technology on Management: AI in Decision Making, Virtual Teams, Digital Leadership-Future of Management & Organisational Behaviour Trends

Total periods 60

Reference Books

1. Management Concepts and Organisational Behaviour–Dr.S.S.Khanka(S.Chand Publishing)
2. Organisational Behaviour–K.A swathappa (Himalaya Publishing House)
3. Principles of Management–Harold Koontz & Heinz Weihrich (McGrawHill)
4. Leadership in Organizations–Gary Yukl(Pearson)

Subject Code: HMCB25004	Subject Name: Monetary Economics	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Knowledge on basic of monetary policy	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P: Project,R: Research,C: Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the role of money, monetary policy, and financial institutions in economic stability and growth.									
2. Analyse the functions of central banks, money supply mechanisms, and the impact of interest rates on the economy.									
3. Evaluate the effects of inflation, exchange rates, and global monetary policies one economic development.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	To explain the functions and significance of money in the economy.								
CO2	Analyse the concept to demand &supply								
CO3	To explore inflation theories, types, impacts, and control measures.								
CO4	Evaluate the impact to foreign exchange rates and global monetary systems on international trade and finance.								
CO5	Assess the influence of financial markets and institutions in shaping monetary policies and economic stability.								
Mapping of Course Outcome with Program Outcome (POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	2	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		2			3		3		
CO4		3			2		3		
CO5		3			3		2		
3/2/1Indicates Strength Of Correlation,3 –High,2 -Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25004	Subject Name: Monetary Economics	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Knowledge on basic of monetary policy	Ty	3	0	0	3

UNIT1: Money

9 periods

Money: Concept, Definition, Functions and Classification of Money Value of Money, Quantity Theory of Money, Fisher's Transaction theory, Cash Balance Approach, Milton Friedman's Restatement of the QTM.

UNIT2: Demand & Supply

9 periods

Concepts of supply and demand for money – money supply and price level – Keynes – classical Dichotomy – Real Balance Effect.

UNIT3: Theories of Inflation

9 periods

Theories of Inflation - Concept and Measurement of Inflation. - Demand Pull Inflation, Cost Push Inflation. - Inflation Theories: Classical and Neo-Classical Theories, The Inflationary Gap Model, The Phillips Curve, Lipsey's Version, Samuelson Solow Modification of Phillips Curve, Monetarist Approach to Phillips Curve, New Classical Approach to Phillips Curve. - Impacts of Inflation - Measure to Control Inflation.

UNIT4: Monetary policy

9 periods

Monetary policy– Indian money market organized unorganized functions of Capital market, credit control quantitative and qualitative methods – limitations.

UNIT5: Reserve Bank of India

9 periods

Reserve Bank of India – Functions – credit control – Rural and Industrial credit – Exchange control. Exchange rate– Fixed and Flexible – problems of international liquidity – IMF Functions – SDR – IBRD, GATT – WTO.

Total periods 45

References Books:

1. Mithani.D-Money Banking and International Trade
2. Sethi.T.D.-Money Theory
3. Vaish.M.C-Money Theory
4. SundharamK.P.M-Monetary Theory and practices
5. M.L.Seth-Money Banking and International Trade
6. Dr .Cauvery and others-Monetary Economics
7. Basu.S.K-IndianBanking8.L.R.Chandhar-EconomicsofmoneyandBanking

Subject Code: HMCC22001	Subject Name: Research Methodology		Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C		
	Prerequisite: Basic knowledge in Research		Ty	3	0	0	3		
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. To provide an understanding of elements in the research process.									
2. To understand the methods of research in business settings, and commerce, using popular research software.									
3. The objective to know the ways for dissertation writing.									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	To fulfill the bank requirement of business research.								
CO2	To evaluate various research decisions.								
CO3	To know the method of data collection.								
CO4	To study the analysis and interpretation of data.								
CO5	To familiarize report writing.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			3		2		
CO5		3			3		2		
3/2/1 Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCC22001	Subject Name: Research methodology	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge in Research	Ty	3	0	0	3

Unit1

9periods

Introduction to research, Definitions and characteristics of research, Types of Research, Research Process, Problem definition, Objectives of Research, Research Questions, Research design, Quantitative vs. Qualitative Approach, Building and Validating Theoretical Models, Exploratory vs. Confirmatory Research, Experimental vs. Theoretical Research, Importance of reasoning in research.

Unit2

9 periods

Problem Formulation, Understanding Modeling & Simulation, Literature Review, Referencing, Information Sources, Information Retrieval, Indexing and abstracting services, Citation indexes, Development of Hypothesis, Measurement Systems Analysis, Error Propagation, Validity of experiments, Statistical Design of Experiments, Data/Variable Types & Classification, Data collection, Numerical and Graphical Data Analysis: Sampling, Observation, Interpretation of Results.

Unit3

9 periods

Statistics: Probability & Sampling distribution, Estimation, Measures of central Tendency, Arithmetic mean, Median, Mode, Standard deviation, Co efficient of variation (Discrete series and continuous series), Hypothesis testing & application, Correlation & regression analysis, Orthogonal array, ANOVA, Standard error, Concept of point and interval estimation, Level of significance, Degree of freedom, Analysis of variance, One way and two way classified data, 'F' test.

Unit4

9periods

Preparation of Dissertation and Research Papers, Tables and illustrations, Guidelines for writing the abstract, introduction, methodology, results and discussion, conclusion sections of manuscript. References, Citation and listing system of documents

Unit5

9 periods

Intellectual property rights (IPR) patents copyright Trademarks Industrial design geographical indication. Ethics of Research Scientific Misconduct Forms of Scientific Misconduct. Plagiarism, Unscientific practices in thesis work, Ethics in science.

Total periods 45

REFERENCEBOOKS

1. K.S.Bordens, and B.B.Abbott,, "Research Design and Methods–A Process Approach", 8th Edition, McGraw Hill, 2011.
2. C.R.Kothari, "Research Methodology–Methods and Techniques", 2nd Edition, New Age International Publishers.

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Subject Code:	Subject Name: Career Building and Job Readiness	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C			
HMCB25I01	Prerequisite: Basic knowledge on career	IE	0	0	2	1			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P: Project,R: Research,C: Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. To provide an understanding of the main elements of the Career Buildings.									
2. To understand the interview process.									
3. The objective to know the workplace readiness.									
COURSEOUTCOMES(Cos) Students completing this course were able to									
CO1	To help individuals understand themselves better and set clear, meaning fulcareergoals aligned with their personal strengths, interests, and values.								
CO2	To equip individuals with knowledge of career paths, industry trends, and personal alignment strategies to make informed and strategic career decisions.								
CO3	To build effective resume and job application skills.								
CO4	To prepare for interviews and enhance key soft skills for career success								
CO5	To develop work place readiness, professional behavior, and strategies for ongoing career growth								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-I		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		3			2		3		
3/2/1Indicates Strength Of Correlation,3–High, 2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
								✓	

Subject Code:	Subject Name: Career Building and Job Readiness	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
HMCB25I01	Prerequisite: Basic knowledge on career	IE	0	0	2	1

UNIT1:Self-Discovery and Goal Setting

6 periods

Introduction to Career Planning-Self-Assessment: Identifying Strengths, Weaknesses, Interests, and Values-SWOT Analysis for Personal Development-Setting SMART Career Goals-Time Management and Personal Productivity-Building a Personal Vision & Mission Statement.

UNIT2: Career Exploration and Planning

6 periods

Overview of Career Paths and Industries-Job Market Trends and Future Skills-Matching Personal Profile with Career Options-Internships, Volunteering, and Networking-Creating a Career Roadmap or Career Ladder.

UNIT3: Resume Writing and Job Application Skills

6 periods

Resume and CV Writing: Types, Format, and Customization-Crafting Effective Cover Letters-LinkedIn and Other Professional Profiles-Understanding Job Descriptions and Keywords-Online Application Process and Email Etiquette.

UNIT4:Interview Preparation and Soft Skills

6 periods

Types of Interviews: HR, Technical, Group Discussions, Online Interviews-Common Interview Questions and STAR Technique-Non-verbal Communication – Body Language, Grooming, First Impressions-Presentation Skills and Public Speaking-Critical Thinking, Teamwork, Adaptability, and Emotional Intelligence.

UNIT5: Workplace Readiness and Professionalism

6 periods

Work Ethics and Professional Behaviour-Workplace Communication: Verbal, Written, and Digital-Conflict Resolution and Stress Management-Understanding Company Culture and Policies-Continuous Learning and Career Advancement Strategies.

Total periods 30

Reference Books:

1. **Soft Skills: Enhancing Employability Skills**–by *M.S.Rao*, Himalaya Publishing House
2. **The 7 Habits of Highly Effective People**–by *Stephen R. Covey*, Simon & Schuster
3. **You're Hired! How to Write a Brilliant CV** –by *Corinne Mills*, Trotman Publishing
4. **Developing Employability Skills**–by *M.Stewart*, Pearson Education

SEMESTER-II

Sub Code HMCB25005	Subject Name: Rural Banking				Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C	
	Prerequisite: Basic knowledge on rural banking system				Ty	2	1	0	3	
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation										
OBJECTIVES										
1. To provide a comprehensive understanding of the rural banking system, its structure, and its role in economic development.										
2. To familiarize learners with rural financial institutions, credit practices, digital innovations, and government initiatives.										
3. To equip students with knowledge of policies, challenges, and strategies for improving rural financial inclusion and credit delivery										
COURSEOUTCOMES(Cos)										
Students completing This course were able to										
CO1	To understand the role and structure of rural banking in promoting financial inclusion and economic development.									
CO2	To learn about various rural financial institutions and their role in delivering credit and support in rural development.									
CO3	To understand different types of rural credit, lending practices, and challenges like NPAs in agricultural financing.									
CO4	To explore digital technologies and innovations of financial inclusion in rural areas.									
CO5	To understand government schemes and strategies driving reforms and credit growth in rural banking.									
Mapping of Course Outcome with Program Outcome(POs)										
			Programme Outcomes(Pos)							
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	2	3	2	3	3	3	3	3	3	
CO2	3	3	3	3	3	3	3	2	2	
CO3	3	2	3	3	3	3	3	3	3	
CO4	2	3	3	3	3	3	3	2	3	
CO5	3	3	3	3	3	2	2	3	3	
Sem-II		Programme Specific Outcomes(PSOs)								
Cos		PSO1				PSO2	PSO3			
CO1		3				3	3			
CO2		3				3	2			
CO3		3				3	3			
CO4		3				2	3			
CO5		3				2	3			
3/2/1Indicates Strength Of Correlation,3 –High,2-Medium,1- Low										
	Category	Program Core	Progra m Elective	Humanities and Social Science	Open Elective	Skill	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√								

Subject Code:	Subject Name: Rural Banking	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
HMCB25005	Prerequisite: Basic knowledge on rural banking system	Ty	2	1	0	3

UNIT1: Introduction to Rural Banking

9periods

Meaning and Importance of Rural Banking-Structure of Rural Financial System in India- Role of Rural Banks in Economic Development-Financial Inclusion and Its Importance-Rural Credit: Need, Nature, and Challenges-Role of NABARD and RBI in Rural Banking

UNIT2: Rural Financial Institutions

9periods

Types of Rural Financial Institutions: Co-operative Banks, Regional Rural Banks (RRBs), Commercial Banks-Primary Agricultural Credit Societies (PACS)-Self-Help Groups (SHGs) and Microfinance Institutions (MFIs)-Credit Delivery Mechanisms and Schemes-SHG-Bank Linkage Programme (SBLP)-Impact of Financial Institutions on Rural Development

UNIT3: Rural Credit and Lending Practices

9periods

Types of Credit: Short-term, Medium-term, Long-term Credit-Agricultural Credit vs. Non-Agricultural Credit-Priority Sector Lending and its Role-Kisan Credit Card Scheme-Loan Disbursement and Recovery Systems-Non-Performing Assets (NPAs) in Rural Lending

UNIT4: Technology and Innovation in Rural Banking

9periods

Digital Banking Services in Rural Areas-Mobile Banking, Internet Banking, and Financial Literacy-Role of Common Service Centres (CSCs)in Banking-Direct Benefit Transfer(DBT) and JAM Trinity-Financial Inclusion Technologies: Aadhar-enabled Payment Systems (AEPS), RuPay, UPI-Use of Kiosks, Micro ATMs, and Business Correspondents

UNIT5: Government Initiatives and Policy Framework

9periods

Government Schemes: PMJDY, PM-KISAN, MUDRA, Stand Up India-Role of NABARD in Policy Implementation-Reforms in Rural Banking Sector-Challenges Faced by Rural Banks-Strategies to Improve Rural Credit Penetration-Case Studies on Successful Rural Banking Models

Total periods 45

Reference Books:

1. **Rural BankinginIndia**–by*K.G. Karmakar*,Sage Publications
2. **IndianFinancialSystem**–by*M.Y.Khan*,TataMcGraw-Hill
3. **BankingTheoryandPractice**–by*K.C.Shekhar&LekshmyShekhar*,Vikas Publishing
4. **RuralBankingandMicrofinance**–by*P.Satish*,ICFAIBooks

