



BARKATULLAH UNIVERSITY BHOPAL

SEMESTER IV

CP - 401	Compressive Viva	100
CP - 402	Business Legislation	100
CP - 403	Entrepreneurship Development & Management	100
CP- 404	Specialisation - 1, Paper - III	100
CP -405	Specialisation - 1, Paper - IV	100
CP -406	Specialisation -2, Paper - III	100
CP -407	Specialisation - 2, Paper - IV	100
	TOTAL	700

DISTRIBUTION OF MARKS

Sem. - I 600

Sem. - II 600

Sem. - III 600

Sem. - IV 700

Total Marks (2500)

EXTERNAL EVALUATION IN EACH PAPER OF 80 MARKS

Sec. A (4×8)

32 Marks

Sec. B (3×16)

48 Marks

Total - 80 Marks

INTERNAL EVALUATION IN EACH PAPER OF 20 MARKS

Mid Term Test - 50%

Seminar - 30%

Class Performance - 20%



BARKATULLAH UNIVERSITY, BHOPAL

M.B.A. (Full Time) Course curriculum

Students are required to study all core papers and opt any two-
specialization area in MBA Sem. IV

SPECIALISATIONS

MARKETING MANAGEMENT

FSM - 3	Sales & Distribution Management
FSM - 4	Service Marketing

RETAIL MANAGEMENT

FSR- 3	Management of Retail Operations
FSR - 4	Retail Merchandising and Supply Chain Management

HUMAN RESOURCE MANAGEMENT

FSD - 3	Human Resource Planning And Development
FSD - 4	Compensation Management

FINANCIAL

FSF - 3	Management Of Financial Services
FSF - 4	Strategic Corporate Finance

BANKING AND FINANCIAL SERVICES MANAGEMENT

FSB - 3	Financial Institutions & Markets
FSB - 4	Financial Risk Management



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-IV

Business Legislation

COURSE NO. CP-402

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

OBJECTIVE :

The course is designed to assist the students in understanding basic laws affecting the operations of business enterprises.

COURSE CONTENTS :

- Unit-I** An overview of Laws related to Promotion and Incorporation of different types of companies.
- Unit-II** Laws related to contract with special reference to its Performance, Breach and Remedies.
- Unit-III** Consumer protection laws and Rights of consumers.
- Unit-IV** Basic provisions of Pollution control, Environment protection and Intellectual property rights.
- Unit-V** Laws related to mergers & acquisitions in view of the multinational companies operating in India.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 $4 \times 8 = 32$ Marks.

Sec. B: (Essay type & case) 3 out of 5 $3 \times 16 = 48$ Marks.

SUGGESTED READINGS:

1. Avtar Singh. Company Law.
2. Tuteja, S.K., Business Law for Managers.
3. Mercantile Law, N. D. Kapoor.
4. Mercantile Law, Chawla, Sareen & Garg.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-IV

Entrepreneurship Development & Management

COURSE NO. CP-403

Max. Marks (Ext. Exam): 8

Min. Pass Marks :32

OBJECTIVE :

The objective of the course is to expose the students to the growth of entrepreneurship and enterprise management in developing countries with special reference to India.

COURSE CONTENTS :

- Unit-I** Entrepreneurship-concept/meaning, need, Competencies/qualities of an entrepreneur, concept of Small Business Enterprises.
- Unit-II** Entrepreneurial Support System-a brief overview of-District Industries Centers (DICs), State National Financial corporation (SFCs), Small Industries Development Bank of India (SIDBI), National bank for agriculture and rural development (NABARD), National Small Industries Corporation (NSIC), and Special Economic Zone (SEZ) concept.
- Unit-III-** Business Planning- Various forms of business organizations- sole proprietorship, partnership firms, joint stock companies. Set up process of a small scale enterprise, Procedures for registration of small scale industry, List of items reserved for exclusive manufacture in small scale industry.
- Unit-IV-** Project Preparation- Project identification, Contents of Project report , project report preparation, Techno- Economic feasibility report, project viability, Viability report
- Unit-V** Managerial Aspects of Small Business-Basic principles of Management(Definition, function), operational aspects of production, inventory management, financial management, Record keeping, Marketing Techniques, Personnel Management, Importance of Communication in business

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 $4 \times 8 = 32$ Marks.

