

**MAHATMA GANDHI CHITRAKOOT GRAMODAYA ISHWAVIDYALAYA,
CHITRAKOOT SATNA MP**

M.Com (Master Of Commerce)

COURSE CONTENT (w.e.f. 2015-16)

First Semester

Course No	<i>COURSE CONTENT</i>	CREDIT
MCom - 101	Management Concept	3(3+0)
MCom - 102	Business Environment	3(3+0)
MCom - 103	Advanced Accounting	3(3+0)
MCom - 104	Cost Analysis and Control	3(3+0)
MCom - 105	Employment Oriented Project Work	8(0+8)
TOTAL CREDIT		20 (12+8)

Second Semester

MCom - 201	Corporate Legal Framework	3(3+0)
MCom - 202	Organization Behavior	3(3+0)
MCom - 203	Advance Statical Analysis	3(3+0)
MCom - 204	Functional Management	3(3+0)
MCom - 205	Employment Oriented Project Work	8(0+8)
MCom - 206	VSR	2(1+1)
TOTAL CREDIT		22(13+9)

Third Semester

MCom - 301	Employment Oriented Project Work	20(0+20)
Total Credit		20(0+20)

Fourth Semester

Specialization : Marketing

MCom - 401	Advertising and sales Management	3(3+0)
MCom - 402	Consumer Bihavior	3(3+0)
MCom - 403	Rural And Agriculture Marketing	3(3+0)
MCom - 404	International Marketing	3(3+0)
MCom - 405	Employement Oriented Project Work	8(0+8)
TOTAL CREDIT		20(12+8)

Specialization : Human Resource Management

MCom - 401	Industrial Relation	3(3+0)
MCom - 402	Socila Security and welfare	3(3+0)
MCom - 403	Human Resource Planning and Devlopement	3(3+0)
MCom - 404	International Marketing	3(3+0)
MCom - 405	Employement Oriented Project Work	8(0+8)
TOTAL CREDIT		20(12+8)

Specialization : Finance

MCom - 401	Security Analysis and Portfolio Management	3(3+0)
MCom - 402	Strategic Financial Management	3(3+0)
MCom - 403	Project Planning Management	3(3+0)
MCom - 404	Indian Financial System	3(3+0)
MCom - 405	Employement Oriented Project Work	8(0+8)
TOTAL CREDIT		20(12+8)
Grand Total		82(37+55)

**1ST SEMESTER
MANAGEMENT CONCEPTS**

M. Com.- 101

Credit 3(3+0)

Unit 1: Introduction: Concept of Management, Scope and Nature of Management, Approaches to Management, Human Relation, Behavioural and System approach.

Unit 2: Planning: Concept of Planning, Objectives and components of Planning, Nature and Process of Planning, determination of Objectives. Management by objectives, Management by Exception, Concepts, Nature and Process of decision-making. Theories of decision-making.

Unit 3: Organization : Concept, objectives and element of organization, process and principles of organization. Organization Structure and Charts, Span of Management, Delegation of Authority, Centralization and Decentralization.

Unit 4: Direction : Concept, Nature, Scope, Principles and Techniques of Direction.
Communication : concept, Process. Channel and Media of Communication.
Barriers to effective communication, Building effective communication system.

Unit 5: Control : Concept, objectives, nature and process of control. levels and areas of control. Various control techniques. Z-Theory of Management. Management Education in India: Objectives, Present position and difficulties

BUSINESS ENVIRONMENT

M. Com.- 102

Credit 3(3+0)

Unit 1: Theoretical Framework of Business Environment : Concept, Significance and nature of business environment; Elements of environment -internal and external, Changing dimensions of business environment. Liberalisation, Privatisation and Globalisation.

Unit 2: Economic Environment of Business : significance and elements of economic Environment, economic systems and business environment, Economic planning in India, **Government policies** - Industrial policy, licensing policy, fiscal policy, Monetary policy and EXIM policy.

Unit 3: Political and Legal Environment of Business : Monopoly and Restrictive Trade Practices (MRTP) Act, Foreign Exchange Management Act (FEMA), Consumer Protection Act, Patent Laws.