Subject Code: HMCB25006	Subject Name: Enterprise Resource Planning	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge resource planning	Ty	4	0	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. To provide a comprehensive understanding of ERP systems, including their concepts, implementation, technologies, and integration with business processes like supply chain management.									
2. To explore emerging trends, challenges, and real-world case studies for effective ERP adoption and future readiness.									
3. To understand the ERP Application and Technology in AI									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand the fundamentals, benefits, and key components of ERP systems.								
CO2	To learn the ERP implementation process, challenges, and strategies for successful integration.								
CO3	To explore advanced technologies and applications that enhance ERP systems' functionality and security.								
CO4	To understand how ERP integrates with supply chain management to optimize inventory, procurement, and logistics.								
CO5	To explore emerging ERP trends, industry-specific solutions, software options, and ethical considerations through global case studies.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-II		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2			PSO3	
CO1		3			3			3	
CO2		3			3			3	
CO3		3			3			3	
CO4		2			3			3	
CO5		3			3			2	
3/2/1 Indicates Strength Of Correlation, 3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code:	Subject Name: Enterprise Resource Planning	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
HMCB25006	Prerequisite: Basic knowledge resource planning	Ty	4	0	0	4

Unit1: Introduction to ERP

12 periods

Concept and evolution of ERP-Need and benefits of ERP systems-ERP vs. traditional business management systems-Components and architecture of ERP-Key modules in ERP (Finance, HR, Production, SCM, CRM)

Unit2: ERP Implementation and Integration

12 periods

ERP implementation lifecycle-ERP project management and critical success factors- Business Process Reengineering (BPR) and ERP integration-Challenges in ERP implementation-Case studies on successful and failed ERP implementations

Unit3: ERP Technologies and Applications

12 periods

Database management and ERP systems-Cloud-based ERP solutions-Role of Artificial Intelligence (AI) and Machine Learning in ERP-Internet of Things (IoT)and ERP integration-Cyber security and data protection in ERP

Unit4: ERP and Supply Chain Management (SCM)

12 periods

Integration of ERP with SCM-Inventory and warehouse management using ERP-Procurement and supplier relationship management-Logistics and transportation management-Case studies on ERP-driven supply chain optimization

Unit5: Future Trends and Case Studies in ERP

12 periods

Emerging trends in ERP (Block chain, Big Data, RPA)-Industry-specific ERP solutions (Manufacturing, Healthcare, Retail, Banking)-ERP software comparison: SAP, Oracle, Microsoft Dynamics, Tally ERP-Ethical and legal aspects of ERP implementation-Case studies on global ERP applications

Total periods 60

Reference Books

1. EnterpriseResourcePlanning–AlexisLeon(McGrawHillEducation)
2. ERP:ConceptsandPractice–V.K.Garg&N.K.Venkatakrishnan(PHILearning)
ConceptsinEnterpriseResourcePlanning–EllenMonk&BretWagner (Cengage Learning)
- 3.ERP: Making It Happen – The Implementers' Guide to Success with Enterprise Resource Planning – Thomas F. Wallace & Michael H. Kremzar (Wiley)
- 4.Modern ERP: Select, Implement & Use Today's Advanced Business Systems – Marianne Bradford (Lulu Press)

Subject Code: HMCB25007	Subject Name: International Banking and Finance	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on international banking	Ty	4	0	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the structure, functions, and regulations of international banking and financial systems.									
2. Analyse foreign exchange markets, global trade financing, and the role of international financial institution.									
3. Evaluate the impact of global financial risks, monetary policies, and regulatory frame works on international banking..									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the principles, operations, and regulatory aspects of international banking and finance.								
CO2	Analyse the functioning of foreign exchange markets, exchange rate mechanisms, and international trade financing.								
CO3	Understand the role of global financial institutions like the IMF, World Bank, and BIS in the international financial system.								
CO4	Evaluate the impact of financial risks, cross-border regulations, and compliance in international banking.								
CO5	Assess the influence of fintech, digital banking, and global economic trends on international finance.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-II		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			2		3		
CO4		3			3		2		
CO5		2			3		3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25007	Subject Name: International Banking and Finance	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on International banking	Ty	4	0	0	4

Unit1: Introduction to International Banking & Finance

12periods

Concept and importance of international banking-Structure of the global banking system-Functions of international banks and offshore banking-Role of central banks in international finance-Basel Norms (Basel I, II, III) and their impact on global banking

Unit2: Foreign Exchange Markets and International Trade Finance

12periods

Overview of the foreign exchange (Forex) market-Exchange rate determination: Fixed vs. floating exchange rates-Foreign exchange risk and hedging techniques-International trade finance instruments: Letters of credit, bills of exchange, bank guarantees-Role of Export-Import (EXIM) Bank and ECGC in trade finance

Unit3: Global Financial Institutions and Regulations

12periods

Role of the International Monetary Fund (IMF), World Bank, and Asian Development Bank (ADB)-Functions of the Bank for International Settlements (BIS)-International banking laws and anti-money laundering regulations-FATF (Financial Action Task Force) guidelines and compliance-Impact of financial crises on global banking (2008 crisis, COVID-19 impact)

Unit4: International Investment and RiskManagement

12periods

Foreign Direct Investment (FDI) and Foreign Institutional Investment (FII)-International capital markets and instruments (Eurobonds, Global Depository Receipts - GDRs, American Depository Receipts - ADRs)-Country risk assessment and political risk in international banking-International credit rating agencies and their role-Emerging trends in international banking (FinTech, digital currencies, crypto regulations)

Unit5: International Banking Operations and Future Trends

12periods

Correspondent banking and cross-border transactions-International payment systems(SWIFT, CHIPS, RTGS)-Islamic banking and global financial inclusion-Impact of globalization on international banking-Future trends: Artificial Intelligence (AI) in banking, blockchain in finance, sustainable banking practices

Total periods 60

Reference Books

1. International Banking and Finance – Nidhi Jain & M.S. Turan (Himalaya Publishing House)
2. Foreign Exchange and Risk Management–C.Jeevanandam(Sultan Chand & Sons)
3. International Banking Operations–Indian Institute of Banking & Finance (IIBF) (Macmillan)
4. International Financial Management–Jeff Madura(Cengage Learning)
5. Multinational Business Finance – David K. Eiteman, Arthur I. Stonehill & Michael H. Moffett (Pearson)
6. Global Banking – Roy C. Smith, Ingo Walter & Gayle DeLong (Oxford University Press)

Subject Code: HMCB25008	Subject Name: Goods and Services Tax				Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C	
	Prerequisite: Basic knowledge on GST				Ty	3	0	0	3	
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation										
OBJECTIVES										
1. Understand the fundamental concepts, structure, and implementation of Goods and Services Tax (GST) in India.										
2. Analyse GST provisions, tax calculations, input tax credit, and compliance procedures.										
3. Evaluate the impact of GST on businesses, the economy, and indirect tax reforms.										
COURSE OUTCOMES(Cos)										
Students completing this course were able to										
CO1	Explain the framework, principles, and significance of GST in the Indian tax system.									
CO2	Understand GST registration, filing procedures, tax labs, and compliance requirements.									
CO3	Analyse the role of input tax credit, reverse charge mechanism, and exemptions under GST.									
CO4	Evaluate the impact of GST on different industries, supply chains, and pricing strategies.									
CO5	Assess the use of technology in GST compliance, e-invoicing, and GSTN									
Mapping of Course Outcome with Program Outcome(POs)										
			Programme Outcomes(Pos)							
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	2	3	2	3	3	3	3	3	3	
CO2	3	3	3	3	3	3	3	2	2	
CO3	3	2	3	3	3	3	3	3	3	
CO4	2	3	3	3	3	3	3	2	3	
CO5	3	3	3	3	3	2	2	3	3	
Sem-II		Programme Specific Outcomes(PSOs)								
Cos		PSO1			PSO2			PSO3		
CO1		3			3			3		
CO2		2			3			3		
CO3		3			3			3		
CO4		3			2			2		
CO5		2			3			3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low										
	Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter	Skill Component	Practical/ Project / internship	Others
		√								

Subject Code: HMCB25008	Subject Name: Goods and Services Tax	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on GST	Ty	3	0	0	3

Unit 1: Introduction to GST

9 periods

Evolution of indirect taxes in India-Concept, need, and significance of GST-Constitutional provisions and amendments for GST-Structure of GST: CGST, SGST, IGST, and UTGST-GST Council: Composition, powers, and decision-making

Unit 2: GST Framework and Registration

9 periods

Taxable event and scope of supply-GST registration: Eligibility, process, and exemptions-Time, place, and value of supply under GST-Reverse charge mechanism and its implications-Special provisions for small taxpayers and composition scheme

Unit 3: Input Tax Credit (ITC) and Tax Structure

9 periods

Meaning and mechanism of ITC-Conditions and restrictions for claiming ITC-ITC reversal and reconciliation process-GST rates and classification of goods & services-GST invoicing, debit/credit notes, and e-way bill system

Unit 4: GST Compliance, Returns, and Payment

9 periods

Types of GST returns (GSTR-1, GSTR-3B, GSTR-9, etc.)-Filing procedures, due dates, and compliance requirements-GST payment process and tax liability determination-GST refunds: Eligibility, process, and documentation-GST audit, assessment, and reconciliation

Unit 5 :Special Provisions, Legal Aspects & Recent Developments

9 periods

GST on e-commerce and digital transactions-Anti-profiteering measures and consumer protection-GST penalties, offenses, and appeals-Recent amendments and policy changes in GST-Global perspectives on GST/VAT and its impact on the Indian economy

Total periods 45

Reference Books

1. GST Law & Practice–V.S.Datey (Tax mann Publications)
2. Guide to GST–CA Girish Ahuja & Ravi Gupta (Wolters Kluwer)
3. The VAT/GST Treatment of Financial Services – Deloitte
4. Value Added Tax: International Practice and Problems–Alan A.Tait

Subject Code: HMOL25IE1	Subject Name: NPTEL/ SWAYAM/ COURSERA	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic understanding of the subject and proficiency	IE	0	0	3	3

Students are supposed to Register a course of their choice in any of the Online Platform NPTEL /SWAYAM/ COURSERA and submit the certificate end of 2nd semester.

*Incase students not appeared or not cleared Internal Evaluation will be done for the Students on the Course they registered in the Online Platform and the marks will be awarded.

Subject Code: HM CB25I02	Subject Name: GST & E Filing	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on GST filing	IE	0	0	2	1			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. To provide a thorough understanding of the GST system, including its structure, implementation, input tax credit, and compliance procedures.									
2. To equip learners with practical skills for GST registration, filing returns, and handling legal aspects through case studies and hands-on training.									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	To grasp the basics and structure of GST and its registration process								
CO2	To understand the GST framework, levy, valuation, and key compliance processes.								
CO3	To learn about input tax credit ,GST returns, and compliance requirements.								
CO4	To understand online GST registration and return filing using the GST portal and related software tools.								
CO5	To gain practical skills in GST filing, invoice preparation, and understanding legal provisions through real-world case studies.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-II		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		2			3		3		
CO4		3			3		2		
CO5		2			3		3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
								√	

Subject Code: HMCB25I02	Subject Name: GST & E Filing	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on GST filing	IE	0	0	2	1

UNIT1: Introduction to GST (Goods and Services Tax):

6 periods

-Structure of GST: CGST, SGST, UTGST, IGST-Registration under GST: Thresholds and Procedures.

UNIT2:GST Framework and Implementation:

6 periods

GST Council – Invoicing and E-way Bills.

UNIT3: Input Tax Credit and Returns:

6 periods

GST Returns – GSTR-1, GSTR-2B, GSTR-3B, etc.-Due Dates and Late Fees-GST Audit and Annual Return.

UNIT 4: E-Filing Procedures and Portal Usage:

6 periods

Overview of GST Portal-Steps for GST Registration Online-Online Filing of GST Returns – -Use of Software Tools for GST Filing.

UNIT5:Practical Aspects and Case Studies:

6periods

: Business Transactions and GST Calculation-Preparing GST- compliant Invoices and Bills-Latest Amendments and Legal Provisions-

Total periods 30

Reference Books:

1. **GST Manual with GST Law Guide**–by*Taxmann Publications*
2. **GST Made Simple**–by*V.S.Datey, Taxmann*
3. **Goods and services Tax–Law and Practice**–by*Dr.SanjeevKumar, Bharat Publications*
4. **Systematic Approach to GST and Customs Law** –by*CA.Rajat Mohan, Bharat Law House*

SEMESTER–III

Subject Code: HMCB25009	Subject Name: Insurance Law and Regulations	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on insurance law	Ty	4	0	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the principles, structure, and legal framework of Goods and Services Tax (GST) and insurance regulations in India.									
2. Analyse the provisions of GST related to insurance services, compliance requirements, and tax implications.									
3. Evaluate the regulatory framework governing the insurance sector, including IRDAI guidelines and legal provisions.									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understanding insurance fundamentals, legal evolution, contract principles, and risk concepts.								
CO2	To examine the regulatory structure of the insurance industry and the roles of key regulatory bodies.								
CO3	To explore various types of insurance and their specific regulatory frameworks.								
CO4	To analyze the claims process, insurer duties, and methods of resolving insurance disputes.								
CO5	To evaluate emerging challenges and global trends impacting insurance law and regulation.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-III		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		2			3		3		
CO4		3			3		2		
CO5		2			3		3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25009	Subject Name: Insurance Law and Regulations	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on insurance law	Ty	4	0	0	4

Unit1: Introduction to Insurance Law

12periods

Definition and Purpose of Insurance, Historical Development of Insurance Law, Risk and Insurable Interest, Basic Principles of Insurance Contracts Formation of Insurance Contracts, Warranties, Conditions, and Exclusions, Interpretation of Ambiguous Terms

Unit 2: Regulation of the Insurance Industry

12periods

State vs. Federal Regulation, Role of Insurance Commissioners and Departments, National Association of Insurance Commissioners (NAIC) and Model Laws, Licensing and Solvency Regulation

Unit 3: Types of Insurance and Their Regulation

12periods

Property and Casualty Insurance, Life and Health Insurance, Liability and Professional Malpractice Insurance, Reinsurance and Surplus Lines

Unit 4: Claims, Disputes, and Litigation

12periods

Claims Process and Settlement Practices, Duty to Defend and Indemnify, Insurance Bad Faith and Consumer Protections, Dispute Resolution Mechanisms (Litigation, Mediation, Arbitration)

Unit 5: Emerging Issues in Insurance Law

12periods

Cyber Insurance and Data Breaches, Climate Change and Insurance Implications, International Insurance Regulations and Cross-Border Issues.

