

**SIES COLLEGE OF ARTS ,SCIENCE & COMMERCE**  
(EMPOWERED AUTONOMOUS)

**Sion (West), Mumbai – 400022.**

Bachelor of Management Studies in Capital  
Market (BMS (CM))

**Programme: BMS (CM) Course:**

Course: Management Studies

Syllabus for Second Year (CM) Programme

***(Implemented from AY 2024 – 2025)***

**(Under NEP)**

**Credit Based Semester System (CBCS) and Outcome Based  
Education (OBE) w.e.f academic year 2024-2025**

SIES College ASCS / BMS in Capital Market /SYBMS (CM) 2024 – 2025 Onwards

SIES BMS (CM) / SEMESTER – III &amp; IV

## Bachelor of Management Studies in Capital Market SYBMS (CM) Programme

Under Choice Based Credit, Grading and Semester System Course Structure

(As per New Education Policy)

SYBMS (CM)

( Implemented from Academic Year 2024 – 2025)

Course Code	Semester III	Credits	Course code	Semester IV	Credits
	<b>Subject 1</b>			<b>Subject 1</b>	
SIUCMMJ211	Accounting for Managerial Decisions	4	SIUCMMJ221	Business Statistics	4
	<b>Subject 1</b>			<b>Subject 1</b>	
SIUCMMJ212	Foreign exchange	4	SIUCMMJ222	Markets and Regulators	4
	<b>Subject 2</b>			<b>Subject 2</b>	
SIUCMMN211	Investment Banking	4	SIUCMMN221	Principles Of Management	4
	<b>Open Elective (OE)</b>		<b>Open Elective (OE)</b>		
SIUCMOE211	Organization of Behaviour- I	2	SIUCMOE212	Organization of Behaviour- I	2
	<b>Vocational and Skill Enhancement Course</b>			<b>Vocational and skill Enhancement Course</b>	
SIUCMVS211	Technical Analysis- I	2	SIUCMVS221	Technical Analysis -II	2
	<b>Ability Enhancement Courses (AEC)</b>			<b>Ability Enhancement Courses (AEC)</b>	
	Hindi/Marathi	2		Hindi/Marathi	2
	<b>FP</b>			<b>FP</b>	
	<b>Field Project</b>	2		<b>Field Project</b>	2
	<b>CC</b>			<b>CC</b>	
	<b>Co-curricular</b>	2		<b>Co-curricular</b>	2

## SYBMS in Capital Market (SYBMS (CM)) Syllabus SEMESTER III

Course Code	Paper No.	Unit	Paper Title / Topics	Credits	L/ Week
1	1		<b>Subject 1 (Major)</b>		
SIUCMMJ211			<b>Accounting for Managerial Decisions</b>		
		1.1	Analysis and Interpretation of Financial statements	4	1
		1.2	Ratio analysis and Interpretation		1
		1.3	Cash flow statement		1
		1.4	Working capital		1
			<b>Subject 1( Minor )</b>		
SIUCMMN211			<b>Investment Banking</b>		
		2.1	Fundamentals of Investment Banking	4	1
		2.2	Financial Statement Analysis		1
		2.3	Valuation in Investment Banking		1
		2.4	Financial Modelling & Comprehensive Valuation Analysis		1
			<b>Subject 2 (Major)</b>		
SIUCMMJ212			<b>Foreign Exchange</b>		
		3.1	Nature and scope of forex management	4	1
		3.2	International financial markets and instruments		1
		3.3	Foreign Exchange Market		1
		3.4	Foreign exchange rates and its determinations		1
		3.5	Foreign Exchange Risk Hedging techniques		1
			<b>Open Electives</b>		
SIUCMOE211			<b>Organisation Behaviour-I</b>	2	
		4.1	Introduction to Organizational Behaviour		1
		4.2	Individual Behaviour in Organizations		1
			<b>Vocational Skill course (VSC)</b>		
SIUCMVS211			<b>Technical Analysis- I</b>	2	
		5.1	Introduction to Technical Analysis		1
			Major Indicators and Oscillators		1