Unit 4: Socio, Cultural & International Environment : Social responsibility of business, Characteristic, Components, Scope, relationship between society and business, Socio-cultural business Environment, Social Groups, World Trade Organisation (WTO), International Monetary Fund (IMF), Foreign Investment in India

Unit 5: Technological Environment : Concept, Online Channels, Online Services, Advantage of Online services, E-commerce, Indian conditions of E-commerce, Electronic Banking, Franchise Business.

ADVANCED ACCOUNTING

M. Com.- 103

Credit 3(3+0)

Unit 1: Advanced problems of Final Accounts

Unit 2: Advanced Problems of Bank Reconciliation Statement, Rectification of Errors, Accounting for Non Profit Organisation.

Unit 3: Accounting from Incomplete Records, Accounting for Insurance Claim.

Unit 4: Investment A/c, Voyage A/c, Insolvency A/c.

Unit 5: Dissolution of partnership firm including sales of Firm and Amalgamation.

COST ANALYSIS AND CONTROL

M. Com.- 104

Credit 3(3+0)

Unit 1: Various cost concepts, Cost centre and cost unit, Methods and techniques of Costing. Installation of costing system, Methods of inventory control, Overheads accounting.

Unit 2: Process Accounting Joint product and Bye product, Equivalent Production and Inter Process Profit, Operating Cost.

Unit 3: Marginal Costing : Concepts, Break Even Analysis, Uniform costing and Inter firm comparison. Use of Managerial Costing in business Decision

Unit 4: Budgetary Control : Basic concepts, Preparation of functional budget: Cost Audit : Objectives and Advantages

Unit 5: Standard Costing and Variance Analysis

EMPLOYMENT ORIENTED PROJECT WORK

M. Com.- 105

Credit 8(0+8)

2ND SEMESTER

CORPORATE LEGAL FRAMEWORK

M. Com 201

Credit 3(3+0)

UNIT 1: The Companies Act, 1956 (Relevant Provisions) : Definition, types of companies, Memorandum of association, Articles of association, Prospectus, Share capital and Membership, Meetings and Resolutions, Company Management, Managerial Remuneration, Winding up and dissolution of companies.

UNIT 2: The Negotiable Instruments Act, 1881: Definition, Types of Negotiable Instruments, Negotiation Holder and holder in due course, Payment in due course; Endorsement and Crossing of cheque; Presentation of negotiable instruments.

UNIT 3: MRTP Act 1969 : Monopolistic trade practices; Restrictive trade practices; Unfair trade practices.

UNIT 4: The consumer protection Act, 1986 : salient features; Definition of Consumer, Right of consumer; Grievance Redressal Machinery

UNIT 5: Regulatory Environment for International Business : FEMA, WTO: Regulatory framework of WTO, basic principles and its character, WTO provisions relating to preferential treatment to developing countries; regional groupings, technical standard, anti-dumping duties and other Non Tariff Barriers. Custom valuation and dispute settlement, TRIP and TRIMS.

ORGANIZATIONAL BEHAVIOUR

M. Com 202

Credit 3(3+0)

UNIT 1: Organization : Concept, Types and significance, Organization Goal and its determinants.

Organization Behaviour : Concept, Nature and Significance, Organizational Behaviour models.

UNIT 2: Personality : Concept, Theories, Determinants and importance, **Perception** : Concept, Process and Theories,

Learning : Concept, Components, affecting factors and theories.

UNIT 3: Motivation : Meaning, types and important elements, Theories of Motivation, **Attitudes and Values** : Concept, factors, significance and Theories

UNIT 4: Interpersonal Behaviour : Nature, Transactional Analysis, Concept of Group, Theories of group formation, Group cohesiveness, Power and Authority.

UNIT 5: Organizational Conflicts : Causes and suggestions. Developing sound Organizational Climate, Management of Change, Concept and Process of Organizational Development.

ADVANCED STATISTICAL ANALYSIS

M. Com 203

Credit 3(3+0)

UNIT 1: Theory of Probability - Probability Distributions, Binomial, Poisson and Normal Distribution

UNIT 2: Theory of Sampling and Test of Signification

UNIT 3: Analysis of Variance (including one way and two way classification), Chi-square test

UNIT 4: Interpolation and Extrapolation. Association of Attributes.

