

101: MANAGERIAL ECONOMICS

Objective

The objective of this course is to develop the ability to apply the concepts, tools and techniques of economics in analysing and interpreting business decisions.

Course Outline

Nature and Scope of Managerial Economics

Rationale and objectives of a firm, constraints faced by a firm

Demand and Consumer Behaviour

Supply and Demand Analysis of a Market, Demand function, demand curve, a firm's demand and the market demand, price income and cross elasticity of demand. Effects of variation in income and price, inter-temporal choice

Theory of the Firm

Production and cost in the short and long run. Decision making of a firm under alternative market structures in the short and long terms under conditions of Perfect Competition and Monopoly. Monopolistic Competition and Oligopoly, market concentration, price and non-price competition, Oligopoly and interdependence - Pricing Practices Strategic and Managerial Behaviour.

Problems posed by Uncertainty and Asymmetric Information

Uncertainty and Risk, Attitudes towards Risk, Insurance and other methods of Risk Management.

Asymmetric information

Market for Lemons, Agent-Principal relationship, Moral hazard, Adverse selection. Methods of overcoming Moral hazard and Adverse selection.

Suggested Readings

- Samuelson, W.F., and Marks, S.G., *Managerial Economics*, John Wiley and Sons Latest Edition
- Keat, Paul G. and Philip K.Y. Young, *Managerial Economics: Economic Tools for Today's Decision Makers*, Pearson Education Latest Edition
- Cabral, L., *Introduction to Industrial Organisation*, MIT Press Latest Edition
- Lewis, W.C., Peterson, H.C. and Jain, S.K., *Managerial Economics*, Pearson Education. Latest Edition
- Salvatore, D., *Managerial Economics in a Global Economy*, McGraw-Hill International Editions Latest Edition

- Varian, H.R., *Intermediate Microeconomics: A Modern Approach*, Affiliated East-West Press, W.W., Norton & Company Latest Edition
- Waldman, D., Jensen, E., *Industrial Organisation: Theory and Practice*, Addison-Wesley Latest Edition

(The list of cases and specific references including recent articles will be announced in the class.)

102: BUSINESS AND CORPORATE LAWS

Objective

The objective of this course is to acquaint the participants with the legal environment in which business operates.

Course Outline:

Indian Contract Act (Relevant provisions)

Provisions relating to formation and performance of contracts, Special Contracts - Bailment, pledge, indemnity & guarantee and agency.

Sale of Goods Act

Provisions relating to Contract of Sales, transfer of property, performance of contract of sale and rights of parties involved.

Negotiable Instruments Act

Provisions of law relating to promissory notes, bills of exchange and cheque; parties to a negotiable instrument; negotiation of instruments; discharge/dishonour of cheques and remedy; banker customer relationship.

Limited Liability Partnership Act 2008

Information Technology Act 2008

Companies Act 2013

Provisions relating to formation of company, issue of capital, management and administration, meetings and resolutions, borrowings, prevention of oppression and mismanagement, winding up, emerging issues-One person company, class action suit, associate company and private placement, SEBI (Issue of Capital and Disclosure Requirements) 2009, Interpretation of statutes, deeds and documents.

Suggested Readings

- Kuchhal, M.C., *Business Laws*, Vikas Publishing House Latest Edition.
- Singh, Avtar, *Law of Contract & Specific Relief*, Eastern Book Company Latest Edition
- Pathak, Akhileshwar, *Legal Aspects of Business*, Tata McGraw Hill Latest Edition
- Aggarwal, S.K., *Indian Business Laws*, Galgotia Publishers Latest Edition
- Landmark Judgements on Consumer Protection, Universal Law Publishing Company 9th Edition 2015
- Cooter, R., & Ulen, T., *Law & Economics*, Pearson Education Latest Edition
- Bagrial, A. K., *Company Law*, Vikas Publishing House Latest Edition
- Corporate laws, Taxmann Publications Private Limited; Latest Edition
- Ramaiya, A guide to Companies act. Wadhwa and Co. Nagpur Latest Edition
- Hicks, Andrew & Goo, Cases and material on company law, Oxford University Press Latest Edition