Sec. B: (Essay type & case) 3 out of 5 $3 \times 16 = 48$ Marks.

SUGGESTED READINGS:

1. Bhind, Amar V., The Origin And Evolution Of New Business, Oxford University Press, New York, 2000
2. Dollinger M.J., Entrepreneurship Strategis And Resoyrces, 3rd Edition, Pearson Education, New Delhi 2006
3. Desai Vasant Dr.(2004) Management Of Small Scale Enterprises New Delhi, Haryana Publishing House
4. A Hand Book Of Entrepreneurship, Edited By B.S. Rathore And Dr J.S. Saini, Aapga Publications, Panchkula (Haryana)
5. Entrepreneurship Development By C.B. Gupta And P Shrinivasan, Sultan Chand And Sons, Newdelhi
6. Hand Book Of Small Scale Industriey By P.M. Bhandari
7. Marketing Management By Philip Kotler, Prentice Hall Of India New Delhi
8. Verma J.C. And Gurpal Singh, Small Business And Industry- A Handbook Of Entrepreneurs, Sage , New Delhi, 2002



BARKATULLAH UNIVERSITY BHOPAL
Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Marketing Management
Sales and Distribution Management

COURSE NO. FSM-3

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

OBJECTIVES

The purpose of this paper is to acquaint the student with the concepts, which are helpful in developing a sound sales and distribution policy and in organizing and managing sales force and marketing channels.

COURSE CONTENTS

- UNIT-I** Nature and Scope of Sales Management; Setting and Formulating Personal Selling Objectives; Recruiting and Selecting Sales Personnel.
- UNIT-II** Developing and Conducting Sales Training Programmes; Designing and Administering Compensation Plans; Motivating Sales Personnel.
- UNIT-III** Sales Meetings and Sales Contests; Designing Territories and Allocating Sales Efforts; Objectives and Quotas for Sales Personnel; Developing and Managing Sales Evaluation Programme; Sales Cost and Cost Analysis.
- UNIT-IV** An Overview of Marketing Channels, their Structure, Functions and Relationships; Channel Intermediaries – Wholesaling and Retailing; Logistics of Distribution; Channel Planning, Organisational Patterns in Marketing Channels; Managing Marketing Channels.
- UNIT-V** Information System and Channel Management; Assessing Performance of Marketing Channels; International Marketing Channels.

SCHEME OF EXAMINATION:

Total Marks: (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec A: (Short Answers) 4 out of 8 4x8 =32 Marks

Sec B: (Essay type & Case) 3 out of 5 3x16=48 Marks

SUGGESTED READINGS

1. Anderson, R. Professional Sales Management! Englewood Cliffs, New Jersey, Prentice Hall Inc., 1992
2. Anderson, R. Professional Personnel Selling. Englewood Cliffs, New Jersey, Prentice Hall Inc., 1992
3. Buskirk, R H and Stanton, W J Management of Sales Force. Homewood Illinois, Richard D. Irwin, 1983
4. Dairymple, D J Sales Management: Concepts and Cases, New York, John Wiley, 1989
5. Johnson, EM etc. Sales Management: Concepts, Practices and Cases, New York, McGraw Hill, 1986
6. Stanton, William J etc Management of a Sales Force, Chicago, Irwin, 1995
7. Still, R. R. Sales Management, Englewood Cliffs, New Jersey, Prentice Hall, Inc., 1988

The list of cases and specific references including recent articles and reports will be announced in the class at the time of launching of the course.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Marketing Management

Service Marketing

COURSE NO. FSM-4

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

- UNIT-I :** Emergence of service economy, Services-characteristics, Service Classifications, service marketing triangle, Service marketing mix.
- UNIT-II :** Consumer behaviour in services: Customer expectations, Zone of tolerance, Service encounters, Moment of Truth, Strategies for influencing customer perception.
- UNIT-III :** Product-Service Continuum, Service Life Cycle, Place – Distribution Strategies & Challenges, Role of Internet in distribution, Promotion, Promotion objective for Services, Tools of promotion. Pricing, Factors involved in pricing a service product, reshaping demand using effective pricing.
- UNIT-IV :** People- role of service employees, Service profit chain, Physical evidence, Nature & Importance, Service escapes, Process: Service process & system, Customer role in services.
- UNIT-V:** Customer Satisfaction: Monitoring & Measuring customer satisfaction, Service Guarantee - Complaint Management, Recovery, concept of quality in Services, Service Quality Models, Customer satisfaction.