<b>(MAJOR) Subject 1: Accounting for Managerial Decisions SIUCMMJ211 (4 CREDITS)</b>		<b>60 L</b>
<b>LEARNING OBJECTIVES</b>		
LO1-Improve financial analysis.		
LO2-Support decision-making.		
<b>COURSE OUTCOME</b>		
CO1- Analyze financial statements.		
CO2-Apply ratio analysis.		
CO3-Prepare cash flow statements.		
CO4- Evaluate working capital.		
<b>Unit–1,Analysis and Interpretation of Financial statements,1L/Week</b>		<b>15 L</b>
<b>1</b>	<p><b>Analysis and Interpretation of Financial statements:</b></p> <p>Study of balance sheet of limited companies. Study of Manufacturing, Trading, Profit and Loss A/c of Limited Companies</p> <p>Vertical FormofBalance SheetandProfit&amp;LossA/c-Trend.</p> <p>Analysis ,Comparative Statement&amp; Common Size..</p>	
<b>Unit–2,Ratio analysis and Interpretation,1L/Week</b>		<b>15 L</b>
<b>2</b>	<p><b>Ratio analysisandInterpretation:</b></p> <p>(based on vertical form of financial statements) including conventional and functionalclassificationrestricted to:</p> <p><b>Balancesheetratios:</b>Currentratio,LiquidRatio,StockWorkingcapitalratio,Proprietaryratio, Debt Equity Ratio, Capital Gearing Ratio.</p> <p><b>Revenue statement ratios:</b> Gross profit ratio, Expense's ratio, Operating ratio, Net profitratio,NetOperatingProfitRatio,StockturnoverRatio,DebtorsTurnover,Creditors Turnover Ratio.</p> <p><b>Combined ratios:</b> Return on capital Employed (including Long term borrowings), Returnon Proprietors fund (Shareholder fund and Preference Capital), Return on Equity Capital, Dividend Payout Ratio, Debt Service Ratio, Earnings Per share&amp; PriceEarnings</p>	

	Ratio.	
	<b>Different modes of expressing ratios:-</b> Rate, Ratio, Percentage, Number. Limitations of the use of Ratios.	
<b>Unit– 3, Cash flow statement, 1L/Week</b>		<b>15 L</b>
<b>3</b>	<b>Cash flow statement:</b> Preparation of cash flow statement(AccountingStandard-3(revised))	
<b>Unit–4,Working capital and Receivables Management, 1L/Week</b>		<b>15 L</b>
<b>4</b>	<p><b>Working capital:</b> Concept, Estimation of requirements in case of Trading &amp; ManufacturingOrganizations.</p> <p><b>ReceivablesManagement:</b>Meaning&amp;Importance,CreditPolicyVariables,methodsofCreditEvaluation (Traditional and Numerical- Credit Scoring); Monitoring the Debtors Techniques[DSO,Ageing Schedule].</p>	

*References:*

1. SrivastavaRM,*Essentials ofBusinessFinance*, HimalayaPublications.
2. AnthonyRNandReece JS.*AccountingPrinciples*,HoomwoodIllinos, RichardD.Irvin.
3. Bhattacharya SK and Dearden J. – *Accounting for Management. Text and Cases*, NewDelhi.
4. HingoraniNandRamanathanAR–*ManagementAccounting*,New Delhi.
5. RaviM.Kishore, *Advancedmanagement Accounting*,Taxmann ,New Delhi.
6. MaheshwariSN– *Managementand CostAccounting*, SultanChand,New Delhi.
7. Gupta,SP –*ManagementAccounting*,SahityaBhawan,Agra.

<b>(MINOR) Subject 1:Investment Banking (4 CREDITS)</b>		<b>60 L</b>
<b>Paper Code: SIUCMMN211</b>		
<b>LEARNING OBJECTIVES</b>		