Total periods 60

Reference Books:

1. Kenneth Abraham, *Insurance Law and Regulation*(Latest Edition)
2. Tom Baker & Kyle Logue ,*Insurance Law and Policy*

Subject Code: HMCB25010	Subject Name: Investment Analysis and Portfolio Management	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on investment of shares	Ty	2	2	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the principles of investment analysis, risk-return trade-offs, and portfolio management strategies.									
2. Analyse various asset classes, valuation methods, and techniques for portfolio diversification.									
3. Evaluate investment decisions using financial models, market trends, and risk management approaches.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand investment concepts, types, risks, market structures, and regulatory frameworks.								
CO2	To learn methods of evaluating investments through fundamental and technical analysis tools..								
CO3	To understand portfolio management strategies, risk-return analysis, and asset allocation models.								
CO4	To evaluate portfolio performance and understand fixed income securities and their risk assessment.								
CO5	To explore derivative instruments, pricing models, and risk management strategies in investing.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-III		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			3		2		
CO5		2			3		3		
3/2/1Indicates Strength Of Correlation,3 –High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25010	Subject Name: Investment Analysis and Portfolio Management	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on investment of shares	Ty	2	2	0	4

Unit1: Introduction to Investment and Financial Markets

12periods

Concept of investment and speculation-Types of investment: equity, debt, derivatives, mutual funds, real estate, and commodities-Risk and return trade-off-Financial markets and institutions: primary vs. secondary markets, stock exchanges, SEBI regulations-Efficient Market Hypothesis (EMH)

Unit 2: Fundamental and Technical Analysis

12 periods

Fundamental Analysis: Economic, industry, and company analysis-Financial statement analysis (ratio analysis, profitability, liquidity, and solvency ratios)-Valuation models: Dividend Discount Model (DDM), Price/Earnings (P/E) Ratio

Technical Analysis: Dow Theory-Chart patterns: head and shoulders, double top/bottom, triangles-Moving averages and momentum indicators (RSI, MACD, Bollinger Bands)

Unit 3: Portfolio Management and Asset Allocation

12 periods

Concept and importance of portfolio management-Portfolio risk and return analysis-Portfolio construction: Markowitz Modeland Modern Portfolio Theory (MPT)-Capital Asset Pricing Model (CAPM) and Arbitrage Pricing Theory (APT)-Efficient frontier and optimal portfolio selection

Unit4: Portfolio Performance Evaluation and Fixed Income Securities

12periods

Portfolio performance measures: Sharpe Ratio, Treynor Ratio, Jensen's Alpha-Portfolio revisionandrebalaencingstrategies-Bondvaluationandpricing-Yieldcurveanalysis,duration, and immunization strategies-Credit rating agencies and bond risk assessment

Unit 5: Derivatives and Risk Management

12 periods

Introduction to derivatives: futures, options, swaps, and forwards-Hedging and speculation usingderivatives-Optionpricingmodels:Black-ScholesModelandBinomialModel-Risk management techniques in portfolio management-Behavioural finance and investor psychology

Total periods 60

Reference:

1. Investment Analysis and Portfolio Management

Author: Prasanna Chandra

Publisher: McGraw HillEducation

2. Security Analysis and Portfolio Management

Authors: Punithavathy Pandian

Publisher: Vikas Publishing

3.Modern Portfolio Theory and Investment Analysis

Authors: EdwinJ. Elton, MartinJ. Gruber, StephenJ. Brown, WilliamN. Goetzmann

Publisher: Wiley

4. Principles of Investments

Authors: CharlesP. Jones

Publisher: McGraw Hill

Subject Code: HMCB25011	Subject Name: Credit Analysis and Lending Management	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on credit analysis	Ty	3	1	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the principles, processes, and importance of credit analysis in financial institutions.									
2. Analyse various lending methods, risk assessment techniques, and regulatory guidelines for loan management									
3. Evaluate the impact of credit policies, credit rating systems, and risk mitigation strategies on lending decisions.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the fundamentals of credit analysis, credit scoring, and financial statement evaluation.								
CO2	Understand different types of loans, lending procedures, and risk assessment frameworks.								
CO3	Analyse the role of regulatory bodies and compliance requirements in credit and lending management.								
CO4	Evaluate credit risk mitigation techniques, loan recovery strategies, and non-performing asset(NPA).								
CO5	Assess the impact of fintech, digital lending platforms, and emerging trends in credit etc.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-III		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			3		2		
CO5		3			3		2		
3/2/1Indicates Strength Of Correlation,3 –High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25011	Subject Name: Credit Analysis and Lending Management	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on credit analysis	Ty	3	1	0	4

Unit1: Introduction to Credit Analysis and Lending: 12periods

Introduction to credit analysis and lending, Role of Credit in the Economy, Types of Credit and Loans (Retail, Corporate, SME, Trade Finance), The Credit Cycle and Business Cycle Impact, Principles of Sound Lending

Unit2:Financial Statement Analysis for Credit Decisions: 12periods

Understanding Balance Sheets, Income Statements, and Cash Flow Statements, Financial Ratios for Credit Evaluation (Liquidity, Solvency, Profitability), Cash Flow Analysis andDebt Service Coverage Ratios, Earnings Quality

Unit 3: Credit Risk Assessment and Loan Structure: 12periods

Industry and Economic Risk Analysis, Loan Terms, Covenants, and Collateralization, Risk-Based Pricing and Interest Rate Determination, Loan Monitoring and Portfolio Management

Unit4:Specialized Lending and Credit Products: 12periods

SME and Microfinance Lending, Trade Finance and Supply Chain Financing, Real Estate and Mortgage Lending, Consumer and Retail Credit (Personal Loans, Credit Cards)

Unit5: Legal and Regulatory Framework for Lending Institutions 12periods

Legal and Regulatory Framework for Lending Institutions, Non-Performing Loans (NPLs) and Loan Recovery Strategies, Credit Risk Assessment, Impact of Economic Crises on Lending Practices.

Total periods 60

Reference book:

1. Principles of Banking" –American Bankers Association
2. Commercial Lending: Principles and Practice" –Adrian Cudrell
3. The Lender's Guide to Credit Risk Management"–Karen B.Gross
4. Financial Statement Analysis and Credit Risk Assessment"–Stephen H. Penman

Subject Code: HM CB25012	Subject Name: Business Psychology			Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C	
	Prerequisite: Basic knowledge on business psychology			Ty	3	0	0	3	
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand psychological principles and their application in business environments to enhance employee performance and organizational effectiveness.									
2. Analyse factors influencing human behaviour, decision-making, motivation, leadership, and work place dynamics.									
3. Evaluate the impact of psychological theories on consumer behaviour, employee well-being, and business success									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain key psychological concepts and their relevance to business and organizational behaviour.								
CO2	Understand motivation, leadership styles, and their influence on employee productivity.								
CO3	Analyse consumer behaviour, decision-making processes, and psychological factors affecting market.								
CO4	Evaluate the role of emotional intelligence, stress management, and conflict resolution in work place.								
CO5	Assess the impact of psychological strategies on team dynamics, communication etc.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-III		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		2			3		3		
3/2/1 Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

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Subject Code: HM CB25012	Subject Name: Business Psychology	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on business psychology	Ty	3	0	0	3

Unit 1: Introduction to Business Psychology:

9 periods

Definition and Scope of Business Psychology, Key Psychological Theories Relevant to Business, the Role of Psychology in Organizational Success

Unit 2: Motivation and Performance in the Workplace:

9 periods

Theories of Motivation (Maslow, Herzberg, McClelland,), Goal Setting and Employee Performance, Workplace Engagement and Productivity

Unit3: Leadership and Organizational Behavior:

9 periods

Leadership Theories (Transformational, Transactional, Servant Leadership), Emotional Intelligence and Leadership Effectiveness, Organizational Culture and Change Management

Unit 4: Decision-Making and Problem-Solving:

9 periods

Cognitive Biases in Business Decisions, Rational vs. Intuitive Decision-Making, Groupthink and Team Decision-Making

Unit 5: Workplace Well-Being and Employee Relations:

9 periods

Stress Management and Employee Well-Being, Work-Life Balance and Job Satisfaction, Psychological Safety and Diversity in the Workplace

Total periods 45

Reference book:

1. Work and Organizational Psychology By Ian Rothmann & Cary Cooper
2. Psychology and Work Today Duane Schultz & Sydney Ellen Schultz
3. Organizational Behavior Stephen P. Robbins & Timothy A. Judge
4. The Psychology of Work Insights in to Successful Working Practices By: Chantal Gautier

Subject Code: HMCB25I04	Subject Name: Summer Internship	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Nil	IE	0	0	4	2

Students are supposed to undergo Internship in related Organisational / Industries for a minimum period of 30 days cumulatively after completion of 2nd Semester Exam, they have to prepare a report on the Internship with a certificate in proof from competent authority in the industry. At the end of the 3rd Semester Viva Voce Examination will be conducted by the Examiners duly appointed by the head of the Department and the student will be evaluated

Subject Code: HMCB25I05	Subject Name: Case Study -Bank and Customer Relationship	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Nil	IE	0	0	2	1

Students are supposed to take a practical problem of any Bank as a Case Study (Minimum 3 Cases)- Prepare a Solution in a form of a Report and submit for ViVA VOCE At the end of the 3rd Semester Viva Voce Examination will be conducted by the Examiners duly appointed by the head of the Department and the student will be evaluated

SEMESTER–IV

Subject Code: HMCB25013		Subject Name: Strategic Management and Business Ethics		Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C		
		Prerequisite: Basic knowledge on business ethics		Ty	4	0	0	4		
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation										
OBJECTIVES										
1. To develop a clear understanding of strategic management and its role in organizational success.										
2. To equip learners with tools for environmental analysis, strategy formulation, and implementation.										
3. To foster ethical decision-making, good corporate governance, and responsible leadership.										
4. To emphasize the importance of CSR ,sustainability, and aligning business goals with social and environmental responsibilities.										
COURSEOUTCOMES(Cos)										
Students completing this course were able to										
CO1		To introduce strategy concepts, levels, and the strategic planning process.								
CO2		To analyze internal and external business environments using strategic tools for gaining competitive advantage.								
CO3		To learn strategy formulation and effective implementation.								
CO4		To understand ethical principles and corporate governance in business.								
CO5		To explore CSR, sustainability, and their role in ethical and responsible business practices.								
Mapping of Course Outcome with Program Outcome(POs)										
				Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	2	3	2	3	3	3	3	3	3	
CO2	3	3	3	3	3	3	3	2	2	
CO3	3	2	3	3	3	3	3	3	3	
CO4	2	3	3	3	3	3	3	2	3	
CO5	3	3	3	3	3	2	2	3	3	
Sem-IV		Programme Specific Outcomes(PSOs)								
Cos	PSO1		PSO2		PSO3					
CO1	3		3		3					
CO2	3		3		3					
CO3	3		3		3					
CO4	3		2		3					
CO5	2		3		3					
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low										
	Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√								

Subject Code: HMCB25013	Subject Name: Strategic Management and Business Ethics	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on business ethics	Ty	4	0	0	4

UNIT 1: Introduction to Strategic Management: 12 periods

Definition and Importance of Strategy-Levels of Strategy: Corporate, Business, Functional- Strategic Planning Process-Vision, Mission, Goals and Objectives- Strategic Intent and Strategic Fit-Strategic Management vs. Operational Management

UNIT 2: External and Internal Analysis: 12 periods

Environmental Scanning: PESTEL Analysis-Industry Analysis: Porter's Five Forces Model- Internal Environment: Resource-Based View (RBV)-SWOT Analysis and Value Chain Analysis-Core Competencies and Competitive Advantage- Benchmarking and Balanced Scorecard

UNIT 3: Strategy Formulation and Implementation: 12 periods

Corporate Strategies: Growth, Stability, Retrenchment-Business Strategies: Cost Leadership, Differentiation, Focus-Strategic Alliances, Mergers, and Acquisitions- Strategy Implementation Process – Organizational Structure and Leadership in Strategy-Strategic Change and Strategic Control

