



**SIES**

College of Arts,  
Science & Commerce  
(Autonomous)

**RISE WITH EDUCATION**

NAAC REACCREDITED "A" GRADE

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

Under Choice Based Credit, Grading and Semester System Course Structure

(As per New Education Policy)

SYBMS (CM)

(To be 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 2</b>			<b>Subject 2</b>	
SIUCMMJ212	Foreign exchange	4	SIUCMMJ222	Markets and Regulators	4
	<b>Subject 1</b>			<b>Subject 1</b>	
SIUCMMN211	Investment Banking	4	SIUCMMN221	Principles Of Management	4
	<i>Vocational and Skill Enhancement Course</i>			<i>Vocational and skill Enhancement Course</i>	
SIUCMVS211	Technical Analysis- I	2	SIUCMSE221	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>	
SIUCMFP211	<b>Field Project</b>	<b>2</b>		<b>CEP</b>	<b>2</b>
	<b>CC</b>			<b>CC</b>	
	<b>Co-curricular</b>	<b>2</b>		<b>Co-curricular</b>	<b>2</b>

# 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</b>		
			<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</b>		
1			<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</b>		
2			<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
3			<b>Open Electives</b>		
			<b>Organisation Behaviour-I</b>	2	
		4.1	Introduction to Organizational Behaviour		1
		4.2	Individual Behaviour in Organizations		1
4			<b>Vocational Skill course (VSC)</b>		
			<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</b>		<b>60 L</b>
<b>(4 CREDITS)</b>		
<b>Paper Code:</b>		
<b>LEARNING OBJECTIVES</b>		
<ol style="list-style-type: none"> <li>1. It aims at explaining the core concepts of business finance and its importance in managing the business.</li> <li>2. The Learners will acquaint themselves with the tools and techniques of analyzing the financial statements.</li> <li>3. The course helps the learners to understand the role of accounting in Managerial Decision making.</li> </ol>		
<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 Form of Balance Sheet and Profit &amp; Loss A/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 analysis and Interpretation:</b></p> <p>(based on vertical form of financial statements) including conventional and functional classification restricted to:</p> <p><b>Balance sheet ratios:</b> Current ratio, Liquid Ratio, Stock Working capital ratio, Proprietary ratio, Debt Equity Ratio, Capital Gearing Ratio.</p> <p><b>Revenue statement ratios:</b> Gross profit ratio, Expense's ratio, Operating ratio, Net profit ratio, Net Operating Profit Ratio, Stock turnover Ratio, Debtors Turnover, Creditors Turnover Ratio.</p> <p><b>Combined ratios:</b> Return on capital Employed (including Long term borrowings), Return on Proprietors fund (Shareholder fund and Preference Capital), Return on Equity Capital, Dividend Payout Ratio, Debt Service Ratio, Earnings Per share &amp; Price Earnings Ratio.</p>	
	<p><b>Different modes of expressing ratios:-</b> Rate, Ratio, Percentage, Number. Limitations of the use of Ratios.</p>	
<b>Unit– 3, Cash flow statement, 1L/Week</b>		<b>15 L</b>
<b>3</b>	<p><b>Cash flow statement:</b> Preparation of cash flow statement (Accounting Standard-3 (revised))</p>	
<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; Manufacturing Organizations.</p> <p><b>Receivables Management:</b> Meaning &amp; Importance, Credit Policy Variables, methods of Credit Evaluation (Traditional and Numerical- Credit Scoring); Monitoring the Debtors Techniques [DSO, Ageing Schedule].</p>	
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*References:*

1. Srivastava RM, *Essentials of Business Finance*, Himalaya Publications.
2. Anthony RN and Reece JS. *Accounting Principles*, Hoomwood Illinois, Richard D. Irvin.
3. Bhattacharya SK and Dearden J. – *Accounting for Management. Text and Cases*, New Delhi.
4. Hingorani N and Ramanathan AR – *Management Accounting*, New Delhi.
5. Ravi M. Kishore, *Advanced management Accounting*, Taxmann, New Delhi.
6. Maheshwari SN – *Management and Cost Accounting*, Sultan Chand, New Delhi.
7. Gupta, SP – *Management Accounting*, Sahitya Bhawan, Agra.