LO1-Learn valuation skills.		
LO2-Understand IB operations		
<b>COURSE OUTCOMES</b>		
CO1- Understand IB functions.		
CO2- Analyze financial statements.		
CO3-Apply valuation techniques.		
CO4-Evaluate mergers and restructuring.		
<b>Unit– 1:Fundamentals of Investment Banking,1L/Week</b>		<b>15 L</b>
<b>1</b>	<b>Fundamentals of Investment Banking:</b> Meaning & Conceptual framework, Types of Investment Banking, Role and functions of Investment Bank, Skills required for Investment Banking.	
<b>Unit–2:Financial Statement Analysis,1L/Week</b>		<b>15 L</b>
<b>2</b>	<b>Financial Statement Analysis:</b> <b>Comparative, Common size and Trend Analysis, Ratio Analysis, Projection of Financial Statements.</b> <b>Capital structure &amp; Divisional Performance Measurement</b> Introduction to capital structure theories, EBIT-EPS analysis for capital structure decision, & Tools –ROI, Residual Income, Economic value added –EVA, MVA, and Introduction to Learning curve.	
<b>Unit–3,Valuationin InvestmentBanking,1L/Week</b>		<b>15 L</b>
<b>3</b>	<b>Valuation in Investment Banking:</b> Discounted Cash flow Analysis applied to valuation, Cost of capital , Valuation of Shares.	
<b>Unit–4:Financial Modelling &amp;ComprehensiveValuationAnalysis,1L/Week</b>		<b>15 L</b>
<b>4</b>	<b>Financial Modelling &amp; Comprehensive Valuation Analysis:</b> Corporate Restructuring, Mergers & Acquisition, Credit Analysis, corporate Governance.	

*References:*

1. MiddleMarketM&A:HandbookforInvestmentBankingandBusinessConsultingbyKenne  
thH. Marks.
2. Investment Banking Explained: An Insider's Guide to the Industry by Michel Fleuriet.
3. InvestmentBanking:Institutions,Politics,andLawbyAlanD.Morrison(Author),WilliamJ  
. Wilhelm Jr. (Author).
4. TheBusinessof InvestmentBanking:AComprehensivebyK.ThomasLiaw(Author)
5. BankinginthenewMillenniumbyICFAIUniversitybankingserieseditedbyNRajashekar,  
Year 2001.
6. BankingStrategybyICFAIUniversitybankingserieseditedbyKaturiNageshwaraRao,Ye  
ar 2002.
7. CentralBankingbyCharlesGoodhart.
8. International Corporate and Investment Banking: Practice and Law by Largan  
Mark,UK/Instituteof Financial Services/2003.
9. EuropeanBankingandFinancialServicesLawbyGerster/Schwander,Netherland/Kluwer  
LawInt/2004.
10. BankingSupervisionandSystemicBankRestructuring:AnInternationalandComparative  
Legal Perspective - By Mwenda Kenneeth Kaoma, London/CavendisPub/2000.
11. RiskManagementinBanking-2nd,ByBessisJoel,Chichester/JohnWiley/2004.
12. Commercial Banking: The Management of Risk-2nd By Frster Donald R/Gup  
BentonE/KolariJames W, Australia/South-Western/2001.



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<b>Vocational skills course--:Technical Analysis- I (2 CREDITS)</b>		<b>30 L</b>
<b>Paper Code: SIUCMVS211</b> <b>LEARNING OBJECTIVES:</b> LO1-Develop trading skills. LO2-Interpret price movements. <b>COURSE OUTCOME</b> <ul style="list-style-type: none"> <li>• Understand technical analysis basics.</li> <li>• Analyze charts and patterns.</li> <li>• Apply indicators.</li> <li>• Evaluate market trends.</li> </ul>		
<b>Unit–1:Introduction to Technical Analysis,1L/Week</b>		<b>15L</b>
<b>1</b>	<b>IntroductiontoTechnicalAnalysis:</b> Technical analysis, Basic assumptions ,Strengths and Weakness Evaluation of Technical Analysis	
<b>Unit–2:Mutual Fund Products,1L/Week</b>		<b>15L</b>
<b>2</b>	<b>Major Indicators and Oscillators:</b> Pattern Study-Support and resistance, Head and shoulders, Double top and double bottom. Stochastic ,RSI, Williams% R,MFI, Bollinger bands. Moving Averages, MACD, Other Investments.	