SCHEME OF EXAMINATION:

Total Marks: (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 4 x 8 = 32 Marks.

Sec. B: (Essay type & case) 3 out of 5 3 x 16 = 48 Mark

SUGGESTED READINGS:

- Lovelock, C. Services Marketing. Pearson Education.
- Fitzsimmons. Service Management. Tata McGraw-Hill Publishing Company Ltd.
- Clow, K.E., & Kurtz, D.L. Services Marketing. Biztantra.
- Srinivasan. 2009. Services Marketing. Phi Learning Private Limited. 2 Ed.
- Gronroos. 2007. Service Management And Marketing: Customer Management In Service Competition. Wiley India Pvt Ltd. 3 Ed.
- Bhattacharya, C. 2006. Services Marketing. Excel Books, New Delhi.
- Shanker, R. 2008. Services Marketing. Excel Books, New Delhi.
- Nargundkar. 2008. Services Marketing: Text & Cases. Tata McGraw-Hill Publishing Company Ltd. 2 Ed.
- Zeithaml. 2008. Service Marketing. Tata McGraw-Hill Publishing Company Ltd. 4 Ed.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Retail Management

Management of Retail Operations

COURSE NO. FSR-3

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

UNIT-I : Retail strategies, Retail marketing strategy, Finance and location strategies for retailing.

UNIT-II: Market research for retail management, Trading area analysis, Research before and after setting up a retail store.

UNIT- III: Retail stores operations, Mall management, setting objectives for retailers, performance, Management of retail brand.

UNIT-IV: Retail management information system, Information gathering and processing, Application of I.T. to retail management.

UNIT-V: Financial aspects of retail, Retail audit and measures of performance evaluation.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 4 x 8 = 32 Marks.

Sec. B: (Essay type & case) 3 out of 5 3 x 16 = 48 Mark

SUGGESTED READINGS:

- Retail management, a Strategic Approach by Berman Barry, Evans Joel R., Pearson Education.
- Retail management by Michael Levy, Tata McGraw Hills.
- Retail management by Chetan Bajaj, Rajnish Tuli & Nidhi Shrivastav.
- Retailing by Robert Lusch, Patrick Dunne, South Western Publishing Co.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Retail Management

Retail Merchandising and Supply Chain Management

COURSE NO. FSR-4

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

- UNIT-I :** Retail Merchandising: Concept & Scope, Role and Responsibilities of Merchandisers. Merchandise Mix. Assortment Management, Merchandise Displays and Space Management: Concept and Importance, Space Management, Planogram, Visual Merchandising: Meaning, Objectives, Product Positioning and Visual Merchandising.
- UNIT-II:** Merchandise Planning: Concept and Applications, Elements of Merchandise Planning, Role of Merchandiser in Planning, Category Management and Merchandise Budgeting: Merchandise Forecasting and Budgeting Merchandise Sourcing: Stock Management and Distribution, International Sourcing.
- UNIT- III:** Merchandise Replenishment: Retail Replenishment, Importance, Direct Store Delivery (DSD), Managing Retail Home Delivery, Measures for Retail Distribution and Replenishment, Role of IT in Retail Distribution and Replenishment.
- UNIT-IV:** Introduction to retail supply chain, Retail supply chain vs. manufacturing supply chain, logistics, Strategic, tactical and operational view Supply chain strategies.
- UNIT-V:** Category Specific Supply Chain Issues: Supply Chain in Food and Grocery, Apparel and Footwear, Consumer Electronics, Home Furnishing, Non-Store Retailing, IT Supply Chain Management.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers)	4 out of 8	4 x 8 = 32 Marks.
Sec. B: (Essay type & case)	3 out of 5	3 x 16 = 48 Mark