- Padhi, P.K. , *Legal Aspects of Business*, Prentice Hall, Latest Edition
- Datey, V.S., *Corporate laws and Secretarial Practice*, Taxmann, Latest Edition
- Sharma, J. P., *An Easy Approach to Company Laws*, Ane Books Pvt. Ltd. Latest Edition
- Sharma, J. P. and Kanojia, S., *A Simplified Approach to Business Law*, Ane Books Pvt. Ltd. Latest Edition
- Bare Acts of Limited Liability Act and Information Technology Act 2008

(The list of cases and specific references including recent articles will be announced in the class.)

103: FINANCIAL ACCOUNTING

Objective

The purpose of this course is to develop an insight into the nature of financial accounting information and its reporting through periodic financial statements. The focus of the paper is on the mechanics of financial accounting for corporate entities. This understanding will enrich skills of students in understanding financial statements.

Course Outline

- The Accounting System
- Accounting Model for General Purpose Financial Statements
- The Accounting Data Processing Cycle
- Accounting for Assets
- Accounting for Liabilities
- Accounting for Shareholders' Equity
- Revenue and Expenses
- Cash Flows Statement
- Accounting for Derivatives
- Group Accounts

Suggested Readings

- Harrison W.T., Horngren C.T. and Braun K., *Financial/Managerial Accounting*, Prentice-Hall, Latest Edition
- Stickney C.P., and Weil R.L., *Financial Accounting: An Introduction to Concepts, Methods and Uses*, South Western College Publishers, Latest Edition
- Dearden J. & Bhattacharya S.K., *Accounting for Management*, Vikas, New Delhi Latest Edition
- Narayanaswamy R., *Financial Accounting: A Managerial Perspective*, Prentice-Hall, New Delhi Latest Edition.
- Engler C., Bernstein L.A. and Lambert K.R., *Advanced Accounting* Irwin, Chicago, Latest Edition
- Bhattacharya A.K., *Financial Accounting for Business Managers*, Prentice-Hall, New Delhi, Latest Edition.
- Powers M., and Needles, B.E., *Financial Accounting*, Wiley India, New Delhi, Latest Edition
- Keiso D.E., Weygandt J.J. and Warfield, T.D., *Intermediate Accounting*, John Wiley and Sons, Latest Edition.
- Weygandt J.J., Keiso D.E., and Kimmel, P.D., *Financial Accounting*, Wiley India, New Delhi, Latest Edition

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104: BUSINESS STATISTICS & MATHEMATICS

Objective

The objective of this course is to make the participants learn the applications of statistical tools for financial decision making.

Course Outline

Statistics

Introduction, descriptive statistics data, measures of central tendency, measures of variations, measures of skewness and kurtosis. Moments and their applications in financial statistics, Probability Theory, Probability Distributions Discrete and Continuous. Binomial, Poisson, Hypergeometric, Geometric, Negative Binomial, Uniform, Exponential and Normal probability distributions.

Statistical Inference - Estimation: Sampling and Sampling Distribution, Standard Error, Law of Large Numbers and Central Limit Theorem, Point Estimation – Properties of a good point estimator, and Interval Estimation.

Statistical Inference – Hypothesis-Testing: Null and Alternate Hypotheses; One-tailed and two-tailed Tests; Type I and Type II errors; Power of a Test; p-values, Parametric and Non-Parametric Tests for one sample, two samples and more than two samples and for measures and their differences of central tendency, variation and association, Run Test for testing randomness.

Analysis of Variance

One-way Analysis of Variance and two-way Analysis of Variance.