<b>Subject 2: Foreign Exchange. ( 4 CREDITS)</b>		<b>60L</b>
<b>Paper Code: SIUCMMJ212</b> <b>LEARNING OBJECTIVES</b> LO1-Learn forex operations. LO2-Manage currency risk.  <b>COURSE OUTCOMES</b> CO1-Understand forex market structure.  CO2-Analyze exchange rates.  CO3- Evaluate international instruments.  CO4-Apply hedging techniques.		
<b>Unit–1:Nature and scope of forex management,1L/Week</b>		<b>15L</b>
<b>1</b>	<b>Nature and scope of forex management:</b> Objectives, significance and scope of forex management, relationship between forex management and financial management, forex management and global environment.	
<b>Unit–2:International financial markets and instruments, 1L/Week</b>		<b>15L</b>
<b>2</b>	<b>International financial markets and instruments:</b> An overview of international capital and money markets, arbitrage opportunities, integration of markets, international capital and money market instruments – GDRs, DRs, Euro Bonds, dual currency bonds, euro equity,euro deposits.	
<b>Unit–3:Foreign ExchangeMarket,1L/Week</b>		<b>15L</b>
<b>3</b>	<b>Foreign Exchange Market:</b> Details about major traded currencies, Evolution of foreign exchange market and foreign exchange System Functions, characteristics, organization ,and participants, arbitrage in foreign exchange market, mechanics of making foreign payments, cost associated with international payments.	
<b>Unit–4:Foreign exchange rates andits determinations,1L/Week</b>		<b>5L</b>
<b>4</b>	<b>Foreign exchange rates and its determinations :</b> exchange rate, spot, forward and cross Exchange rates, Forex trading and financing of international trade.	
<b>Unit–5:Foreign Exchange Risk Hedging techniques,1L/Week</b>		<b>10L</b>

<b>5</b>	<b>Foreign Exchange Risk Hedging techniques:</b> Swaps, Options, offshore banking ,payment terms, i.e., Commercial Invoice, Letter of credit, Bill of exchange, documents and financing techniques.	
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*References:*

1. Jeevanandan, C, Foreign Exchange and risk Management, Sultan Chand and sons, New Delhi.
2. Chatterjee, Principles of Foreign Exchange, Himalaya, Bombay.
3. Ian Giddy, Global Financial Markets, AIYBS, New Delhi.



<b>Open elective : Organizational Behaviour I</b>	<b>30L</b>
<p style="text-align: center;"><b>Paper code :SIUCMOE211</b></p> <p><b>LEARNING OBJECTIVES</b> LO1-Build behavioral skills.</p> <p>LO2- Enhance workplace effectiveness.</p> <p><b>COURSE OUTCOMES</b> CO1-Understand OB concepts.</p> <p>CO2-Analyze individual behavior.</p> <p>CO3-Apply motivation theories.</p> <p>CO4-Improve workplace behavior.</p>	
<b>Unit 1- Introduction to Organizational Behaviour</b>	<b>15L</b>
<ul style="list-style-type: none"> <li>• Understanding Organizational Behaviour: Definition, Scope, and Importance</li> <li>• Historical Development of Organizational Behaviour</li> <li>• Key Concepts and Models in Organizational Behaviour (e.g., Individual Behaviour, Group Behaviour, Organizational Culture)</li> <li>• Applications of Organizational Behaviour in Management Practice</li> <li>• Case Studies and Examples of Organizational Behaviour in Real-world Contexts</li> </ul>	
<b>Unit 2- Individual Behaviour in Organizations</b>	<b>15L</b>
<ul style="list-style-type: none"> <li>• Personality and Individual Differences</li> <li>• Perception and Attribution</li> <li>• Attitudes and Job Satisfaction</li> <li>• Motivation Theories and Applications (e.g., Maslow's Hierarchy of Needs, Herzberg's Two-Factor Theory, Expectancy Theory)</li> <li>• Employee Engagement and Work Design</li> <li>• Practical Strategies for Managing Individual Behavior in Organizations</li> </ul>	