UNIT 5: Regression Analysis, Statistical Decision Theory:- Decision under Risk and Uncertainty, Decision Tree Analysis.

FUNCTIONAL MANAGEMENT

M. Com 204

Credit 3(3+0)

UNIT 1: Financial Management : Concept, Nature and Objectives, Functions of Financial Manager, Financial Planning - Nature, Need and influencing factors, Characteristics of a sound financial plan.

UNIT 2: Capitalization : Concept and Theories, Over and Under Capitalization, Capital structure, Balanced Capital Structure, Trading on Equity, Leverage: Financial and Operating leverage.

UNIT 3: Marketing Management : Concept Nature and Scope of marketing, Functions of marketing management, Marketing mix. Advertising Management: Meaning Objectives, functions and scope, Media of advertising, Selecting an advertising media Essential of a good advertising copy, Meaning of Sales Promotion, Importance, limitations and Methods of sales promotion.

UNIT 4: Personnel Management : Concept, Functions, Scope and Importance, Signification of Man-Power Planning, Sources of Recruitment, Characteristics of a Good Recruitment Policy, Concept of Selection, Selection procedure, Importance of employee Training, Methods of Training.

UNIT 5: Production Management : Concept, Importance, Scope and functions. Types of production systems, Concept of production planning, objectives, elements and steps. Procedure of production control, Process of New Product Development, Concept of Product Diversification, Standardization, Simplification and Specialization.

EMPLOYMENT ORIENTED PROJECT WORK

M. Com 205

Credit 8(0+8)

VSR

M. Com 206

Credit 2(1+1)

3RD SEMESTER

EMPLOYMENT ORIENTED PROJECT WORK

M. COM.- 301

Credit 20(0+20)

EMPLOYMENT ORIENTED PROJECT WORK (AS PER THE INSTRUCTIONS ISSUED BY GOVT. OF MP, DEPT. OF HIGHER EDUCATION THAT STUDENTS WILL BE ALLOCATED EMPLOYMENT ORIENTED JOB TRAINING AT WORK PLACE. FOR THIS PURPOSE THAT DEPT. WILL ISSUE SEPERATE DIRECTION.)

4TH SEMESTER

A. MARKETING (MK)

ADVERTISING AND SALES MANAGEMENT

M. COM.- MK-401

Credit 3(3+0)

UNIT-I: INTRODUCTION:

Concept, scope, objectives and functions of advertising, Role of advertising in marketing mix and the advertising process, Legal ethical and social aspect of advertising.

UNIT-II: Pre-Launch Advertising Decision:

Determination of target audience, Advertising media and their choice, advertising measure. Layout of advertisement and advertising appeal, advertising copy.

UNIT-III: Promotional Management:

Advertising department , Role of advertising agencies and their selection, Advertising budget, Evaluation and advertising effectiveness.

UNIT-IV: Personal selling:

Meaning and importance of personal selling, Difference between personal selling, advertising and sales promotion. Methods and procedure of personal selling.

UNIT-V: Sales Management:

Concept of sale management, Objectives and functions of sale management. Sales organization, management of sales force and sales force objectives, Sales force recruitment, Selection, training, compensation and evaluation.

References:

1. Thakur D.- Advertising marketing & Sales mgt.- Deep & Deep
2. K. Ashwthapa- Advertising Theory & Practice- Himalaya Pub.
3. G.S.Sudha- Sales and Advertising mgt.- Ramesh Book Depot.

CONSUMER BEHAVIOUR

M. COM.- MK-402

Credit 3(3+0)

UNIT – I: **Introduction** : Meaning and Significance of consumer behaviour, Determinants of consumer behaviour, Consumer behaviour Vs. buyers behaviour, Consumer buying process and consumer movement in India.

UNIT – II: **Organisational Buying Behaviour and Consumer Research** : Characteristics and Process of organizational buying behaviour Determinants of organizational buying behaviour. History of consumer research and Consumer research process.

UNIT – III: **Consumer Needs and Motivations** : Meaning of motivation, Needs and Goals, Dynamic nature of consumer motivation, Types and systems of consumer needs, measurement of motives and Development of motivational research.