Statistics for Decision Making

Decision Theory, Correlation and Regression Analysis: Index Numbers, Time Series Analysis and Forecasting

Business Mathematics:

Matrix Algebra, Calculus – Differential and integral; Maxima and Minima; and constrained optimization

Suggested Readings:

- McClave, J. and Benson, P.G., *Statistics for Business and Economics*, Pearson, Latest Edition
- Miller, C.D. and Salzman, S.A., *Business Mathematics*, Addison Wesley, Latest Edition.
- Deitz, J.E. and Southam, J.L., *Contemporary Business Mathematics for Colleges*, Thompson Learning, Latest Edition.
- Levin, R. and Rubin, D., *Statistics for Management*, Pearson, Latest Edition.
- Kohler, H., *Statistics for Business & Economics*, Harper Collins, Latest Edition
- Triola, M.F. and Franklin, L.A., *Business Statistics*, Latest Edition.
- Watsnam, T. J. and Keith, P., *Quantitative Methods in Finance*, International Thompson Business Press, Latest Edition

- David R. Anderson, Dennis J.Sweeney, and Thomas A. Williams, Statistics for Business and Economics, Thomson South-Western College Publishing, 12th Edition 2014
- Frank S. Budnick, Applied Mathematics for Business Economics and Social Sciences, McGraw Hill Latest Edition
- Thukral, J.K., Business Mathematics & Statistics, Mayur Paperback Latest Edition
- Sharma J K, Business Mathematics: Theory & Applications, Ane Paperback Latest Edition

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105: INFORMATION TECHNOLOGY FOR MANAGERS

Objective

The course aims at introducing the key concepts relating to information technology and developing understanding of these concepts so that business manager is able to identify opportunities for application of information technology in the managerial process. The course also focuses on effective deployment of IT resources and emerging managerial issues including the alternative strategies that could be used in order to optimize the use of IT infrastructure.

Course Outline

Information Technology in Managerial Decision Making

Changing role of IT in business organisations, Information Needs of Business Manager: Requirements Definition, Information systems: Concept, context and components, Information Management, quality of information, Information Systems and IT Infrastructure, Cloud Computing and Services

Types of Information Systems

Information Systems and Need-Resource Matching, Decision Support, Executive Support and expert Systems, Functional Systems, Manufacturing and Production system, Sales and Marketing Systems, Accounting, Finance, and Compliance Systems, Human Resources Systems, Evaluating software sourcing options and strategic issues in outsourcing software services, quality issues in software

Information and Business Intelligence

Databases and Information Management, Alternative Approaches to Managing Data, Sources of Financial Data, Data Types and Strategies for Organising Data, Managing Data using DBMS, Database components and models, Managerial issues in design and development of databases.

Internet and E-Business

Internet as a component of IT Infrastructure, Business & E-Commerce Models and Strategies, E-Business Challenges and Strategies, Business to Consumer (B2C) E-Commerce, Business to Business (B2B) E-Commerce & E-Procurement, E-Government and Public Sector IT, E-Commerce Support Services & Digital Marketing Communications, E-business & financial services

Enterprise Systems

Concept and Features enterprise systems of ERPs, components of ERP systems, critical success factors and managerial issues in implementations of ERP Systems

Information System Security and Ethics

IT Security and Business Continuity, Cybercrimes, Criminals, and Motivations, IT Vulnerabilities and Threats, Information Assurance and Risk Management, Network Security, Internal Control and Compliance, Business Continuity and Auditing, Alternative strategies for management of security risks, IT security standards and legal aspects of IT security, Ethical Issues in IT, Ethics Policy for IT infrastructure and responsible conduct, Industry practices.

Suggested Readings

- Efraim Turban, Linda Volonino, Information Technology For Management: Transforming Organizations In The Digital Economy, Wiley, 7th Edition 2010
- Applegate LM, Austin DA and McFarlan FW, Corporate Information: Strategy and Management, McGraw-Hill, Latest Edition
- Ken Laudon, Jane Laudon, Management Information Systems, McGraw-Hill 12th Edition 2011
- Turban E, Volonino L, and Wood G Information Technology for Management: Advancing Sustainable, Profitable Business Growth, 10th Edition 2015

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106: INDIAN FINANCIAL SYSTEM

Objective

The objective of this course is to provide an in-depth insight to the students in the structure, organisation and working of the financial system in India. The course also covers financial intermediaries like non-banking finance companies, banks, insurance companies and mutual funds.