## SYBMS in Capital Market (SYBMS (CM)) Syllabus SEMESTER IV

Course Code	Paper No.	Unit	Paper Title / Topics	Credits	L/ Week
	1		<b>Subject 1</b>		
<b>SIUCMMJ221</b>			<b>Business statistics</b>		
		1.1	Introduction to Statistics	4	1
		1.2	Measures of Dispersion, Co-Relation and Linear Regression		1
		1.3	Time Series and Index Number		1
		1.4	Probability and Decision Theory		1
			<b>Subject 2</b>		
<b>SIUCMMJ222</b>			<b>Market and regulators</b>		
		2.1	Introduction	4	1
		2.2	RBI and SEBI		1
		2.3	IRDA & Foreign Exchange Management and Regulations		1
		2.4	Contemporary Issues in Market Regulations		1
			<b>Subject 1</b>		
<b>SIUCMMN221</b>			<b>Principle of Management</b>		
		3.1	Nature of Management	4	1
		3.2	Planning and Decision Making		1
		3.3	Organizing		1
		3.4	Directing, Leadership, Co-ordination and Controlling		1
			<b>Open Electives</b>		
<b>SIUCMOE211</b>			<b>Organisation Behaviour-II</b>	2	
		4.1	Group Dynamics and Teamwork		1
		4.2	Organizational Culture and Change Management		1
			<b>Vocational Skill course (VSC)</b>		
<b>SIUCMVS221</b>			<b>Technical Analysis- II</b>	2	
		5.1	Major Theories in TA		1
		5.2	Risk Management, Trading Psychology and Trading Strategies		1

## SYBMS (CM) Semester – IV

### Subject 1

**Paper Code: SIUCMMJ221**

Credits:4.0 Credits(60Lectures)

(MAJOR) Subject 1:Business Statistics (4 CREDITS)		60 L
<p><b>Paper Code: SIUCMMJ221</b></p> <p><b>LEARNING OBJECTIVES</b>            LO1-Develop quantitative skills.            LO2-Support decision-making.</p> <p><b>COURSE OUTCOMES</b>            CO1- Apply statistical tools.            CO2- Analyze correlation and regression.            CO3-Interpret time series.            CO4-Apply probability concepts.</p>		
Unit–1:Introduction to Statistics,1L/Week		15 L
1	<p><b>Introduction to Statistics</b></p> <ul style="list-style-type: none"> <li>• <b>Introduction:</b> Functions/Scope, Importance, Limitations</li> <li>• <b>Data:</b> Relevance of Data (Current Scenario), Type of data (Primary &amp; Secondary),Primary(CensusvsSamples,MethodofCollection(InBrief),Secondary(Merits,Limitations,Sources) (In Brief)</li> <li>• <b>PresentationOfData:</b>Classification–FrequencyDistribution–Discrete&amp;Continuous,Tabulation,Graph (Frequency ,BarDiagram, Pie Chart, Histogram , Ogives)</li> <li>• <b>Measures Of Central Tendency:</b> Mean (A.M, Weighted, Combined),Median(Calculation and graphical using Ogives), Mode (Calculation and Graphical using Histogram),Comparative analysis of all measures of Central Tendency.</li> </ul>	15 L
Unit–2,Measures of Dispersion ,Co-Relation and Linear Regression,1L/Week		15 L

<b>2</b>	<p><b>Measures of Dispersion:</b> Range with C.R(Co-Efficient Of Range), Quartiles &amp; Quartile deviation with CQ(Co-Efficient Of Quartile), Mean Deviation from mean with CMD(Co-Efficient Of Mean Deviation), Standard deviation with CV(Co-Efficient Of Variance), Skewness &amp; Kurtosis (Only concept)</p> <p><b>Co-Relation:</b> Karl Pearson, Rank Co-Relation</p> <p><b>Linear Regression:</b> Least Square Method</p>	<b>15 L</b>
<b>Unit-3, Time Series and Index Number, 1L/Week</b>		<b>15 L</b>

<b>3</b>	<p><b>Time Series:</b> Least Square Method, Moving Average Method, Determination of Season</p> <p><b>Index Number:</b> Simple (unweighted) Aggregate Method, Weighted Aggregate Method, Simple Average of Price Relatives, Weighted Average of Price Relatives, Chain Base Index Numbers, Base Shifting, Splicing and Deflating, Cost of Living Index Number</p>	<b>15 L</b>
<b>Unit-4, Probability and Decision Theory, 1L/Week</b>		<b>15 L</b>
<b>4</b>	<p><b>Probability and Decision Theory:</b></p> <ol style="list-style-type: none"> <li>1. <b>Probability:</b> Concept of Sample space, Concept of Event, Definition of Probability, Addition &amp; Multiplication laws of Probability, Conditional Probability, Bayes' Theorem (Concept only), Expectation &amp; Variance, Concept of Probability Distribution (Only Concept)</li> <li>2. <b>Decision Theory:</b> Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty,</li> <li>3. <b>Non-Probability:</b> Maximax, Maximin, Minimax, Regret, Laplace &amp; Hurwicz)</li> <li>4. <b>Probabilistic (Decision Making under risk):</b> EMV, EOL, EVPI</li> <li>5. Decision Tree</li> </ol>	<b>15 L</b>