SUGGESTED READINGS:

- Retailing Management 2E; SwapnaPradhan; Tata McGraw-Hill Education
- Retail Management (4th Edition); Gibson G. Vedamaniam; Jaico Publishing House
- Retail Merchandising; SwapnaPradhan; Tata McGraw-Hill Education; 2010
- Visual Merchandising; Swati Bhalla, Anuraag S.; Tata McGraw-Hill Education, 2010
- Supply Chain Management for Retailing; Rajesh Ray ; Tata McGraw-Hill Education, 2010
- Retail Management: A Strategic Approach, 10/E; Berman; Pearson Education India
- Retail Marketing Management; Gilbert ; Pearson Education India,



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Human Resource Management

Human Resource Planning and Development

COURSE NO. FSO-3

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

OBJECTIVES

The objective of this paper is to develop a conceptual as well as a practical understanding of Human Resource Planning, Deployment and Development in organizations.

COURSE CONTENTS

- UNIT-I** Macro Level Manpower Planning and Labour Market Analysis; Organisational Human Resource Planning; Stock Taking.
- UNIT-II** Work Force Flow Mapping; Age and Grade Distribution Mapping; Models and Techniques of Manpower Demand and Supply Forecasting.
- UNIT-III** Behavioural Factors in Human Resource Planning – Wastage Analysis; Retention; Redeployment and Exit Strategies; Career Management and Career Planning.
- UNIT-IV** Performance Planning; Potentials Appraisal and Career Development; HRD Climate; Culture; QWL and Management of Change.
- UNIT-V** TQM and HRD Strategies; HRD in Strategic Organisations; Human Resource information System; Human Resource Valuation and Accounting.

SCHEME OF EXAMINATION:

Total Marks: (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec A: (Short Answers) 4 out of 8 4x8 =32 Marks

Sec B: (Essay type & Case) 3 out of 5 3x16=48 Marks

SUGGESTED READINGS

1. Arthur, M., 'Career Theory Handbook'. Englewood Cliff, Prentice Hall inc., 1991
2. Belkaoui, A R and Belkaoui, J M., 'Human Resource Valuation: A Guide to Strategies and Techniques Greenwood', Quorum Books, 1995
3. Dale, B. 'Total Quality and Human Resources: An Executive Guide'. Oxford, Blackwell, 1992
4. Greenhaus, J H 'Career Management, New York, Dryden, 1987
5. Kavanagh, M J etc 'Human Resource Information System: Development and Applications'. Boston, PWS-Kent, 1993.
6. Mabey, C and Salama, G. 'Strategic Human Resource Management', Oxford, Blackwell, 1995
7. Thomson, R and Mabey, C. 'Developing Human Resources'. Oxford, Butterworth-Heinemann, 1994

The list of cases and specific references including recent articles and reports will be announced in the class at the time of launching of the course.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Human Resource Management

Compensation Management

COURSE NO. FSO-4

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

- UNIT-I :** Compensation- Definition, Compensation responsibilities, compensation system design issues, compensation philosophies, compensation Approaches.
- UNIT-II :** Compensation Classification- Types, Incentives fringe benefits, Strategic compensation planning, determining compensation-The wage mix- Development of base pay system-The wage curve- pay grades, salary matrix.
- UNIT-III:** Theories of wages- wage structure wage fixation wage payment-salary administration- Executive compensation- Incentive plan-team compensation, Gain Sharing incentive plan- profit sharing plan ESOP'S.
- UNIT-IV :** Sales compensation plan-Performance based pay systems legal and taxation issues on compensation.
- UNIT-V :** Wage Board- Pay commission, Employee Benefits, Benchmarking Benefit scheme, Security benefits, Designing benefit packages, International compensation management.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

- Sec. A: (Short Answers) 4 out of 8 4 x 8 = 32 Marks.
- Sec. B: (Essay type & case) 3 out of 5 3 x 16 = 48 Mark

SUGGESTED READING:

- DewakarGoel- " Performance Appraisal & Compensation Management" PHI Learning New Delhi.
- Dipak Kumar Bhattacharyya " Compensation Management" Oxford HE
- BD Singh "Compensation And Reward Management" Excel Books
- Sonishyam Singh "Compensation Management" Excel Books
- Richard I. Henderson "Compensation Management In A Knowledge Based World" PHI New Delhi
- George T. Markovitch, Jerry M. Newman, C.S. Venkatraman " Compensation", Tata McGraw Hill



BARKATULLAH UNIVERSITY BHOPAL
Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Financial Management
Management of Financial Services

COURSE NO. FSF-3

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

Objective

The main objective of this course is to help students to learn the various financial services and their role in the overall financial system.