Course Outline:

Introduction:

Overview of Indian Financial System - Financial Institutions and Economic Development

Money Market

Overview of Indian money market, Instruments and Trading Mechanism in money market, Trends in money market, Bank credit and working capital finance; Money market organisation

Capital/Securities Market

Regulatory Framework, Primary Market Organisation, Secondary Market Organisations, Trading, settlement and transfer procedure on stock exchanges Depository system, Currency Exchanges

Working of Commercial Banks

Banking Structure, Risk Management in Banks, Regulation and Supervision,

Mutual Funds

Overview of mutual funds in India, Role as a financial intermediary, Role of various participants, Types of mutual fund schemes, SEBI Regulations

Insurance Organisations

Insurance Industry and its regulation

Non-Banking Finance Companies

RBI regulations and directions

Foreign Investments

Types and regulatory framework

Suggested Readings:

- Khan M.Y., *Indian Financial System*, Tata McGraw Hill, 7th Edition 2012.
- Bhole L.M., *Financial Institutions and Markets: Structure, Growth and Innovations*, Tata McGraw Hill, Latest Edition.
- Kohn M., *Financial Institutions and Markets*, Tata McGraw Hill, Latest edition.
- Madura J., *Financial Markets and Institutions*, South-Western, Cengage Learning, 11th Edition 2014.
- Chandratre *et.al.*, *SEBI and Corporate Laws*, Bharat's, Latest Edition.
- Avdhani V.A., *Investment and Securities Markets in India*, Himalaya, Latest Edition.

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107: FINANCIAL MANAGEMENT

Objective:

The objective of this course is to acquaint the students with the basic analytical techniques and methods of financial management of business firms.

Course Outline:

Introduction

Scope and Objectives of Financial Management; Time Value of Money; Return, Risk & opportunity Cost of Capital

Capital Budgeting

Long term investment decision; Capital Budgeting; principles and process; techniques: NPV, IRR, & profitability index methods; Project Evaluation: independent, replacement and mutually exclusive projects, Capital Budgeting under Capital Rationing

Financing Decision

Sources of Long-term Finance: Debt vs Equity capital; Concept of Operating, financial and combined leverage.

Dividend policy & equity repurchases

Types of dividends; Dividend policy & Share Valuations; Determinants of dividend policy, Equity repurchases: Methods & Implications of Earnings per share and book value per share. Equity Purchases and employee stock options

Working Capital Management

Overview; Cash Management; Inventory Management; Receivables Management; Current Assets Financing

Suggested Readings

- Brealey, R.A., & Myers, S.C., *Principles of Corporate Finance*, New Delhi: Tata McGraw Hill, 10th Edition 2012.
- Van Horne, J.C., and Wachowicz Jr., J.M., *Fundamentals of Financial Management*, Pearson, Latest Edition.
- Damodaran, A., *Corporate Finance: Theory and Practice*, New Delhi: John Wiley, Latest Edition.
- Ross, S. A., Randolph Westerfield and Bradford Jordan *Fundamentals of Corporate Finance*, McGraw Hill, 2012
- Chandra, P., *Financial Management*, New Delhi: Tata McGraw Hill, 8th Edition 2012.
- Emery, D.R. & Finnerty, J.D., *Corporate Financial Management*. New Jersey: Prentice Hall, Latest Edition.
- Pandey, I.M., *Financial Management*, Vikas Publication New Delhi, 11th Edition 2014.
- Keown, A.J., Petty, J.W., Martin J.D., *Foundations of Finance*. New Jersey: Pearson, 8th Edition 2013.

- Menamin, M.J., *Financial Management - An Introduction*. New Delhi: Oxford University Press, Latest Edition.
- Khan, M.Y. and Jain, P.K., *Financial Management*, Tata McGraw Hill, 7th edition, 2014.

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