*References:*

1. Statistics of Management, Richard Levin & David S. Rubin, Printice Hall of India, New Delhi.
2. Statistics for Business & Economics, David R. Anderson, Dennis J. Sweney, Thompson Publications.
3. Fundamentals of Statistics, S. C. Gupta, Himalya Publication House.
4. Business Statistics, Bharadwaj, Excel Books, Delhi
5. Business Mathematics, S. K. Singh & J. K. Singh, Brijwasi Book Distributor & Publisher

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**SYBMS (CM) Semester – IV****Subject 1 Paper****Paper Code: SIUCMMJ222**

Credits:4.0Credits(60Lectures)

<b>(MINOR) Subject 1: Markets and Regulators (4 CREDITS)</b>		<b>60 L</b>
<b>Paper Code: SIUCMMJ222</b> <b>LEARNING OBJECTIVES:</b> LO1- Understand compliance. LO2- Learn financial regulations. <b>COURSE OUTCOME</b> CO1-Understand financial system structure. CO2- Analyze regulatory frameworks. CO3- Evaluate roles of RBI & SEBI. CO4-Assess regulatory challenges.		
<b>Unit–1:Introduction,1L/Week</b>		<b>15 L</b>
<b>1</b>	Indian financial system (IFS) Historical evolution of IFS. Different components of the financial system and their functions Financial markets - primary and secondary markets; OTC and exchange markets; and equity and debt markets  Introduction to Financial Regulations Need and significance of Indian financial system regulations, structure of financial regulations in India, global financial crisis – response of the Indian regulations.	<b>15 L</b>
<b>Unit– 2:RBI &amp; SEBI,1L/Week.</b>		<b>15 L</b>
<b>2</b>	<b>Reserve Bank of India (RBI):</b> Functions of RBI, credit control measures, qualitative credit control and quantitative credit control, regulatory measures taken by RBI to facilitate financial inclusion.  <b>Securities and Exchange Board of India (SEBI):</b> Introduction to SEBI Act (1992) – powers and functions of SEBI, issue of Capital and Disclosure Regulations (2009). • SEBI(Prohibition of Insider Trading)Regulations–2015. •SEBI(Prohibition of Fraudulent and Unfair Trade Practices Related to Securities Market) Regulations– 2003.	

<b>Unit-3:IRDA &amp;Foreign Exchange Management and Regulations, 1L/Week.</b>		<b>15 L</b>
<b>3</b>	<b>Insurance Regulatory and Development Authority (IRDA)</b> IRDA Act, Salient features of the IRDA Act, 1999, IRDA (protection of policy holder interests) Regulations 2002, its duties, power and functions of authority.	
	<b>Foreign Exchange Management and Regulations</b> Objective sand definitions under FEMA, 1999, current account transactions and capital account transactions, establishment of branch, office etc. in India, realization and repatriation of foreign exchange, authorized person, penalties and enforcement, foreign contribution (Regulation)Act,2010.	
<b>Unit-4:Contemporary Issues in Market Regulations,1L/Week</b>		<b>15 L</b>
<b>4</b>	Prevention of Money Laundering Genesis, prevention of Money Laundering Act, 2002,concept and definitions ,various transactions ,etc. ,obligations of banks and financial institution, KYC  Regulatory framework for International Funds Regulations framework for rising fund through: Global Depository Receipts (GDRs) and American Depository Receipts (ADRs),External Commercial Borrowings	


*References:*

1. Madura, Financial Institutions & Markets.
2. Seth, P.R. Kulkarni, Justice A.B., Banking Regulation Act (Commentary).
3. Guide to FEMA with Ready Reckoner and RBI Circulars.
4. Ramamurthy, RBI Act.
5. Ritika Garg and Bharat Agarwal, Guide to Prevention of Money Laundering Act with Rules and Notifications.
6. SEBI Manual, Taxmann.
7. Manual Khilnani, FEMA
8. Taxmann, NBFC .
9. Dr Anil Kumar, Corporate Laws.