Course Contents

- UNIT-I** Financial System and Markets: Concept, Nature and Scope of Financial Services; Regulatory Framework for Financial Services.
- UNIT-II** Management of Risk in Financial Services; Stock Exchange Operations; Mutual Funds; Merchant Banking Services.
- UNIT-III** Managing of issue shares and bonds-Mobilising of Fixed Deposits-Inter-Corporate Loans.
- UNIT-IV** Other Financial services- Leasing and Hire Purchase; Debt Securitization; Housing Finance, Credit Rating; Credit Cards.
- UNIT-V** Banking and Insurance; Venture Capital, Factoring for Failing and Bill Discounting, Insurance.

Scheme of Examination:

Total Marks: (Internal 20, External 80) = 100 marks

Pattern For External Evaluation:

Sec A: (Short Answers) 4 out of 8 4x8 =32 Marks

Sec B: (Essay type & Case) 3 out of 5 3x16=48 Marks

Suggested Readings

1. Bhalla, V.K. Management of Financial Services, Anmol, New Delhi, 2001
2. Bhalla, V K And Dilbag, Singh International Financial Centres, New Delhi, Anmol, 1997
3. Ennew, C, Trevor Watkins & Mike Wright: Marketing of Financial Services, Heinemann Professional Publ., 1990
4. Gordan, E and K. Natarajan Emerging Scenario of Financial Services, Himalaya Publishing House, 1997
5. Meidan, Arthur Brennet, M. Option Pricing: Theory & Applications, Toronto, Lexington Books, 1983
6. Kim, Suk and Kim, Seung, Global Corporate Finance: Text and Cases, 2nd ed., Miami Florida, Kolb, 1993
7. Gordan E and Natarajan K, Emerging Scenario of Financial Services, Himalaya Publishing House.

The list of cases and specific references including recent articles and reports will be announced in the class at the time of launching of the course.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Financial Management

Strategic Corporate Finance

COURSE NO. FSF-4

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

- UNIT-I:** Corporate strategies and its impact on corporate finance, The basic functions of corporate finance; role of finance in the process of corporate strategy building.
- UNIT-II:** Nature of interaction between financial strategy and the overall strategies of the firm; Economic value addition, factors affecting company's financial strategy, shareholders' wealth maximization.
- UNIT-III:** Corporate Tax Planning- Concept, Types of Corporate Tax (only basics). Indirect Tax Structure- Concept, GST- meaning and concept
- UNIT-IV:** Right Issue, Bonus issue, Term Instruments: Commercial Papers, Public Deposits, Inter-corporate Investments and Innovative Financial Products.
- UNIT-V:** Joint ventures - Planning strategic alliances, benefits and disadvantages of joint venturing, equity variations, Steps to forming a joint venture, Characteristics of a strategic alliance.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers)	4 out of 8	4 x 8	= 32 Marks.
Sec. B: (Essay type & case)	3 out of 5	3 x 16	= 48 Mark

Suggested readings:

1. Verma, K.K. 2008. Corporate Accounting. Excel Books, New Delhi.
2. Mukherjee & Hanif. 2007. Corporate Accounting. Tata McGraw-Hill Publishing Company Ltd. 3 Ed.
3. Tulsian. 2007. Corporate Accounting, Tata McGraw-Hill Publishing Company Ltd.
4. Damodaran. 2008. Applied Corporate Finance. Wiley India Pvt Ltd. 2 Ed.
5. Damodaran. 2008. Corporate Finance Theory And Practice. Wiley India Pvt Ltd. 2 Ed.
6. Damodaran. 2009. Damodaran On Valuation. Wiley India Pvt Ltd. 2 Ed.