UNIT – IV: **Personality & Consumer Behaviour** : Concept of personality, theories of personality, Personality and understanding, consumer diversity, Self and self-images

UNIT – V: **Social Class and Consumer Behaviour** : Meaning of social class, Measurement of social class, Lifestyle profiles of the social class, Social-class mobility, Affluent and Non-affluent consumer, Selected consumers behaviour, applications of social class.

RURAL & AGRICULTURAL MARKETING

M. COM.- MK-403

Credit 3(3+0)

UNIT-I: Rural Marketing:

Image of Indian rural marketing and approach to rural markets of India, Rural consumer and demand dimensions and market segmentations, Channels of distribution and physical distribution product management, marketing communication and sales force tasks.

UNIT-II: Agricultural Marketing:

Concept, Nature, Scope and subject matter, Classification of agricultural products and their difference with manufactured goods.

Agricultural market- Meaning, Components, Dimensions and classification

Market structure- Dynamics of market structure, Components of market structure and market forces.

UNIT-III: Market marketing and Channel Strategy:

Modern marketing management and agricultural products, Structured organized markets- commodity exchange and produce exchange, Cash market, Forward dealing, Exchange market, Speculative market, Channels of distribution for consumer goods, Agricultural consumer goods and agricultural raw materials.

UNIT-IV: Regulated Market in India:

Regulated market, Genesis of regulated markets in India. Limitations in present marketing regulations, Advantages and limitations of regulated market. Organization of regulated markets, Future of regulated markets & regulated market in India.

UNIT-V: Marketing of farm Products- Packaging- Packing and packaging, Packing material.

Transportation- Advantages, Means of transport and transportation cost. **Grading and**

standardization- Meaning, Type, Criteria, Labeling and grade specification, Storage Warehousing, processing and selling.

References:

1. Sukhpal Singh- Rural Marketing Mgt.- Vikas Pub.

INTERNATIONAL MARKETING

M. COM.- MK-404

Credit 3(3+0)

UNIT – I:

International Marketing: Scope and Significance of International Marketing, The importance of international marketing, Differences between international and domestic marketing International environment, International Social & culture Environment, the political legal environment and regulatory environment of international marketing, Technological Environment.

UNIT – II:

International Market Entry Strategies: Indirect Exporting, Domestic Purchasing, Direct Exporting, Foreign Manufacturing Strategies without Direct Investment, Foreign Manufacturing Strategies with Direct Investment. Entry Strategies of Indian Firms.

UNIT – III:

International product management: International product positioning, Product saturation Levels in global Market, International product life cycle, Geographic Expansion–Strategic Alternatives. New products in Intentional Marketing, Product and culture, brands in International Market.

UNIT – IV:

International Marketing Channels: channels –Distribution Structures, Distribution Patterns, Factors effecting Choice of Channels, the Challenges in Managing an international Distribution Strategy Selecting Foreign Country Market intermediaries. The management of physical distribution of goods, Advertising and Branding, Grey Market goods.

UNIT – V:

Export Marketing: Introduction to Export Marketing, Export Policy Decisions of a firm, EXIM policy of India. Export costing and pricing, Export procedures and export documentation. Export assistance and incentives in India.

References:

1. International Business- Batra, Dangwal- Deep & Deep
2. Caleora Graham- International Marketing- Tata Mc Graw Hill
3. Bennet- International Business- Pearson Education
4. Onkvisit Shaw- International Marketing- Prentice Hall India

EMPLOYMENT ORIENTED PROJECT WORK

M. COM.- MK-405

Credit 8(0+8)

B. HUMAN RESOURCE MANAGEMENT (HRM)

INDUSTRIAL RELATIONS

M. COM.- HRM-401

Credit 3(3+0)

UNIT-I: INTRODUCTION:

Meaning nature & significance of industrial relations, Approaches to industrial relations, Conditions for good industrial relations, Suggestions to improve industrial relations & industrial relations in India.

UNIT-II: Industrial Disputes:

Meaning, Forms, causes and results of disputes, Methods for prevention & settlement of industrial disputes. Authorities for settlement of disputes & Industrial disputes in India.

UNIT-III: Human Relation:

Meaning and approaches, Difference between HR & IR, Importance of HR in maintaining good industrial relations, Theories of human relations.