UNIT 4: Fundamentals of Business Ethics: 12 periods

Introduction to Ethics and Morality in Business-Principles of Business Ethics-Ethical Decision Making and Dilemmas – Corporate Governance: Meaning, Need, and Principles- Whistle blowing, Code of Conduct, and Ethical Compliance –Role of Leadership in Ethical Practices

UNIT 5: Corporate Social Responsibility (CSR) and Sustainability: 12 periods

Concept and Importance of CSR-CSR vs. Business Ethics-Environmental and Social Responsibility-CSR Laws and Regulations (IndiaandGlobalcontext)-Sustainable Development Goals (SDGs) and ESG Reporting-Case Studies on Ethical Failures and CSR Success

Total periods 60

Reference Books:

1. Strategic Management: Concepts and Cases–*Fred R. David*, Pearson Education
2. Strategic Management and Business Policy–*Azhar Kazmi*, McGraw-Hill
3. Business Ethics: Concepts and Cases–*Manuel G. Velasquez*, Pearson
4. Ethics in Management and Indian Ethos–*S. Balachandran & Ghosh*, PHI Learning
5. Corporate Governance and Business Ethics–*U.C. Mathur*, Macmillan

Subject Code: HMCB25014	Subject Name: Artificial Intelligence in Banking	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Knowledge of AI applications on banking	Ty	4	0	0	4			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand foundational AI concepts and their relevance to the banking sector.									
2. Explor AI applications in banking operations, customer service, and risk management.									
3. Analyze ethical, security, and regulatory considerations of AI in banking.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand the role and impact of AI in banking.								
CO2	To explore key AI applications in banking services, lending, and wealth management.								
CO3	To understand the use of AI in risk management, fraud detection, and investment strategies in banking.								
CO4	To explore AI-driven automation, marketing, and operational efficiency in banking.								
CO5	To understand future AI trends, ethical challenges, and regulatory aspects in banking.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	3	2	2	3	3
Sem-IV		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		2			3		3		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
	√								

Subject Code: HMCB25014	Subject Name: Artificial Intelligence in Banking	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Knowledge of AI applications on banking	Ty	4	0	0	4

Unit 1: Introduction to AI in Banking

12periods

Overview of Artificial Intelligence and Machine Learning – Evolution and importance of AI in the banking industry- Comparing traditional banking systems with AI-driven approaches.- Basics of Artificial Intelligence (AI) and Machine Learning (ML)- Role of AI in the banking sector- Benefits and challenges of AI in banking.

Unit2:AI Applications in Banking

12periods

AI in customer service (Chatbots, Virtual Assistants)-AI for personalized banking and financial planning- AI in lending (Credit scoring, Loan approval automation)- AI in investment and wealth management

Unit 3: AI in Risk Management and Fraud Detection

12periods

AI-based fraud detection and prevention- AI for cyber security in banking- AI in risk assessment and management- Anti-Money Laundering (AML) and compliance- Robo-advisors and automated investment strategies.-Portfolio management and optimization using AI- Predictive analytics for market trends and investment opportunities.

Unit 4: AI in Banking Operations and Marketing

12 periods

AI-powered automation in banking services- AI in financial decision-making- AI-driven marketing and customer segmentation- AI in digital payments and fintech solutions

Unit 5: Future Trends and Ethical Considerations

12 periods

Emerging AI trends in banking (Blockchain, Quantum AI)- Ethical issues and challenges in AI-driven banking- Regulatory compliance and AI governance-Future of AI in banking and financial services-Regulatory frameworks governing AI in banking-Ethical implications: Bias, transparency, and accountability- Data privacy and security concerns in AI applications.

Total periods 60

Reference Books:

1. "Artificial Intelligence in Banking: The Changing Land scape of Financial Services"

By *John Doe*

2. "Machine Learning for Finance: Principles and Practice for Financial Insiders" by

Jannes Klaas

3. "AI and the Future of Banking "by *JohnHull*

4. "Data Science for Finance" by *Guojun Gan,ChaoqunMa ,and JianfengChen*

Subject Code: HMCB25I06	Subject Name: Research Publication	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic Knowledge in Research Methodology	IE	0	0	4	2

Students are supposed to prepare and publish the Article based on their area of Research in Peer Reviewed Referred Journal / Research Article in National or International Conference. Code of Research Publication Ethics should be followed. At the end of the Semester Viva Examination will be conducted by the examiners appointed by the Head of the Department

Subject Code: HMCB25L01	Subject Name: Project	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on Finance, Marketing and HR	Lb	0	0	9/9	9

To make students use of the knowledge and skill Developed during the period of study and apply them for making an innovative product / process for the development of society and industries.

Students are expected to do a project work in any Reputed Banks. Each student will be allotted a guide based on the area of project work. Monthly reviews will be conducted during the semester to monitor the progress of the project by the project Review committee. Students have to submit the project /Thesis at the end of the Semester and appear for the project Viva voce Examination conducted by the Examiners duly appointed by the control of Examination. Project certificate proof has to be Included in the Report along with the bonafide certificate.

ELECTIVES

Subject Code: HMCB25E01	Subject Name: Forensic Accounting	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on forensic accounting	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the principles and techniques of forensic accounting in detecting and preventing financial fraud.									
2. Analyse financial records, investigative methods, and legal frameworks related to forensic accounting.									
3. Evaluate the role of forensic accountants in fraud detection, litigation support, and corporate governance.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the fundamentals of forensic accounting and its significance in financial investigations.								
CO2	Understand fraud detection techniques, forensic auditing methods, and risk assessment strategies.								
CO3	To develop skills in conducting fraud investigations and effectively gathering and analyzing evidence.								
CO4	To understand the legal role of forensic accountants and their support in litigation processes.								
CO5	To explore specialized areas and emerging challenges in forensic accounting and fraud investigation.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes (Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	3	3	2	3	2	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	3	3	3	3	3
CO4	2	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	2	2	3	3
		Programme Specific Outcomes (PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		3			2		3		
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HMCB25E01	Subject Name: Forensic Accounting	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on forensic accounting	Ty	3	0	0	3
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation						

Unit1: Introduction to Forensic Accounting

9periods

Definition and scope of forensic accounting-Differences between forensic accounting, auditing, and fraud examination-Roles and responsibilities of forensic accountants-Legal and regulatory environment impacting forensic accounting-Ethical considerations and professional standards

Unit2: Fraud Detection and Prevention

9 periods

Types of fraud: financial statement fraud, asset misappropriation, and corruption-Red flags and warning signs of fraudulent activities-Fraud risk assessment and management strategies-Internal controls and their role in fraud prevention-Techniques for detecting fraudulent financial statements

Unit3: Investigative Techniques and Evidence Gathering

9 periods

Planning and conducting fraud investigations-Collecting, preserving, and analysing evidence-Interviewing and interrogation techniques-Digital forensics and the role of technology in investigations-Documenting findings and preparing investigative reports

Unit4: Legal Framework and Litigation Support

9 periods

Understanding the legal system and court procedures-Role of forensic accountants as expert witnesses-Admissibility of evidence and courtroom testimony-Commercial damages and loss quantification-Case studies of forensic accounting in litigation

Unit5: Specialized Areas in Forensic Accounting

9 periods

Bank frauds and money laundering investigations-Insurance claims and fraud examination-Cybercrime and digital fraud-Corporate governance and compliance issues-Emerging trends and challenges in forensic accounting

Total periods 45

Recommended Books

1. **Forensic Accounting and Fraud Examination Authors:** William S. Hopwood, Jay J. Leiner, George R. Young
2. **Principles of Fraud Examination, Author:** Joseph T. Wells
3. **Forensic Accounting and Financial Fraud, Author:** Mary-Jo Kranacher, Richard Riley, Joseph T. Wells
4. **Guide to Forensic Accounting Investigation Authors:** Thomas W. Golden, Steven L. Skalak, Mona M. Clayton

M.Com 2022 Regulation

Subject Code: HMCB25E02	Subject Name: Cyber Commerce	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge cyber commerce	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the fundamentals of cyber commerce, including digital transactions, e-commerce platforms, and online payment systems.									
2. Analyse cyber security threats, legal frameworks, and risk management strategies in cyber commerce.									
3. Evaluate the impact of emerging technologies such as blockchain, AI, and fintech innovations on online business transactions									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the concepts, models, and significance of cyber commerce in the digital economy.								
CO2	Understand cyber security challenges, fraud prevention techniques, and data protection regulations.								
CO3	Analyse various online payment systems, digital wallets ,and crypto currency transactions.								
CO4	Evaluate the role of AI, big data, and block chain technology in enhancing cyber commerce security.								
CO5	Assess legal and ethical considerations, consumer protection laws, and regulatory compliance								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	2	3	2	3	3	3	3
CO4	2	3	3	3	3	3	3	2	3
CO5	3	3	3	3	2	3	2	3	3
Sem		Programme Specific Outcomes(PSOs)							
Cos		PSO1		PSO2			PSO3		
CO1		3		3			3		
CO2		3		3			3		
CO3		3		3			3		
CO4		2		3			3		
CO5		3		3			2		
3/2/1IndicatesStrengthOfCorrelation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HMCB25E02	Subject Name: Cyber Commerce	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge cyber commerce	Ty	3	0	0	3

Unit1: Introduction to E-Commerce

9 periods

Definition, nature, concepts, advantages, and disadvantages of transacting online-Types of E-Commerce-E-commerce business models: introduction, key elements, and categorization-Forces driving e-commerce-Technology used in E-commerce: dynamics of the World Wide Web and Internet; designing, building, and launching e-commerce websites

Unit2: Security and Encryption

9 periods

Need and concepts of e-commerce security-E-commerce security environment: dimensions, definitions, and scope-Security threats in the e-commerce environment: intrusions, breaches, hacking, sniffing, cyber vandalism, etc.-Technology solutions: encryption, secure communication channels, network protection, and client-server security

Unit 3: Legal and Regulatory Framework

9periods

Overview of the Information Technology Act 2000: definitions, digital signatures, electronic governance, and cybercrimes-Regulation of certifying authorities and digital signature certificates-Penalties, adjudication, and appellate tribunals-Offenses and cybercrimes

Unit 4: Electronic Payment Systems

9periods

Models and methods of e-payments: debit cards, credit cards, smart cards, e-money-Digital signatures: procedures, functionality, and legal status-Payment gateways and online banking: concepts, importance, electronic fund transfers, automated clearing houses, and ledger posting-Risks involved in e-payments

Unit 5: Online Business Transactions

9 periods

Meaning, purpose, advantages, and disadvantages of transacting online-E-commerce applications in various industries: banking, insurance, utility bill payments, online marketing, e-tailing, online services (financial, travel, career), auctions, online portals, online learning, publishing, and entertainment-Online shopping platforms: Amazon, Snapdeal, Alibaba, Flipkart, etc.

Total periods 45

BooksReferred

1. **E-Commerce 2019: Business, Technology, and Society Authors:** Kenneth C. Laudon & Carol Guercio Traver
2. **Electronic Commerce: A Managerial Perspective Author:** Efraim Turban
3. **E-Business and E-Commerce Management: Strategy, Implementation, and Practice Author:** Dave Chaffey
4. **TheEconomicsofE-Commerce:ASTrategicGuidetoUnderstandingandDesigning the Online Marketplace, Author:** Nir Vulkan

Subject Code: HMCB25E03	Subject Name: Transformational Leadership	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C				
	Prerequisite: Basic knowledge on leadership	Ty	3	0	0	3				
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation										
OBJECTIVES										
1. Understand the principles and characteristics of transformational leadership and its impact on organizational growth.										
2. Analyse leadership strategies that inspire innovation, employee motivation, and change management.										
3. Evaluate the role of emotional intelligence, vision, and ethical leadership in driving organizational success.										
COURSE OUTCOMES(Cos)										
Students completing this course were able to										
CO1	Explain the key concepts, theories, and attributes of transformational leadership.									
CO2	Understand how transformational leadership influence employee engagement, creativity etc.									
CO3	Analyse the role of vision, communication, and motivation in effective leadership.									
CO4	Evaluate leadership strategies for managing change, conflict resolution, and team development.									
CO5	Assess the impact of ethical leadership, emotional intelligence, and decision-making on long-term business success									
Mapping of Course Outcome with Program Outcome(POs)										
			Programme Outcomes(Pos)							
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	2	3	2	3	3	3	3	3	3	
CO2	3	3	3	3	3	3	3	2	2	
CO3	3	2	3	3	3	3	3	3	3	
CO4	2	3	3	3	3	3	3	2	3	
CO5	3	3	3	3	3	2	2	3	3	
Sem		Programme Specific Outcomes(PSOs)								
Cos		PSO1		PSO2			PSO3			
CO1		3		3			3			
CO2		3		3			3			
CO3		3		3			3			
CO4		2		3			3			
CO5		3		2			3			
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low										
	Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
			✓							

Subject Code: HM CB25E03	Subject Name: Transformational Leadership	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on leadership	Ty	3	0	0	3

Unit1: Foundations of Leadership

9 periods

Definitions and theories of leadership-Leadership effectiveness and major research approaches-Nature of managerial work and activity patterns-Descriptive research and applications for managers

Unit 2: Leadership Styles and Behaviours

9periods

Examination of various organizational leadership styles-Skills associated with different leadership approaches-Understanding one's dominant leadership style and adaptability-Participative leadership, delegation, and empowerment

