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

Suggested Readings


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

**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

- Corporate laws, Taxmann Publications Private Limited; Latest Edition
- Hicks, Andrew & Goo, Cases and material on company law, Oxford University Press 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.)
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

- Powers M., and Needles, B.E., Financial Accounting, Wiley India, New Delhi, Latest Edition

(The list of cases and specific references including recent articles will be announced in the class.)
Objective
The objective of this course is to make the participants learn the applications of statistical tools for financial decision making.

Course Outline

Statistics


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:

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

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
Suggested Readings

- Efraim Turban, Linda Volonino, Information Technology For Management: Transforming Organizations In The Digital Economy, Wiley, 7th Edition 2010

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


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

- 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,
- Emery, D.R. &Finnerty, J.D., Corporate Financial Management. New Jersey: Prentice Hall,

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