UNIT-IV: Employee Discipline:

Concepts, Importance & types of discipline, Arguments against negative discipline, Essentials of a good disciplinary system, Kinds of punishment,

UNIT-V: Grievance Handling:

Absenteeism its causes and remedial measures, Employees counseling.

References:

1. Industrial Relations & Collective Bargaining- Nirmal Singh & S.K.Bhatia- Deep & Deep
2. Constructive Industrial Relations & Labour Laws- S.K.Bhatia- Deep
3. International Practices in Industrial Relation- S.K.Bhatia- Deep & Deep

SOCIAL SECURITY AND WELFARE

M. COM.- HRM-402

Credit 3(3+0)

UNIT-I SOCIAL SECURITY

Definition, Components, Evolution and International Standard of social security, Social security in India, Drawbacks of our social security schemes and major recommendations of the second NCL on social security.

UNIT-II WAGES & SALARIES

Basic concepts, theory of wages, process of wage payments, Wage (Pay) structure, wage fixation, Wage incentives plans and national wage policy.

UNIT-III LABOUR WELFARE

Concept, classification and significance of labour welfare, Principles of labour welfare, Evaluation and growth of labour welfare measures in India, Labour welfare schemes and constitutional provision regarding labour welfare.

UNIT-IV COLLECTIVE BARGAINING

Concept, evaluation, nature scope and types of collective bargaining. Process of collective bargaining, policies of collective bargaining, benefits of collective bargaining, conditions/essentials for successful collective bargaining. Laws of collective bargaining and collective bargaining regarding public and private sector.

UNIT-V WORKERS PARTICIPATION

Meaning origin, growth and objectives of workers participations, factors influencing participation, Scheme of workers participation and worker participation in management in India with special reference to Indian industries.

References

1. R. C. Saxena- Labour Welfare
2. Report of ministry of social Justice-2007-08

HUMAN RESOURCE PLANNING AND DEVELOPMENT

M. COM.- HRM-403

Credit 3(3+0)

UNIT-I: INTRODUCTION: Concept, Importance, Nature and scope of human resource management, Objectives of HRM, Activities of HRM, Managerial skills and roles.

UNIT-II: Personnel Management: Concept, objectives, Scope and Function. Functions and Responsibilities of Personnel Manager. Man Power Planning : Concept, Objectives and Estimation.

UNIT-III: RECRUITMENT AND SELECTION: Recruitment policy, Source of recruitment , Methods of recruitment and effectiveness of recruitment programmed.

Selection: Policy and process, Selection tests and interview.

UNIT-IV: PROMOTION AND TRANSFER: Concept of promotion, promotion policy, promotion plans, promotion programmed and problems in promotion.

Transfer- Meaning, Objectives Types, Policy and programmed.

UNIT-V: Industrial Psychology: Functions, Importance and Basis. Place of Psychology in Industry. Group Dynamics: Meaning, Goals of the group, classification of group, Essentials of group formation, Characteristics and advantages of group, Group Cohesiveness: Managing Group Conflicts.

References-

1. Ashwathapa K- Human Resource Management- Himalaya pub. House
2. Rao VSP- Human Resource Management- Vikas Pub.
3. Ashwathapa- Human Resource Mgt.- Tata Me Grow Hill
4. B.L.Mathur- HRM- Mohit Pub. New Delhi
5. G.S. Batra- Human Resource Mgt. - Deep & Deep

INTERNATIONAL MARKETING

M. COM.- HRM-404

Credit 3(3+0)

UNIT – I:

International Marketing: Scope and Significance of International Marketing, The importance of international marketing, Differences between international and domestic marketing International environment, International Social & culture Environment, the political legal environment and regulatory environment of international marketing, Technological Environment.

UNIT – II:

International Market Entry Strategies: Indirect Exporting, Domestic Purchasing, Direct Exporting, Foreign Manufacturing Strategies without Direct Investment, Foreign Manufacturing Strategies with Direct Investment. Entry Strategies of Indian Firms.

UNIT – III:

International product management: International product positioning, Product saturation Levels in global Market, International product life cycle, Geographic Expansion–Strategic Alternatives. New products in Intentional Marketing, Product and culture, brands in International Market.