**SYBMS (CM) Semester – IV****Course Subject 2****Paper Code: SIUCMMN221**

Credits:4.0Credits(60Lectures)

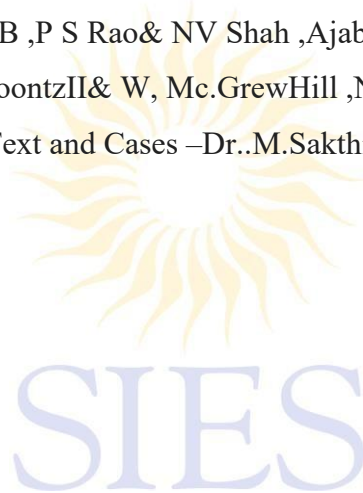
<b>Subject 2 :Principles of Management ( 4 CREDITS)</b>		<b>60 L</b>
<p><b>LEARNING OBJECTIVES</b>            LO1- Build managerial skills.            LO2-Improve leadership ability.</p> <p><b>COURSE OUTCOME</b>            CO1- Understand management functions.            CO2-Apply planning and organizing.            CO3-Analyze leadership.            CO4- Evaluate control systems.</p> 		
<b>Unit–1,Nature of Management1L/Week</b>		<b>15L</b>
<b>1</b>	<b>Management:</b> Concept,Significance,Role&Skills,LevelsofManagement,Conceptsof PODSCORB.	
<b>2</b>	EvolutionofManagementthoughts,Contributionoff.WTaylor,HenryFayolandContingencyApproach.	
<b>Unit– 2,Planning and Decision Making, 1L/Week</b>		<b>15L</b>
<b>1</b>	<b>Planning:</b> Meaning,Importance,Elements,Process,LimitationsandMBO	
<b>2</b>	<b>Decision Making:</b> Meaning,Importance,Process, TechniquesofDecisionMaking	
<b>3:Unit, Organizing, Departmentation, Span of Control and Delegation,1L/Week</b>		<b>15L</b>

<b>1</b>	<p><b>Organizing, Departmentation, Span of Control and Delegation:</b></p> <ul style="list-style-type: none"> <li>• <b>Organizing:</b> Concepts, Structure (Formal &amp; Informal, Line &amp; Staff and Matrix), Meaning, Advantages and Limitations</li> <li>• <b>Departmentation:</b> Meaning, Basis and Significance.</li> <li>• <b>Span of Control:</b> Meaning, Graicunas Theory, Factors affecting span of Control Centralization vs Decentralization</li> <li>• <b>Delegation:</b> Authority &amp; Responsibility relationship</li> </ul>	
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<b>Unit-4, Directing, Leadership, Co-ordination and Controlling, 1L/Week</b>	<b>15L</b>
<p>Directing, Leadership, Co-ordination and Controlling:</p> <ul style="list-style-type: none"> <li>• Directing : Meaning and Process</li> <li>• Leadership : Meaning, Styles and Qualities of Good Leader</li> <li>• Co-ordination as an Essence of Management</li> <li>• Controlling: Meaning, Process and Techniques</li> </ul> <p><b>Recent Trends:</b> Green Management and CSR</p>	

*References:*

1. Principles of Management, Ramasamy, Himalya Publication, Mumbai
2. Principles of Management, Tripathi Reddy, Tata McGraw Hill
3. Management Text & Cases, VSP Rao, Excel Books, Delhi
4. Management Concepts and OB, P S Rao & NV Shah, Ajab Pustakalaya
5. Essentials of Management, Koontz H & W, Mc.Graw Hill, New York
6. Principles of Management-Text and Cases – Dr..M.Sakthivel Murugan, New Age Publications