Unit 3: Managing Change and Organizational Culture

9 periods

Key steps for introducing and managing change within organizations-Top-down vs. bottom-up approaches to change-Influence of social and informal networks on organizational change-Developing and implementing change management projects-Influencing and sustaining organizational culture

Unit 4: Persuasion, Influence, and Motivation

9periods

Art and science of effective persuasion- Role of social dynamics and strategies of social influence-Key motivators of human behaviour-Approaches to motivating employees beyond monetary incentives-Designing motivating work environments

Unit 5: Advanced Leadership Concepts

9periods

Charismatic and transformational leadership theories-Research on leadership theories and evaluation-Ethical leadership and diversity considerations-Leadership in different cultural contexts-Managing diversity within organizations

Total periods 45

Books Referred

1. **Transformational Leadership, Authors:** Bernard M.Bass & Ronald E.Riggio
2. **Leadership Theory and Practice, Author:** PeterG. Northouse
3. **The Leadership Challenge: How to Make Extraordinary Things Happenin Organizations, Authors:** James M. Kouzes & Barry Z. Posner
4. **Leading Change,Author:** John P.Kotter

Subject Code: HMCB25E04	Subject Name: Green Marketing	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on green marketing	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the principles of green marketing and its role in promoting sustainable business practices.									
2. Analyse consumer behaviour, eco-friendly product development, and corporate social responsibility in green marketing.									
3. Evaluate the impact of government regulations, ethical considerations, and global trends on green marketing strategies									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the concepts, importance, and challenges of green marketing in modern business.								
CO2	Understand consumer preferences, buying behaviour, and market trends related to eco-friendly products.								
CO3	Analyse the role of sustainability, corporate responsibility, and ethical branding in green marketing.								
CO4	Evaluate marketing strategies for promoting green products and services effectively.								
CO5	Assess the impact of government policies, environmental regulations, and global sustainability initiatives on green marketing								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem-		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			3		2		
CO5		2			3		3		
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HM CB25E04	Subject Name: Green Marketing	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on green marketing	Ty	3	0	0	3

Unit 1: Introduction to Green Marketing

9 periods

Definition and evolution of green marketing-Assumptions and types of green marketing-Importance and benefits of adopting green marketing-Green Marketing Mix

Unit 2: Green Marketing Mix and Sustainability

9 periods

Concept and strategies of Green Marketing Mix (GMM)-Challenges in implementing GMM-Principles of sustainability in green marketing-Common assumptions and myths about green marketing-Methods to promote sustainability in green marketing

Unit3: Green Marketing Practices

9 periods

Green Spinning, Green Selling, and Green Harvesting-Enviropreneur Marketing-Compliance Marketing and Green Washing-Climate Performance Leadership Index-Promotional channels for green marketing

Unit 4: Stakeholders in Green marketing

9periods

Roles of wholesalers, retailers, banking institutions, funders, and donors-Differences between general marketing and green marketing

Unit 5: Governance, Legal Institutions, and Emerging Technologies

9periods

Role of governance in sustaining green marketing-Implications of governance on green marketing strategies-Impact of emerging green technologies on the manufacturing sector

Total periods 45

Books Referred

1. **Green Marketing and Environmental Responsibility in Modern Corporations.**
Author: Esakki Thangasamy
2. **Green Marketing: Challenges & Opportunities for the New Marketing Age, Author:**
Jacquelyn A.Ottman
3. **Sustainable Marketing, Authors:** Donald A.Fuller
4. **Green Marketing: Theory, Practice, and Strategies, Author:** Robert Dahlstrom

Subject Code: HMCB25E05	Subject Name: Advanced Digital Marketing		Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C		
	Prerequisite: Basic knowledge on Digital Marketing		Ty	3	0	0	3		
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. To assess the evolution of digital marketing.									
2. To appraise the dimensions of online marketing mix									
3. To infer the techniques of digital marketing									
4. To analyse online consumer behaviour									
5. To interpret data from social media and to evaluate game based marketing									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the dynamics of digital marketing								
CO2	Examine online marketing mixes.								
CO3	Compare digital media channels								
CO4	Explain online consumer behavior								
CO5	Analyse social media data								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem-		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		2			3		3		
3/2/1Indicates Strength Of Correlation, 3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HM CB25E05	Subject Name: Advanced Digital Marketing	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on Digital Marketing	Ty	3	0	0	3

UNIT I:

Introduction to Digital Marketing

9 periods

Digital Marketing – Transition from traditional to digital marketing – Rise of internet– Growth of e-concepts–Growth of e-business to advanced e-commerce–Emergence of digital marketing as a tool – Digital marketing channels – Digital marketing applications, benefits and challenges – Factors for success of digital marketing – Emerging trends and concepts, Big Data and IOT, Segments based digital marketing, Hyperlocal marketing - Opportunities for digital marketing professionals.

UNIT II:

Online marketing mix

9 periods

Online marketing mix– E-product– E-promotion – E-price – E-place – Consumer segmentation – Targeting – Positioning – Consumers and online shopping issues – Website characteristics affecting online purchase decisions – Distribution and implication on online marketing mix decisions – Digitization and implication on online marketing mix decisions.

UNIT III:

Digital media channels

9 periods

Digital media channels – Search engine marketing – ePR – Affiliate marketing – Interactive display advertising – Opt-in-email marketing and mobile text messaging, Social media and viral marketing – Online campaign management using – Facebook, Twitter, Instagram, Snapchat, Pinterest – Metaverse marketing -Advantages and disadvantages of digital media channels – Metaverse marketing.

UNIT IV:

Online consumer behavior

9 periods

Online consumer behavior – Cultural implications of key website characteristics – Dynamics of online consumer visit – Models of website visits – Web and consumer decision making process – Databasemarketing–Electronicconsumerrelationshipmanagement–Goals–Process–Benefits – Role – Next generation CRM.

UNIT V:

Analytics and Gamification

9 periods

Digital Analytics – Concept – Measurement framework – Demystifying web data - Owned social metrics–Measurement metrics for Facebook, Twitter, You Tube, Slide Share, Pinterest, Instagram, Snapchat and LinkedIn – Earned social media metrics -Digital brand analysis – Meaning –Benefits – Components – Brand share dimensions – Brand audience dimensions – Market influence analytics – Consumer generated media and opinion leaders – Peer review – Word of mouth – Influence analytics – Mining consumer generated media – Gamification and game based marketing – Benefits – Consumer motivation for playing online games.

Total periods 45

Reference Books:

- 1) Puneet Singh Bhatia, (2019)“Fundamentals of Digital Marketing”,2nd Edition, Pearson Education Pvt Ltd, Noida
- 2) Seema Gupta, (2022)“Digital Marketing” 3rd Edition, Mc Graw Hill Publications Noida.

Subject Code: HMCB25E06	Subject Name: Financial derivatives	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on derivatives	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the fundamentals and types of financial derivatives (futures, options, forwards, swaps). 2. Learn pricing models like Black-Scholes and Binomial Option Pricing Model. 3. Apply derivatives for risk management, hedging, and arbitrage strategies. 4. Explore interest rate and currency derivatives and their market mechanisms.									
COURSEOUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand the basics of derivatives, including futures, options, trader types, and the margin system.								
CO2	To understand interest rate and bond futures, pricing, and basic hedging strategies.								
CO3	To understand currency forwards and futures, rate quotations, pricing, and hedging currency risk.								
CO4	To learn about call and put options, their use in hedging, trading, and arbitrage strategies.								
CO5	To understand derivative pricing models like Black-Scholes and Binomial, and the concepts of swaps and their pricing.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		2			3		3		
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HMCB25E06	Subject Name: Financial derivatives	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on derivatives	Ty	3	0	0	3
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation						

UNIT - I Introduction to Derivative

9 periods

Introduction Derivative-Financial futures financial options –Types of Traders-Margin system.

UNIT - II Interest rate futures

9 periods

Interest rate futures - Basic Principles – forward yield curve - risk hedging - Straddles Butterfly Spreads Long-term & short-term interest rate futures, bond futures - Basis & convergence – Determination of Bond future Prices,

UNIT- III Currency forwards & futures currency markets

9 periods

Currency forwards & futures currency markets - quotation of rates - Pricing of forwards & futures - Hedging currency risk.

UNIT- IV Options

9 periods

Options call options put options – options as hedging instruments-Trading with options -Arbitrage with options

UNIT-V Pricing of Derivatives

9 periods

Pricing of Derivatives -Black-Scholes Model, Binomial Option pricing Model-Swaps, currency, swaps, swap pricing.

Total periods 45

REFERENCE:

1. John C. Hull Fundamentals of Futures and Options Market 4th Ed Prentice Hall (Pearson Education) 2002
2. Redhead Keith, Financial Derivatives Prentice Hall, 1997.
3. David Dobosky, Options and financial Futures, Mc Graw Hill, 1992.
- 4.
5. Chance, Introduction to derivatives and Risk Management, Thompson learning, 2002.

Subject Code: HMCB25E07	Subject Name: Private Banking	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on private bank	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1. Understand the fundamentals of private banking, wealth management, and personalized financial services for high-net-worth individuals (HNWIs).									
2. Analyse investment strategies, risk management techniques, and regulatory frame works governing private banking.									
3. Evaluate the impact of digital transformation, fintech innovations, and global trends on private banking services									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	Explain the concepts, functions, and significance of private banking and wealth management.								
CO2	Understand portfolio management, asset allocation, and financial planning for HNWIs.								
CO3	Analyse regulatory requirements, risk assessment strategies, and ethical considerations in private banking.								
CO4	Evaluate the role of digital banking, robo-advisory services, and fintech in shaping private banking.								
CO5	Assess global trends, emerging challenges, and opportunities in the private banking sector.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem		Programme Specific Outcomes(PSOs)							
Cos		PSO1			PSO2		PSO3		
CO1		3			3		3		
CO2		3			3		3		
CO3		3			3		3		
CO4		3			2		3		
CO5		2			3		3		
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HM CB25E07	Subject Name: Private Banking	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on private bank	Ty	3	0	0	3
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation						

Unit I: Introduction to Private Banking

9periods

Definition and scope of private banking-Evolution and history of private banking-Role of private banks in the financial system-Differences between private, retail, and corporate banking-Client segmentation and profiling

Unit II: Products and Services in Private Banking

9periods

Wealth management and investment advisory services-Portfolio management strategies-Estate planning and trust services-Tax planning and optimization-Credit and lending solutions tailored for high-net-worth individuals-Alternative investments: hedge funds, private equity, and real estate

Unit III: Regulatory and Compliance Framework

9periods

Overview of banking regulations affecting private banking-Anti-money laundering (AML) and know your customer (KYC) policies-Fiduciary responsibilities and ethical considerations-Cross-border regulations and tax compliance-Risk management in private banking operations

Unit IV: Relationship Management and Client Acquisition

9periods

Principles of effective relationship management-Understanding client needs and expectations-Client acquisition strategies and networking-Communication skills and managing client relationships-Handling client complaints and conflict resolution

Unit V: Digital Transformation in Private Banking

9periods

Impact of fintech on private banking services-Digital tools and platforms for wealth management-Cyber security challenges and data protection-Enhancing client experience through digital channels-Future trends in private banking and digital innovation

Total periods 45

REFERENCES:

1. **Private Banking: Building a Culture of Excellence, Author: Boris F.J. Collardi**
2. **Wealth Management: The New Business Model for Financial Advisors, Author: Russ Alan Prince & Hannah Shaw Grove**
3. **Private Banking and Wealth Management, Author: Aline van Duyn**
4. **The Private Banking Handbook: A Guide to Wealth Management and Financial Services, Author: Mark Benson**

Subject Code: HM CB25E08	Subject Name: Corporate Governance & Ethics in Banking	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on ethics in banking	Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1) Understand bank management, governance structures, and legal provisions. 2) Learn key corporate governance principles and global practices 3) Explore banks’ social responsibility and ethical standards. 4) Study customer service quality and satisfaction measurement.									
COURSE OUTCOMES(Cos)									
Students completing this course were able to									
CO1	To understand bank management, board roles, audits, and legal rules.								
CO2	To learn key corporate governance views, major committee reports, and global practices.								
CO3	To understand corporate governance codes, board roles, audit committees, disclosure norms, and SEBI regulations.								
CO4	To understand banks’ social responsibility and ethical standards.								
CO5	To understand service quality, customer satisfaction, and its measurement.								
Mapping of Course Outcome with Program Outcome(POs)									
			Programme Outcomes(Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem		Programme Specific Outcomes(PSOs)							
Cos		PSO1		PSO2			PSO3		
CO1		3		3			3		
CO2		3		3			3		
CO3		3		3			3		
CO4		3		2			3		
CO5		2		3			3		
3/2/1Indicates Strength Of Correlation, 3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HMCB25E08	Subject Name: Corporate Governance & Ethics in Banking	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on ethics in banking	Ty	3	0	0	3

UNIT I: Bank Management Structure

9periods

Bank Management Structure-Board Functions-Accountability to stake holders

- Bank audit, Auditor role-Legal provisions relating to management of banks.

UNIT II: Views on Corporate Governance

9periods

Views on Corporate Governance-Expert Committee Reports on Corporate Governance

- Cadbury Committee Report-Birla Committee Report-Corporate Governance
- Practices across the world.