<b>(MINOR) Subject 1: Investment Banking (4 CREDITS)</b>		<b>60 L</b>
<b>Paper Code:</b>		
<b>LEARNING OBJECTIVES</b>		
<ol style="list-style-type: none"> <li>1. To develop an understanding of key investment banking concepts and its practical aspects.</li> <li>2. To enable the learners to understand the dominant role of investment banks in Capital Market.</li> <li>3. To analyze the investment banking industry shifts in practices, trends, regulations, and statistics.</li> </ol>		
<b>Unit– 1: Fundamentals of Investment Banking, 1L/Week</b>		<b>15 L</b>
<b>1</b>	<p><b>Fundamentals of Investment Banking:</b> Meaning &amp; Conceptual framework, Types of Investment Banking, Role and functions of Investment Bank, Skills required for Investment Banking.</p>	
<b>Unit–2: Financial Statement Analysis, 1L/Week</b>		<b>15 L</b>
<b>2</b>	<p><b>Financial Statement Analysis:</b> Comparative, Common size and Trend Analysis, Ratio Analysis, Projection of Financial Statements.</p>	
<b>Unit–3, Valuation in Investment Banking, 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>PaperCode:</b>		
<b>LEARNING OBJECTIVES:</b>		
<ol style="list-style-type: none"> <li>1. To understand the vocabulary and grammar of a trading floor</li> <li>2. To experience the interactions between traders, sales, clients, brokers</li> <li>3. To realize in a personal and lively way what it requires to be a trader, a sale, a structurer.</li> </ol>		
<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:</b>		
<b>LEARNING OBJECTIVES</b>		
<ol style="list-style-type: none"> <li>1. To understand various financial terminologies and transactions involved in the forex market.</li> <li>2. To explain techniques that can be used to hedge foreign exchange risk.</li> <li>3. To create a n understanding on foreign exchange Management in India.</li> </ol>		
<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.	

*References:*

1. Jeevanandan, C, Foreign Exchange and risk Management, Sultan Chand and sons,NewDelhi.
2. Chatterjee,PrinciplesofForeignExchange, Himalaya,Bombay.
3. IanGiddy,GlobalFinancialMarkets,AIYBS,NewDelhi.



<b>Open elective : Organizational Behaviour I</b>	<b>30L</b>
<p style="text-align: center;"><b>Paper code</b></p> <p><b>LEARNING OBJECTIVES</b></p> <p>1. To provide students understanding how and why people behave in organizations as they do, either as individuals or in groups and how their behaviours affect their performance and performance of the organization</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	1		<b>Subject 1</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 1</b>		
1			<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 2</b>		
2			<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
3			<b>Open Electives</b>		
			<b>Organisation Behaviour-II</b>	2	
		4.1	Group Dynamics and Teamwork		1
		4.2	Organizational Culture and Change Management		1
4			<b>Vocational Skill course (VSC)</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:**

Credits:4.0 Credits(60Lectures)

<b>(MAJOR) Subject 1:Business Statistics (4 CREDITS)</b>		<b>60 L</b>
<b>Paper Code:</b>		
<b>LEARNING OBJECTIVES</b>		
<p>The objective of this course is to provide an understanding for the graduate business student on statistical concepts to include measurements of location and dispersion, probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, multiple regression and business / economic forecasting.</p>		
<b>Unit–1:Introduction to Statistics,1L/Week</b>		<b>15 L</b>
<b>1</b>	<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 (Census vs Samples, Method of Collection (In Brief), Secondary (Merits, Limitations, Sources) (In Brief)</li> <li>• <b>Presentation Of Data:</b> Classification–Frequency Distribution–Discrete &amp; Continuous, Tabulation, Graph (Frequency, Bar Diagram, 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>	<b>15 L</b>
<b>Unit–2, Measures of Dispersion , Co-Relation and Linear Regression,1L/Week</b>		<b>15 L</b>
<b>2</b>	<p><b>Measures of Dispersion:</b> Range with C.R (Co-Efficient Of Range), Quartiles &amp; Quartile deviation with C.Q (Co-Efficient Of Quartile), Mean Deviation from mean with C.M.D (Co-Efficient Of Mean Deviation), Standard deviation with C.V (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>	<b>Time Series:</b> Least Square Method, Moving Average Method, Determination of Season Index <b>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	<b>15 L</b>
<b>Unit-4, Probability and Decision Theory, 1L/Week</b>		<b>15 L</b>
<b>4</b>	<b>Probability and Decision Theory:</b> 1. <b>Probability:</b> Concept of Sample space, Concept of Event, Definition of Probability, Addition & Multiplication laws of Probability, Conditional Probability, Bayes' Theorem (Concept only), Expectation & Variance, Concept of Probability Distribution (Only Concept) 2. <b>Decision Theory:</b> Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty, 3. <b>Non-Probability:</b> Maximax, Maximin, Minimax, Regret, Laplace & Hurwicz) 4. <b>Probabilistic (Decision Making under risk):</b> EMV, EOL, EVPI 5. Decision Tree	<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 Publication.
3. Fundamental 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:

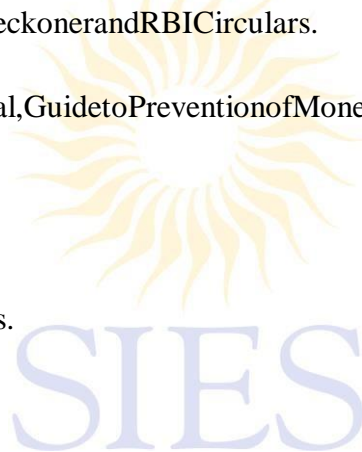
Credits:4.0Credits(60Lectures)