<b>Open elective : Organizational Behaviour II</b> <b>Paper code: SIUCMOE212</b>	<b>30L</b>
<p><b>LEARNING OBJECTIVES</b> LO1- Improve teamwork.</p> <p>LO2-Handle organizational issues</p> <p><b>COURSE OUTCOME</b> CO1-Analyze group dynamics.</p> <p>CO2- Evaluate organizational culture.</p> <p>CO3-Apply conflict resolution.</p> <p>CO4-Manage change.</p>	
<b>UNIT 1: Group Dynamics and Teamwork</b>	<b>15L</b>
<ul style="list-style-type: none"> <li>• Understanding Group Dynamics: Formation, Norms, Roles, and Cohesion</li> <li>• Group Decision Making and Problem Solving</li> <li>• Leadership Styles and Influence Tactics</li> <li>• Conflict Resolution and Negotiation Strategies</li> <li>• Building High-Performance Teams: Collaboration, Communication, and Trust</li> <li>• Case Studies and Exercises on Group Dynamics and Teamwork</li> </ul>	
<b>UNIT 2: Organizational Culture and Change Management</b>	<b>15L</b>
<ul style="list-style-type: none"> <li>• Organizational Culture: Definition, Functions, and Levels</li> <li>• Types of Organizational Culture (e.g., Clan, Adhocracy, Market, Hierarchy)</li> <li>• Managing Diversity and Inclusion in Organizations</li> <li>• Organizational Change: Drivers, Models, and Resistance</li> <li>• Change Management Strategies and Implementation</li> <li>• Ethical Considerations in Organizational Culture and Change Management</li> <li>• Case Studies and Simulations on Organizational Culture and Change</li> </ul>	

References:

1. Organizational Behaviour II, Ramasamy, Himalya Publication, Mumbai
2. Organizational Behaviour II, Tripathi Reddy, Tata McGraw Hill
3. Management Text & Cases, VSP Rao, Excel Books, Delhi
4. Management Concepts and OB, P S Rao & NV Shah, Ajab Pustakalaya
5. Essentials of Management, Koontz II & W, Mc.Graw Hill, New York
6. Organizational Behaviour II - Text and Cases –  
Dr. M. Sakthivel Murugan, New Age Publications



SIES

**SYBMS (CM)****Semester –IV****Vocational skill****course: Paper****Paper Code: SIUCMSE221**

Credits:2.0Credits(30Lectures)

<b>Elective Course :Paper–:Technical Analysis- II</b>		<b>30 L</b>
<b>Paper Code: SIUCMSE221</b> <b>LEARNING OBJECTIVES:</b> LO1-Enhance trading strategies. LO2-Manage trading risk. <b>COURSE OUTCOME</b> CO1- Apply advanced TA theories. CO2- Evaluate trading strategies. CO3-Analyze risk management. CO4- Develop trading discipline.		
	<b>Unit– 1:MajorTheories in TA</b>	<b>15L</b>
	Efficient Market Hypothesis, Gap Theory, Dow Theory and Eliot Wave Theory Dow Theory, Charts, Candlestick Charts Analysis With One Two And Three Candles Like Hammer, Hanging Man, Shooting Star, Bearish And Bullish Harami.	
	<b>Unit–2:Risk Management, Trading Psychology and Trading Strategies,</b>	<b>15L</b>

	<p>Risk Management– Need, techniques, uses of stop loss, qualities of successful traders, golden rules of traders, do's and don'ts in trading</p> <p>Rules to stop losing money, Choosing the right market to trade, Importance of discipline in trading.</p> <p>Trading , Risks associated with trading, Strategies for Trading, Momentum Trading Strategies.</p> <p>Roles Played by Trader- Speculator, Hedger, Arbitrager.</p> <p>Modern c Trend in Trading Algo Trading , High Rythemic trading</p>	
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*References:*

1. Desai Vasant, (2009), "Financial Markets and Financial Services", Himalaya Publishing House, Mumbai
2. Gala Jitendra & Gala Ankit. (2007), "Guide to Indian Mutual Fund", Buzzing Stock Publishing House, Mumbai.
3. Khan M.Y. (2007), "Indian Financial System", Tata McGraw-Hill Publishing Company limited, New Delhi.
4. Pandeyl.M (2009), "Financial Management", Vikas Publishing House, New Delhi.
5. Gordan E & Dr. Natarjan K (2007), "Financial Market & Services", Himalaya Publishing House, Mumbai.
6. Fundamental analysis: "The Intelligent Investor" by Benjamin Graham: the Bible of Stock value investment.
7. "A Random walk down Wall Street", by Burton G. Malkiel.
8. Technical Analysis: "Technical Analysis of the Financial Markets" by John J. Murphy