UNIT III: Corporate Governance Code

9periods

Corporate Governance Code - Clause 49A - Board Structure - Audit Committee - Transparency and Disclosure obligations - SEBI regulations.

UNIT IV: Banks and Society

9 periods

Banks and Society - Social Responsibility of Banks - Issues and challenges - Ethical Issues in Banks - Ethical standards in Lending, investment. Accounting and Customer Service

UNIT V: Service quality determinants

9 periods

Service quality determinants-Customer Services & Satisfaction-Issues & Concerns

- Measurement of Satisfaction.

Total periods 45

REFERENCE BOOKS:

1. YRK Reddy et.al, Corporate Governance in Banking and Finance, TMH 2002.
2. RC Sekhar, Ethical choices in Business Response Books 1997.

Subject Code: HMCB25E09	Subject Name: Stress Management				Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on stress management				Ty	3	0	0	3
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation									
OBJECTIVES									
1) Understand the concept of stress, its causes, and its impact on physical and mental well-being.									
2) Analyse various stress management techniques, coping mechanisms, and their effectiveness in personal and professional life.									
3) Evaluate the role of mindfulness, emotional intelligence, and work-life balance in reducing stress and enhancing productivity.									
COURSE OUT COMES(Cos)									
Students completing this course were able to									
CO1	Explain the causes, symptoms, and effects of stress on individuals and organizations.								
CO2	Understand different tress management techniques, including relaxation methods, time management.								
CO3	Analyse the impact of work places tress and strategies to create a healthy work environment.								
CO4	Evaluate the role of emotional intelligence, resilience, and self-awareness in handling stress effectively.								
CO5	Assess the effectiveness of mindfulness, meditation, and life style changes.								
Mapping of Course Outcome with Program Outcome (POs)									
			Programme Outcomes (Pos)						
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	2	3	2	3	3	3	3	3	3
CO2	3	3	3	3	3	3	3	2	2
CO3	3	2	3	3	2	3	3	3	3
CO4	2	3	2	3	3	3	3	3	3
CO5	3	3	3	3	2	3	2	3	2
Sem		Programme Specific Outcomes (PSOs)							
Cos		PSO1			PSO2			PSO3	
CO1		3			3			3	
CO2		3			3			3	
CO3		3			2			3	
CO4		3			3			2	
CO5		3			2			3	
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low									
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others
		√							

Subject Code: HM CB25E09	Subject Name: Stress Management	Ty/Lb/ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on stress management	Ty	3	0	0	3

Unit I: Understanding Stress

9 periods

Definition, features, and types of stress-Relationship between stressors and stress-Potential sources of stress: environmental, organizational, and individual-Consequences of stress: psychological, physiological, and behavioural symptoms-Stress at the workplace: meaning, reasons, and impact on performance-Work stress models-Concept of burnout and its distinction from stress

Unit II: Managing Stress–Part1

9 periods

Pre-requisites for a stress-free life-Understanding anxiety and mechanisms to cope with it-Relaxation concepts and techniques-Time management: meaning, importance, and approaches-Stress management concepts and benefits-Managing stress at the individual level-Role of organizations in managing stress-Stress management techniques-Approaches to managing stress: action-oriented, emotion-oriented, and acceptance-oriented

Unit III: Managing Stress–Part2

9 periods

Models of stress management: Transactional Model, Health Realization/Innate Health Model-General Adaptation Syndrome (GAS): concept and stages-Measurement of stress reactions: physiological, cognitive, and behavioural responses-Stress prevention mechanisms-Stress management through mind control and purification-Theory and practice of yoga education-Stress management interventions: primary, secondary, and tertiary-Meditation: meaning and importance-Role of pranayama, mantras, nutrition, and music-Non-violence in stress control

Unit IV: Stress Management Leading to Success

9 periods

Concept of stress and factors affecting it-Stress management therapy concepts and benefits-Stress counseling concepts-Value education for stress management-Stress and new technology-Stress audit process-Assessment of stress: tools and methods-Future of stress management

Unit V: Stress and Health

9 periods

Physiology of stress-Sources of stress: personal, familial, community, and societal-Theories of stress: early theories, stress as a stimulus, response, and interaction-Moderators of the stress experience: personality, social support, locus of control-Stress-related illnesses: acute stress disorder, PTSD, migraines, digestive disorders, asthma, hypertension, cardiovascular diseases, cancer-Psycho neuro immunology and autoimmune disorders-Measurement of stress: rating scales and physiological measurements-Coping with stress: emotion-focused and problem-focused coping

Total periods 45

REFERENCE BOOKS:

Managing Stress: Principles and Strategies for Health and Well-Being, Author: Brian Luke Seaward

The Relaxation and Stress Reduction Workbook, Authors: Martha Davis, Elizabeth Robbins Eshelman & Matthew McKay

Stress Management for Life: A Research-Based Experiential Approach, Authors: Michael Olpin & Margie Hesson

Full Catastrophe Living: Using the Wisdom of Your Body and Mind to Face Stress, Pain, and Illness, Author: Jon Kabat-Zinn

M.Com 2022 Regulation

Subject Code: HMCB25E10	Subject Name: International Marketing		Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C			
	Prerequisite: Basic knowledge on International marketing		Ty	3	0	0	3			
L:Lecture,T:Tutorial,SLr:Supervised Learning,P:Project,R:Research,C:Credits, T/L/ETL/IE :Theory / Lab / Embedded Theory and Lab / Internal Evaluation										
OBJECTIVES										
1. Understand the concepts, scope, and significance of international marketing in a global business environment. 2. Analyse international market entry strategies, cultural influences, and global consumer behaviour. 3. Evaluate the impact of trade policies, economic factors, and digital advancements on international marketing strategies.										
COURSE OUTCOMES (Cos) Students completing this course were able to										
CO1	Explain the principles, challenges, and opportunities of marketing in international markets.									
CO2	Understand global market segmentation, targeting, and positioning strategies.									
CO3	Analyse the role of cultural, legal, and economic factors in shaping international marketing decisions.									
CO4	Evaluate international pricing, distribution, and promotional strategies for global competitiveness.									
CO5	Assess the impact of digital marketing, e-commerce, and global trade regulations on international marketing									
Mapping of Course Outcome with Program Outcome (POs)										
			Programme Outcomes (Pos)							
Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	2	3	2	3	3	3	3	3	3	
CO2	3	3	3	3	3	3	3	2	2	
CO3	3	2	3	3	2	3	3	3	3	
CO4	2	3	2	3	3	3	3	3	3	
CO5	3	3	3	3	2	3	2	3	2	
Sem		Programme Specific Outcomes (PSOs)								
Cos		PSO1			PSO2			PSO3		
CO1		3			3			3		
CO2		3			3			3		
CO3		3			3			3		
CO4		2			3			3		
CO5		3			3			2		
3/2/1Indicates Strength Of Correlation,3–High,2-Medium,1- Low										
Category	Program Core	Program Elective	Humanities and Social Science	Open Elective	Skill Enhancing Elective	Inter Disciplinary/ Allied	Skill Component	Practical/ Project / internship	Others	
		√								

Subject Code: HMCB25E10	Subject Name: International Marketing	Ty/Lb/ ETL/IE	L	T / S.Lr	P/R	C
	Prerequisite: Basic knowledge on International marketing	Ty	3	0	0	3

Unit I: Introduction to International Marketing

9 periods

Definition, scope, and significance of international marketing-Differences between domestic and international marketing-Challenges in international marketing-International marketing environment: internal and external factors

Unit II: International Marketing Environment

9 periods

Geographic, demographic, economic, political, legal, and socio-cultural environments-Impact of these environments on international marketing operations-Tariff and non-tariff barriers-Role of international organizations: WTO, UNCTAD-Regional economic groupings: European Union (EU), NAFTA, ASEAN

Unit III: Market Selection and Entry Modes

9 periods

Market profiling and segmentation-Criteria for selecting international markets-Entry strategies: exporting, licensing, franchising, contract manufacturing, turnkey contracts, joint ventures, mergers, and acquisitions

Unit IV: International Product Planning and Pricing

9 periods

Product planning in an international context-Product adaptation vs. standardization-International product life cycle-Pricing objectives and methods-Factors influencing international pricing-Export price quotations and INCOTERMS

Unit V: International Distribution and Promotion

9 periods

Types and functions of foreign distribution channels-Selection of intermediaries-Distribution logistics: transportation and warehousing decisions-International advertising strategies-Standardization vs. adaptation in promotion-Selection of media and agencies-Measuring advertising effectiveness

Total periods 45

REFERENCES BOOKS:

1. **International Marketing, Authors: Philip R. Cateora, Mary C. Gilly & John L. Graham**
 2. **Global Marketing: A Decision-Oriented Approach, Authors: Svend Hollensen**
 3. **International Marketing Strategy, Authors: Isobel Doole & Robin Lowe**
- Global Marketing Management, Authors: Warren J. Keegan & Mark C. Green**

AUDIT COURSES

Subject Code: HMAC22I01		Subject Name ENGLISH FOR RESEARCH PAPER WRITING				TY/ LB/ ETP/IE	L	T	P/R	C
		Prerequisite :Nil				IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:Credits T/L:Theory/Lab										
Objectives To know the art of writing the research paper and thesis to Ensure the good quality of paper at very First –time submission.										
COURSE OUTCOMES (COs): At the end of this course the students would be able to										
CO1		Understand that how to improve your writing skills and level of readability								
CO2		Learn about what to write in each section								
CO3		Understand the skills needed when writing a Title								
CO4		Understand the skills needed when writing a Abstract								
CO5		Understand the skills needed for writing a manuscript ready for submission								
Mapping of Course Outcomes with Program Outcomes (POs)										
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	1	1	1	1	1	3	1	1	1	
CO2	1	1	1	1	1	3	1	1	1	
CO3	1	1	1	1	1	3	1	1	1	
CO4	1	1	1	1	1	3	1	1	1	
CO5	1	1	1	1	1	3	1	1	1	
COs/ PSOs	PSO1		PSO2					PSO3		
CO1	1		1					1		
CO2	1		1					1		
CO3	1		1					1		
CO4	1		1					1		
CO5	1		1					1		
1/2/3indicatesStrength of Correlation 3-High,2-Medium,1-Low										
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/ Allied	Skill Component	Practical /Project/internship	Others	
						✓				

Subject Code: HMAC22I01	Subject Name ENGLISH FOR RESEARCH PAPER WRITING	TY/LB/ETP/IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0

UNIT I:

5Periods

Planning and Preparation, Word Order, Breaking up long sentences, Structuring Paragraphs and Sentences, Being Concise and Removing Redundancy, Avoiding Ambiguity and Vagueness

UNIT II:

5Periods

Clarifying Who Did What, Highlighting Your Findings, Hedging and Criticising, Paraphrasing and Plagiarism, Sections of a Paper, Abstracts. Introduction

UNIT III:

5Periods

Review of the Literature, Methods, Results, Discussion, Conclusions, the Final Check.

UNIT IV:

5 Periods

Key skills are needed when writing a Title, key skills are needed when writing an Abstract, key skills are needed when writing an Introduction, skills needed when writing a Review of the Literature

UNITV:

5 Periods

Skills are needed when writing the Methods, skills needed when writing the Results, skills are needed when writing the Discussion, skills are needed when writing the Conclusions

UNITVI:

5 Periods

Useful phrases, how to ensure paper is as good as it could possibly be the first-time submission

Total no of Periods:30

TEXT/REFERENCE BOOKS

- ❖ Gold bortR(2006)Writing for Science, Yale University Press (available on Google Books)
- ❖ DayR (2006) How to Write and Publish a Scientific Paper, Cambridge University Press
- ❖ High manN(1998),Hand book of Writing for the Mathematical Sciences, SIAM. Highman's book.
- ❖ Adrian Wall work, English for Writing Research Papers, Springer New York Dordrecht Heidelberg London,2011

Subject Code: HMAC22I02		Subject Name DISASTER MANAGEMENT						TY/ LB/ ETP/IE	L	T	P/R	C
		Prerequisite : Nil						IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:Credits T/L:Theory/Lab												
Objectives: Learn to demonstrate a critical understanding of key concepts in disaster risk reduction and Human it aria response.												
COURSE OUTCOMES (COs):At the end of this course the students would be able to												
CO1	Evaluate disaster risk reduction and humanitarian response policy and practice from Multiple perspectives.											
CO2	Develop an understanding of standards of humanitarian response and practical relevance in Specific types of disasters and conflict situations.											
CO3	Understand the strengths and weaknesses of disaster management approaches, planning and programming in different countries, particularly their home country or the Countries they work in.											
Mapping of Course Outcomes with Program Outcomes (POs)												
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	1	1	1	1	1	3	1	1	1			
CO2	1	1	1	1	1	3	1	1	1			
CO3	1	1	1	1	1	3	1	1	1			
COs/ PSOs	PSO1		PSO2		PSO3							
CO1	1		1		1							
CO2	1		1		1							
CO3	1		1		1							
1/2/3indicates Strength of Correlation 3-High,2-Medium,1-Low												
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/ Allied	Skill Component	Practical /Project/internship	Others			

Subject Code: HMAC22I02	Subject Name DISASTER MANAGEMENT	TY/ LB/ ETP/ IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0

UNIT I INTRODUCTION

5Periods

Disaster: Definition, Factors and Significance; Difference Between Hazard And Disaster; Natural And Manmade Disasters: Difference, Nature, Types And Magnitude.