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Banking and Financial Services Management

Financial Institutions and Markets

COURSE NO. FSB-3

Max. Marks (Ext. Exam):80

Min. Pass Marks :32

- UNIT-I :** Overview of Indian Financial System & Financial market, Financial Sector reforms, Reserve bank of India, SEBI, Insurance Companies, NBFC's, Indian Mutual Funds.
- UNIT-II :** Money Markets, Bond Markets, Foreign exchange market, Pension funds & Mutual Funds, Securities Market, mortgage and derivative market.
- UNIT-III :** Interest rates & its determinants, term structure, interest rates and security valuation, theories of the level and structure of interest rates, Interest rates in India.
- UNIT-IV :** Risk management in Financial Institutions, Types of risk in FI, Managing risk with Balance sheet, derivative securities, loan sales and securitization.
- UNIT-V :** International Financing, Global capital markets, the Eurocurrency market, analysis of international financing instruments like syndicated Euro credit, Issuance of euro bonds, Euronotes, Euroequities.

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 4 x 8 = 32 Marks.

Sec. B: (Essay type & case) 3 out of 5 3 x 16 = 48 Mark.

SUGGESTED READINGS:

- Bhole. 2008. *Financial Institutions And Markets*. Tata McGraw-Hill Publishing Company Ltd. 4 Ed.
- Saunders. 2008. *Financial Markets And Institutions*. Tata McGraw-Hill Publishing Company Ltd. 3 Ed.
- Fabozzi. 2007. *Capital Market: Institutions & Instruments*. PHI Learning Private Limited 3 Ed.
- Gomez. 2008. *Financial Market, Institutions And Services*. PHI Learning Private Limited
- Sharma, M. 2008. *Management Of Financial Institutions*. PHI Learning Private Limited



BARKATULLAH UNIVERSITY BHOPAL

Syllabus for MBA (Full Time) Semester-III & IV (Specialisation)

Banking and Financial Services Management

Financial Risk Management

COURSE NO. FSB-4

Max. Marks (Ext. Exam):80

Min. Pass Marks:32

Objective

The objective of this course is to expose the students with basic idea/understanding of the subject area

UNIT-I : Introduction-Meaning, How risk is Managed, Limitations of Risk Management, Total Risk-Sources, Types, Cost of Risks, Corporate Risk management-Approaches, Process, Techniques.

UNIT-II: Introduction to Derivatives-History, Major Exchanges, features, Participants, Types of Futures-Mechanism of Future Markets.

UNIT-III: Mechanics of option market, trading strategies, Black-Scholes Model, options on stock indices, currencies.

UNIT-IV: Financial Swaps-Concept, Interest Rate Swaps, Options and Swaps, Commodity and Currency Swaps, Pricing of Swaps (Basic Concept).

UNIT-V: Foreign exchange, Market Derivatives- Basic Concept

SCHEME OF EXAMINATION:

Total Marks : (Internal 20, External 80) = 100 marks

PATTERN FOR EXTERNAL EVALUATION:

Sec. A: (Short Answers) 4 out of 8 4 x 8 = 32 Marks.

Sec. B: (Essay type & case) 3 out of 5 3 x 16 = 48 Mark

SUGGESTED READINGS

- Dom M. Chance, Robert Brooks, 'Derivatives And Risk Management Basics', Engage Learning.
- John C. Hull Sankarshanbasu 'Options, Future And Other Derivatives', Pearson Education
- Parsuraman, 'Fundamentals Of Financial Derivatives', Wiley India Pvt. Ltd.
- Mishra B., 'Financial Derivatives', Excel Books, New Delhi
- Robert W Kolb, 'Future, Option And Swap', Sterling Book House, Blackwell Publishing
- Derivative Market (Dealers) Module, National Stock Exchange (NSE)
- Kumar 2008, 'Financial Derivatives' PHI Learning Pvt. Ltd.
- Gupta, 2009 'Financial Derivatives- Theory concepts & Problems' PHI Learning Pvt. Ltd