<b>(MINOR) Subject 1: Markets and Regulators (4 CREDITS)</b>		<b>60 L</b>
<b>Paper Code:</b>		
<b>LEARNING OBJECTIVES:</b>		
1.To develop an understanding of, and critically to evaluate ,the basic tools, techniques and decision-making methodologies that are employed in regulatory design and practices especially regarding consumers 'attitudes and expected behaviour changes through disruptive technology in the digital world.		
<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;OTCand exchangemarkets; and equityand debtmarkets  Introduction to Financial Regulations Need and significance of Indian financial systemregulations, structure of financial regulations in India, global financial crisis – response oftheIndian 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, ssue 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

**PaperCode:**

Credits:4.0Credits(60Lectures)

<b>Subject 2 :Principles of Management ( 4 CREDITS)</b>		<b>60 L</b>
<b>PaperCode:</b>		
<b>LEARNING OBJECTIVES</b>		
<ol style="list-style-type: none"> <li>1. Practicetheprocessofmanagement’s fourfunction:Planning,Organizing,LeadingandControlling.</li> <li>2. Identify and properly use vocabularies within the field of management to articulateone’sownpositiononaspecificmanagementissueandcommunicateeffectivelyw ithvariedaudiences.</li> <li>3. Evaluate leadership styles to anticipate the consequences of each leadership style.</li> <li>4. Gatherandanalysebothqualitativeandquantitativeinformationtoisolateissuesandformul ate best control methods.</li> </ol>		
<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,HenryFayolandContingenc yApproach.	
<b>Unit– 2,Planning and DecisionMaking, 1L/Week</b>		<b>15L</b>
<b>1</b>	<b>Planning:</b> Meaning,Importance,Elements,Process,LimitationsandMBO	
<b>2</b>	<b>DecisionMaking:</b> Meaning,Importance,Process, TechniquesofDecisionMaking	
<b>3:Unit, Organizing, Departmentation, Span of Control and Delegation,1L/Week</b>		<b>15L</b>
<b>1</b>	<b>Organizing, Departmentation, Span of Control and Delegation:</b> <ul style="list-style-type: none"> <li>• <b>Organizing:</b>Concepts,Structure(Formal&amp;Informal,Line&amp;StaffandMatrix),Mean ing,Advantages and Limitations</li> <li>• <b>Departmentation:</b>Meaning,BasisandSignificance.</li> <li>• <b>SpanofControl:</b>Meaning,GraicunasTheory,FactorsaffectingspanofCont rolCentralizationvs Decentralization</li> <li>• <b>Delegation:</b>Authority&amp;Responsibilityrelationship</li> </ul>	

Unit–4, Directing, Leadership, Co-ordination and Controlling,1L/Week		15L
1	Directing,Leadership,Co-ordinationandControlling: <ul style="list-style-type: none"> <li>• Directing:MeaningandProcess</li> <li>• Leadership:Meaning,StylesandQualitiesofGoodLeader</li> <li>• Co-ordinationasanEssenceofManagement</li> <li>• Controlling:Meaning,ProcessandTechniques</li> </ul> <b>RecentTrends:</b> GreenManagementandCSR	

*References:*

1. PrinciplesofManagement,Ramasamy,Himalya Publication,Mumbai
2. PrinciplesofManagement,TripathiReddy,Tata McGrew Hill
3. ManagementText&Cases,VSPRao,ExcelBooks,Delhi
4. ManagementConcepts andOB ,P S Rao& NV Shah ,Ajab Pustakalaya
5. EssentialsofManagement ,KoontzII& W, Mc.GrewHill ,New York
6. Principles of Management-Text and Cases –  
Dr..M.SakthivelMurugan, New AgePublications



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<b>Open elective : Organizational Behaviour II</b>	<b>30L</b>
<b>LEARNING OBJECTIVES:</b> To provide students understanding how and why people behave in organizations as they do, either as individuals or in groups and how their behaviours affect their performance and performance of the organization	
<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>	

# SYBMS (CM)

Semester –

IV Vocational

skill course:

Paper

Paper Code:

Credits:2.0Credits(30Lectures)

<b>Elective Course: Paper –: Technical Analysis- II</b>		<b>30 L</b>
<b>Paper Code:</b>  <b>LEARNING OBJECTIVES:</b>  1. To understand the vocabulary and grammar of a trading floor 2. To experience the interactions between traders, sales, clients, brokers 3. To realize in a personal and lively way what it requires to be a trader, a sale, a structurer.		
<b>Unit– 1: Major Theories 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 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. Pandey I.M (2009), "Financial Management", Vikas Publishing House, New Delhi.
5. Gordon 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