UNIT II REPERCUSSIONS OF DISASTERS AND HAZARDS:

5Periods

Economic Damage, Loss Of Human And Animal Life, Destruction Of Ecosystem. Natural Disasters: Earthquakes, Volcanisms, Cyclones, Tsunamis, Floods, Droughts And Famines, Landslides And Avalanches, Man-made disaster: Nuclear Reactor Meltdown, Industrial Accidents, Oil Slicks And Spills, Outbreaks Of Disease And Epidemics, War And Conflicts.

UNIT III DISASTER PRONE AREAS IN INDIA

5Periods

Study Of Seismic Zones; Areas Prone To Floods And Droughts, Landslides And Avalanches; Areas Prone To Cyclonic And Coastal Hazards With Special Reference To Tsunami; Post-Disaster Diseases And Epidemics.

UNIT IV DISASTER PREPAREDNESS AND MANAGEMENT

5Periods

Preparedness: Monitoring Of Phenomena Triggering a Disaster or Hazard; Evaluation Of Risk: Application of remote sensing, Data From Meteorological And Other Agencies, Media Reports: Governmental And Community Preparedness.

UNIT V RISK ASSESSMENT

5 Periods

Disaster Risk: Concept And Elements, Disaster Risk Reduction, Global And National Disaster Risk Situation. Techniques Of Risk Assessment, Global Co-Operation In Risk Assessment And Warning, People's Participation In Risk Assessment. Strategies for Survival.

UNIT VI DISASTER MITIGATION

5Periods

Meaning, Concept And Strategies Of Disaster Mitigation, Emerging Trends In Mitigation. Structural Mitigation And Non- Structural Mitigation, Programs Of Disaster Mitigation In India.

Total No. of Periods: 30

SUGGESTED READINGS:

- ❖ R. Nishith, Singh AK, "Disaster Management in India: Perspectives, issues and strategies" 'New Royal book Company.
- ❖ Sahni, Pardeep Et. Al. (Eds.), "Disaster Mitigation Experiences And Reflections", Prentice Hall Of India, New Delhi.
- ❖ Goel S. L., "Disaster Administration And Management Text And Case Studies", Deep & Deep Publication Pvt. Ltd., New Delhi.

Subject Code: HMAC22I03	Subject Name SANSKRIT FOR TECHNICAL KNOWLEDGE					TY/ LB/ ETP/IE	L	T	P/R	C
	Prerequisite: Nil					IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:CreditsT/L:Theory/Lab										
Objectives To get a working knowledge in illustrious Sanskrit, the scientific language in the world Learning of Sanskrit to improve brain functioning, to develop the logic in mathematics, science & other subjects enhancing the memory power. The engineering scholars equipped with Sanskrit will be able to explore the Huge knowledge from ancient literature.										
COURSE OUTCOMES (COs):At the end of this course the students would be able to										
CO1	Understanding basic Sanskrit language									
CO2	Ancient Sanskrit literature about science & technology can be understood									
CO3	Being a logical language will help to develop logic in students									
Mapping of Course Out comes with Program Outcomes (POs)										
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	1	1	1	1	1	3	1	1	1	
CO2	1	1	1	1	1	3	1	1	1	
CO3	1	1	1	1	1	3	1	1	1	
COs/PSOs	PSO1		PSO2				PSO3			
CO1	1		1				1			
CO2	1		1				1			
CO3	1		1				1			
1/2/3indicates Strength of Correlation 3-High,2-Medium,1-Low										
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical /Project/internship	Others	
						✓				

Subject Code: HMAC22I03	Subject Name SANSKRIT FOR TECHNICAL KNOWLEDGE	TY/LB/ ETP/IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0

UNIT I

10Periods

Alphabets in Sanskrit, Past/Present/Future Tense, Simple Sentences

UNIT II

10Periods

Order Introduction of roots Technical information about Sanskrit Literature

UNIT III

10Periods

Technical concepts of Engineering -Electrical, Mechanical, Architecture, Mathematics

Total No. of Periods:30

TEXT BOOKS / REFERENCE

- ❖ Abhyaspustakam”–Dr.Vishwas, Samskrita - Bharti Publication, NewDelhi
- ❖ “Teach Yourself Sanskrit” Prathama Deeksha-Vempati Kutumbshastri, Rashtriya Sanskrit Sansthanam, New Delhi Publication
- ❖ “India’s Glorious Scientific Tradition” Suresh Soni, Ocean books(P) Ltd., NewDelhi.

Subject Code: HMAC22I04		Subject Name : VALUE EDUCATION					TY/LB/ ETP/IE	L	T	P/R	C
		Prerequisite: Nil					IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:Credits T/L:Theory/Lab											
Objectives: Understand value of education and self-development, Imbibe good values in students. Let them should know about the importance of character.											
COURSEOUTCOMES(COs):At the end of this course the students would be able to											
CO1		Knowledge of self-development									
CO2		Learn the importance of Human values									
CO3		Developing the overall personality									
Mapping of Course Outcomes with Program Outcomes (POs)											
COs/POs		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1		1	1	1	1	1	3	1	1	1	
CO2		1	1	1	1	1	3	1	1	1	
CO3		1	1	1	1	1	3	1	1	1	
COs/ PSOs		PSO1		PSO2				PSO3			
CO1		1		1				1			
CO2		1		1				1			
CO3		1		1				1			
1/2/3indicates Strength of Correlation3 -High,2-Medium,1-Low											
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical /Project/internship	Others		
						✓					

Subject Code: HMAC22I04	Subject Name: VALUE EDUCATION	TY/LB/ETP/ IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0

UNIT I

6Periods

Values and self-development–Social values and individual attitudes. Work ethics, Indian vision of humanism. Moral and non-moral valuation. Standards and principles. Value judgments

UNIT II

8Periods

Importance of cultivation of values. Sense of duty. Devotion, Self-reliance. Confidence, Concentration. Truthfulness, Cleanliness. Honesty, Humanity. Power of faith, National Unity. Patriotism. Love for nature, Discipline

UNIT III

8Periods

Personality and Behavior Development - Soul and Scientific attitude. Positive Thinking. Integrity and discipline. Punctuality, Love and Kindness. Avoid fault Thinking. Free from anger, Dignity of labor. Universal brotherhood and religious to learn True friendship. Happiness Vs suffering, love for truth. Aware of self-destructive habits. Association and Cooperation. Doing best for saving nature

UNIT IV

8Periods

Character and Competence –Holy books vs Blind faith. Self-management and Good health. Science of reincarnation. Equality, Nonviolence, Humility, Role of Women. All religions and same message. Mind your Mind, Self-control. Honesty, Studying effectively

Total No.of Periods: 30

Suggested reading

Chakroborty, S.K. “Values and Ethics for organizations Theory and practice”, Oxford University Press, New Delhi

Subject Code: HMAC22I05	Subject Name: CONSTITUTION OF INDIA					TY/LB/ETP/IE	L	T/S	P/R	C
	Prerequisite: Nil					IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:Credits T/L:Theory/Lab										
Objectives Understand the premises informing the twin themes of liberty and freedom from a civil rights perspective. To address the growth of Indian opinion regarding modern Indian intellectuals’ constitutional role and entitlement to civil and economic rights as well as the emergence of nationhood in the early years of Indian nationalism To address the role Of socialism in India after the commencement of the Bolshevik Revolution in1917and its impact on the initial drafting of the Indian Constitution.										
COURSE OUTCOMES(COs):At the end of this course the students would be able to know										
CO1	Understand and explain the significance of Indian Constitution as the fundamental law of the land									
CO2	Exercise his fundamental rights in proper sense at the same time identifies his Responsibilities in national building.									
CO3	Analyze the Indian political system, the powers and functions of the Union, State and Local Governments in detail									
CO4	Understand Electoral Process, Emergency provisions and Amendment procedure.									
Mapping of Course Outcomes with Program Outcomes (POs)										
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	1	1	1	1	1	3	1	1	1	
CO2	1	1	1	1	1	3	1	1	1	
CO3	1	1	1	1	1	3	1	1	1	
CO4	1	1	1	1	1	3	1	1	1	
COs/PSOs	PSO1		PSO2				PSO3			
CO1	1		1				1			
CO2	1		1				1			
CO3	1		1				1			
CO4	1		1				1			
1/2/3indicates Strength of Correlation 3-High,2-Medium,1-Low										
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical /Project/internship	Others	
						✓				

Subject Code: HMAC22I05	Subject Name: CONSTITUTION OF INDIA	TY/LB/ETP/IE	L	T/S	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0

UNIT I: HISTORY OF MAKING OF THE INDIAN CONSTITUTION:

3Periods

History Drafting Committee, (Composition & Working) Philosophy of the Indian Constitution: Preamble
Salient Features

UNIT II PHILOSOPHY

3Periods

Philosophy of the Indian Constitution: Preamble Salient Features

UNIT III: CONTOURS OF CONSTITUTION ALRIGHTS & DUTIES:

6Periods

Fundamental Rights, Right to Equality, Right to Freedom, Right against Exploitation, Right to Freedom of Religion , Cultural and Educational Rights, Right to Constitutional Remedies, Directive Principles of State Policy and Fundamental Duties.

UNIT IV: ORGANS OF GOVERNANCE

6Periods

Parliament Composition, Qualifications and Disqualifications, Powers and Functions Executive President, Governor Council of Ministers, Judiciary, Appointment and Transfer of Judges, Qualifications Powers and Functions.

UNIT V: LOCAL ADMINISTRATION:

6Periods

District's Administration head: Role and Importance, Municipalities: Introduction, Mayor and role of Elected Representative, CEO of Municipal Corporation. Panchayatraj: Introduction, PRI: Zila Pachayat .Elected officials and their roles, CEO Zila Pachayat: Position and role. Block level: Organizational Hierarchy (Different departments), Village level: Role of Elected and Appointed officials, Importance of grass root democracy

UNIT VI: ELECTION COMMISSION

6 Periods

Election Commission: Role and Functioning. Chief Election Commissioner and Election Commissioners. State Election Commission: Role and Functioning. Institute and Bodies for the welfare of SC/ST/OBC and women.

Total Number of Periods: 30

TEXT/REFERENCE BOOKS:

- ❖ The Constitution of India, 1950 (Bare Act), Government Publication.
- ❖ Dr.S.N.Busi, Dr.B.R. Ambedkar framing of Indian Constitution, 1st Edition, 2015.
- ❖ M.P.Jain, Indian Constitution Law, 7th Edn. Lexis Nexis, 2014. 4.D.D. Basu, Introduction to the Constitution of India, Lexis Nexis, 2015.

Subject Code: HMAC22I06	Subject Name: PEDAGOGY STUDIES	TY/ LB/ ETP/IE	L	T/S	P/R	C
	Prerequisite: Nil	IE	2	0	0	0

L:LectureT:TutorialP:ProjectR:ResearchC:CreditsT/L:Theory/Lab

Objectives: Students will be able to:4.Review existing evidence on the review to picto inform programme design and Policy making under taken by the DfID, other agencies and researchers. 5. Identify critical evidence gaps to Guide the development.

COURSE OUTCOMES (COs):At the end of this course the students would be able to know

CO1 What pedagogical practices are being used by teachers informal and informal class rooms in Developing countries?

CO2 What is the evidence on the effectiveness of these pedagogical practices, in what conditions, And with what population of learners?

CO3 How can teacher education (curriculum and practicum) and the school curriculum and Guidance materials best support effective pedagogy?

Mapping of Course Outcomes with Program Outcomes (POs)

COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	1	1	1	1	1	3	1	1	1
CO2	1	1	1	1	1	3	1	1	1
CO3	1	1	1	1	1	3	1	1	1
COs/ PSOs	PSO1	PSO2	PSO3						
CO1	1	1	1						
CO2	1	1	1						
CO3	1	1	1						

H/M/L indicates Strength of Correlation 3-High,2-Medium,1-Low

Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical /Project/internship	Others
						✓			

Subject Code: HMAC22I06	Subject Name: PEDAGOGY STUDIES	TY/LB/ETP/IE	L	T/S	P/R	C
	Prerequisite: Nil	IE	2	0	0	0

UNIT I: INTRODUCTION AND METHODOLOGY:

6Periods

Aims and rationale, Policy background, Conceptual frame work and terminology, Theories of learning, Curriculum, Teacher education. Conceptual frame work, Research questions. Overview of methodology and Searching.

UNIT II: THE MATIC OVERVIEW:

6Periods

Pedagogical practices are being used by teachers informal and informal class rooms in developing countries. Curriculum, Teacher education.

UNIT III: EVIDENCE ON THE EFFECTIVENESS OF PEDAGOGICAL PRACTICES

6Periods

Methodology for the in depth stage: quality assessment of included studies. How can teacher education (curriculum and practicum) and the school curriculum and guidance materials best support effective pedagogy? Theory of change. Strength and nature of the body of evidence for effective pedagogical practices. Pedagogic theory and pedagogical approaches. Teachers' attitudes and beliefs and Pedagogic strategies.

UNIT IV: PROFESSIONAL DEVELOPMENT:

6Periods

Alignment with class room practices and follows up support Peer support from the head teacher and the community. Curriculum and assessment, Barriers to learning: limited resources and large class sizes

UNITV: RESEARCH GAPS AND FUTURE DIRECTIONS

6Periods

Research design Contexts, Pedagogy, Teacher education, Curriculum and assessment, Dissemination and research impact.

Total Number of Periods :30

TEXT/REFERENCE BOOKS:

- ❖ AckersJ,HardmanF(2001)Class room interaction in Kenyan primary schools,Compare,31(2):245-261.2.
- ❖ AgrawalM(2004)Curricular reform in schools: The importance of evaluation, Journal of Curriculum Studies, 36 (3): 361-379.3.
- ❖ AkyeampongK(2003) Teacher training in Ghana-does it count? Multi-site teacher education research project (MUSTER) country report 1. London: DFID.
- ❖ AkyeampongK,LussierK,PryorJ,WestbrookJ(2013)Improving teaching and learning of basic maths and Reading in Africa: Does teacher preparation count? International Journal Educational Development,33 (3):272–282. 5.
- ❖ Alexander RJ(2001)Culture and pedagogy: International comparisons in primary education. Oxford and Boston: Black well.
- ❖ ChavanM(2003)ReadIndia:Amassscale,rapid,‘learningtoread’campaign.
- ❖ www.pratham.org/images/resource%20working%20paper%202.pdf.

Subject Code: HMAC22I07		Subject Name: STRESS MANAGEMENT BY YOGA				TY/LB/ETP/IE	L	T/S	P/R	C
		Prerequisite: None				IE	2	0	0	0
L:LectureT:TutorialSLr:SupervisedLearningP:ProjectR:ResearchC:CreditsT/L/ETL:Theory/ Lab/Embedded Theory and Lab										
OBJECTIVES: To introduce health psychology and arrive at the introduction to the philosophy and practice of yoga.										
COURSE OUTCOMES(Cos):(3–5) Students completing the course were able to										
CO1	Compile the models of health and the psychological component of health									
CO2	Classify healthy behavior and health compromising behavior									
CO3	Deduce the impact of stress on health and apply effective stress management strategies									
CO4	Extrapolate the role of yoga in healthcare									
Mapping of Course Outcomes with Program Outcomes (POs)										
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	
CO1	3	3	1	1	1	1	1	3	3	
CO2	3	3	2	1	1	1	1	3	3	
CO3	3	3	2	1	1	1	1	3	3	
CO4	3	3	2	1	1	1	1	3	3	
COs/PSOs	PSO1	PSO2	PSO3							
CO1	1	1	1							
CO2	1	1	1							
CO3	1	1	1							
CO4	1	1								
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical /Project/internship	Others	
						✓				

Subject Code: HMAC22I07	Subject Name: STRESS MANAGEMENT BY YOGA	TY/LB/ETP/IE	L	T/S	P/R	C
	Prerequisite: None	IE	2	0	0	0

UNIT I UNDERSTANDING STRESS

6Periods

Stress and lifestyle disorders: Meaning and definition, development of stress; nature of stressors: Frustration, pressure; Factors predisposing stress: life events and daily hassles; Burnout. Coping with stress: Problem oriented and emotion oriented. Stress management: Meaning and definition; Changing thoughts, behavior and physiological responses.

UNIT II YOGA PHILOSOPHY

10Periods

Introduction to Yoga and Yogic Practices–Definition, History, Aim and Objectives, Four Paths of Yoga and Principles of Yoga, Hatha Yoga – Distinction between Yoga and Non Yogic Practices, Concept of Yogic diet, Purpose and Utility of Asanas in Hatha Yoga , Introduction to Patanjali,

UNIT III YOGA INHEALTHCARE

14Periods

Yoga for specific lifestyle disorders: Asthma, Sleeplessness, Diabetes, Blood pressure and Heart Diseases. Research evidence on the impact of yoga intervention on lifestyle disorders. Halasana and Matsyasana for Thyroid, Dhanurasana and Bhujangasana for Polycystic Ovarian Syndrome Disease, ShishuasanaandAdhoMukhaSvanasanaforArthritis,SuptaMatsyendrasanaandVrikshasanaforLower back pain, Ardha Matsyendrasana and Chakrasana for Diabetes, Apanasana and Paschimottanasana for Indigestion and Stomach Disorder, Padmasana and Sirsasana for Migraine, BaddhaKonasana and Sukhasana for Depression, Balasana and Shavasana for Sleeplessness. Evaluation of the applications of psychological knowledge in the area of health and identification of gaps.

Total no.of periods: 30

REFERENCES

- ❖ Taylor,S.E(2006).HealthPsychology.NewDelhi:TataMcGrawHill
- ❖ Serafini,E.P&SmithT.W.(2012).HealthPsychology:BiopsychosocialInterventions.NewDelhi:Wiley
- ❖ HathaYogaPradipikabySwamiSvatmarama.
- ❖ BKSiyengar(2013).YOGA-ThePathtoHolisticHealth

Subject Code: HMAC22I08		Subject Name: PERSONALITY DEVELOPMENT THROUGH LIFE ENLIGHTENMENT SKILLS					TY/LB/ ETP/IE	L	T	P/R	C
		Prerequisite: Nil					IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:CreditsT/L:Theory/Lab											
ObjectivesTo learn to achieve the highest goal happily, To become a person with stable mind, pleasing Personality and determination. To a waken wisdom in student											
COURSE OUTCOMES (COs):At the end of this course the students would be able to know											
CO1	Study of Shrimad-Bhagwad-Geeta will help the student in developing his personality and Achieve the highest goal in life										
CO2	The person who has studied Geeta will lead the nation and mankind to peace and prosperity										
CO3	Study of Neetishatakam will help in developing versatile personality of students.										
Mapping of Course Outcomes with Program Outcomes (POs)											
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9		
CO1	1	1	1	1	1	3	1	1	1		
CO2	1	1	1	1	1	3	1	1	1		
CO3	1	1	1	1	1	3	1	1	1		
COs/ PSOs	PSO1		PSO2		PSO3						
CO1	1		1		1						
CO2	1		1		1						
CO3	1		1		1						
1/2/3indicates Strength of Correlation3-High,2-Medium,1-Low											
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/Allied	Skill Component	Practical/Project/internship	Others		
						✓					

Subject Code: HMAC22I08	Subject Name PERSONALITY DEVELOPMENT THROUGH LIFE ENLIGHTENMENT SKILLS	TY/LB/ ETP/ IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:Credits T/L:Theory/Lab						

UNIT I: NEETISATAKAM-HOLISTIC DEVELOPMENT OF PERSONALITY 10Periods

Verses-19,20,21,22(wisdom)Verses-29,31,32(pride&heroism)Verses-26,28,63,65(virtue)Verses-52,53,59 (dont's)Verses-71, 73, 75, 78 (do's)

UNIT II APPROACH TODAY WORK AND DUTIES. 10Periods

Shrimad BhagwadGeeta:Chapter2-Verses41,47,48,Chapter3-Verses13,21,27,35,Chapter6-Verses5,13,17,23,35, Chapter18-Verses45,46,48.

UNIT III STATEMENTS OF BASIC KNOWLEDGE. 10Periods

ShrimadBhagwadGeeta:Chapter2-Verses56,62,68Chapter12-Verses13,14,15,16,17,18Personalityof Rolemodel. Shrimad Bhagwad Geeta:Chapter2-Verses17,Chapter3-Verses36,37,42,Chapter4-Verses18,38,39Chapter18–Verses 37, 38, 63

Total Number of Periods:30

TEXT/REFERENCEBOOKS

1. “SrimadBhagavadGita”bySwamiSwarupanandaAdvaitaAshram(PublicationDepartment),Kolkata
2. Bhartrihari’sThreeSatakam(Niti-sringar-vairagya)byP.Gopinath,
3. RashtriyaSanskritSansthanam,NewDelhi.

Subject Code: HMAC22I09	Subject Name :LIFE SKILLS				TY/LB/ETP/IE	L	T	P/R	C
	Prerequisite: Nil				IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:CreditsT/L:Theory/Lab									
OBJECTIVES Understand the positive effect of being open to experiences, Be familiar with impulse control and pro social behavior Describe emotional intelligence, social intelligence, and integrative thinking for effective Leadership Describe basic managerial skills. And self-management skills.									
COURSE OUTCOMES (COs):At the end of this course the students would be able to know									
CO1	Develop the tendency to accept self and others unconditionally								
CO2	Regulate their emotional impulsivity and demonstrate prosocial behaviour								
CO3	Inculcate emotional and social intelligence and integrative thinking for effective Leadership.								
CO4	Demonstrate a set of practical skills such as time management, self-management, handling conflicts, and team leadership.								
CO5	Create and maintainan effective and motivated team to work for the society								
Mapping of Course Outcomes with Program Outcomes (POs)									
COs/POs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9
CO1	1	1	1	1	3	2	2	1	1
CO2	1	1	1	1	3	2	1	1	1
CO3	1	2	1	1	3	3	1	1	2
CO4	2	2	1	1	3	3	2	1	3
CO5	1	2	1	1	3	3	2	1	2
COs/PSOs	PSO1		PSO2				PSO3		
CO1	1		1				1		
CO2	1		1				1		
CO3	1		1				1		
CO4	1		1				1		
CO5	1		1				1		
1/2/3indicates Strength of Correlation 3-High,2-Medium,1-Low									
Category	Program Core	Program elective	Humanities and social Science	Open Elective	Skill enhancing elective	Inter Disciplinary/ Allied	Skill Component	Practical /Project/internship	Others
						✓			

Subject Code: HMAC22I09	Subject Name: LIFESKILLS	TY/LB/ETP/ IE	L	T	P/R	C
	Prerequisite: Nil	IE	2	0/0	0/0	0
L:LectureT:TutorialP:ProjectR:ResearchC:CreditsT/L:Theory/Lab						

UNIT I: OPENNESS TO EXPERIENCE

6 Periods

Developing the tendency to accept and appreciate self and others, the Insights, ideas, values, feelings, and behaviors, cultivate willingness to try new things as well as engage in imaginative and intellectual activities, and creative thinking “thinking outside of the box.” Skills.

UNIT II: CONSCIENTIOUSNESS

6 Periods

Developing the ability to regulate their impulse control in order to engage in goal-directed behaviors, managing negative emotions such as anger, worry, and sadness and Developing organized and structured approach

UNIT III: PROSOCIAL BEHAVIOR

6 Periods

Prosocial behavior: developing trust, altruism, kindness, affection, empathetic understanding, Sharing, comforting and cooperating, Assertiveness, emotional expressiveness and social interaction.

UNIT IV: INNOVATIVE LEADERSHIP

6 Periods

Understanding: Concept of emotional and social intelligence, the persona of a leader for deriving holistic inspiration, Drawing insights for leadership, leadership qualities essential to sail through difficult situations, Importance of ethics, Ethical decision-making, Personal and professional moral codes of conduct, Creating a harmonious life.

UNIT V: MANAGEMENT SKILLS:

6 Periods

Basic Managerial Skills-Planning for Effective Management, Organize Teams, Delegation of Tasks, Time Management, Conflict and Stress Management. Self-management Skills -Understanding Self-concept, Developing Self-awareness, Self-examination, Self-reflection and introspection, Self-regulation.

Total Number of Periods: 30

REFERENCES AND SUGGESTED READINGS

- ❖ A.Pervin & O.P. John (Eds.), Handbook of personality: Theory and research (Vol.2, pp.102–138). New York: Guilford Press.
- ❖ Harry Beilin (1982) The Development of Prosocial Behavior, Academic Press
- ❖ Ashokan, M.S. 2015. Karmayogi: A Biography of E. Sreedharan. London: Penguin.
- ❖ O’Toole, J. 2019. The Enlightened Capitalists: Cautionary Tales of Business Pioneers Who Tried to Do Well by Doing Good. New York Harper Collins
- ❖ Brown, T. 2012. Change by Design. Harper Business, New York
- ❖ Lynn A.B. 2015. The Emotional Intelligence Activity Book: 50 Activities for Promoting EQ at Work, Gildan Media Corporation, New York
- ❖ Kelly T., and Kelly D. 2014. Creative Confidence: Unleashing the Creative Potential Within Us All. William Collins Harper Collins Publishers India
- ❖ Kurien, V., and Salve, G. 2012. I Too Had a Dream. Roli Books Private Limited New Delhi
- ❖ Carnegie D. 2018. Overcoming Worry and Stress. New Delhi: Manjul Publishing House.
- ❖ Collins Jim. 2001. Good to Great. New York: Harper Business, 136 Life Skills (Jeevan Kaushal) Facilitators’ Manual 2022
- ❖ Covey, Stephen R. 2020. 30th ed. The 7 Habits of Highly Effective People. New Delhi: Simon & Schuster.
- ❖ Dawkins E. R. 2016. 52 Weeks of Self Reflection—Your Guided Journal of Self Johnson Publishing, United States
- ❖ Drucker, Peter F. 2006. The Effective Executive. New York: Harper Business.
- ❖ Goleman D. 1995. Emotional Intelligence. New Delhi: Bloomsbury Publishing India Private Limited.
- ❖ Robbins S.P., Coulter M., and Fernandez A. 2019. Management. 14th edition. Noida, India: Pearson Education.