UNIT – IV:

International Marketing Channels: channels –Distribution Structures, Distribution Patterns, Factors effecting Choice of Channels, the Challenges in Managing an international Distribution Strategy Selecting Foreign Country Market intermediaries. The management of physical distribution of goods, Advertising and Branding, Grey Market goods.

UNIT – V:

Export Marketing: Introduction to Export Marketing, Export Policy Decisions of a firm, EXIM policy of India. Export costing and pricing, Export procedures and export documentation. Export assistance and incentives in India.

References:

5. International Business- Batra, Dangwal- Deep & Deep
6. Caleora Graham- International Marketing- Tata Mc Graw Hill
7. Bennet- International Business- Pearson Education
8. Onkvisit Shaw- International Marketing- Prentice Hall India

EMPLOYMENT ORIENTED PROJECT WORK

M. COM.- HRM-405

Credit 8(0+8)

C. Finance. (FIN)

Security Analysis and Portfolio Management

M. Com FIN 401

Credit 3(0+3)

Unit I- Investment: Concept, objectives and types, Investment and speculation, Factors of Sound Investment. Financial Markets: Meaning and Types, Investment opportunities available in India.

Unit II- Concept of Return and Risk: Sources and Types of Risk, Measurement of Risk, Concept of Portfolio Management, Portfolio selection, Markowitz, Model, Capital Assets Pricing Model.

Unit III- Fundamental Analysis: Economic Analysis, Industry Analysis and Company Analysis, Technical Analysis: Dow Theory, Elliott wave Theory, Charting, Efficient Market Hypothesis.

Unit IV- Stock Exchange in India: B.S.E., N.S.E., O.T.C., Interconnected Stock, Exchange In India, Stock Indices and their computation, SEBI: Their Power and Functions.

Unit V- Emerging Trends in India Capital Market: Depositories and Script less Trading, Book Building, Stock Lending Scheme, Rolling Settlement, Green Shoe Option, Responsibilities and code of conduct for portfolio manager.

Suggested Readings:

1. Investment Management
2. Security Analysis and Portfolio Management
3. Security Analysis and Portfolio Management
4. Security Analysis and Portfolio Management

Strategic Financial Management

M. Com FIN 402

Credit 3(0+3)

Unit I- Leverage Analysis : Concept of Time Value of Money, Financial and Operating Leverage.

Unit II- Earning Before Interest & Tax (EBIT) : EPS Analysis, Financial Break-Even level, Indifference level of EBIT, Value of the Firm: Net Income and Net operating Income Approach, Traditional Approach, MM Hypothesis.

Unit III- Value of Equity and Preference Share, Valuation of debentures.

Unit IV- Dividend Decision : Relevance and Irrelevance of Dividend Policy, Dividend Policy and Retained Earning, Stability of Dividends, Legal Constraints, Bonus Share.

Unit V- Working Capital Analysis: Concept, Needs and Affecting factors, Methods of Financing of working capital, Working Capital Monitoring and control. Estimation of working capital.

Suggested Readings:

- | | | |
|---|---|---------------|
| 1. Strategic Financial Management | - | G.P. Lakhoria |
| 2. Strategic Financial Management (Hindi) | - | N.P. Agarwal |

Project Planning Management

M. Com FIN 403

Credit 3(0+3)

Unit I-Project : Meaning, Characteristics and steps, Project Life Cycle, Causes of Project Failure. Role and qualities of a project Manager Classification of project, Project Identification, Sources of project ideas, Considerations for initial selection of projects.

Unit II- Project Formulation : Pre-feasibility study, Project Feasibility Analysis: Market Analysis, Technical Analysis, Financial Analysis, Economic Analysis.

Unit III- Project Finance : Direct Financial Assistance, Bridge Loans, Specific assistance scheme of Financial Institutions. Project Organization structure, Selection of project manager. Authority and Responsibilities of a project manager

Unit IV- Project Implementation : Pre-requisites for successful implementation. Project Management Systems; characteristics, Necessity, Project Management Information System

Unit V- Project Audit : Ex-post project evaluation, Human aspect of project management, Environment Appraisal of Projects (a brief review).

Suggested Readings:

1. N.P. Agarwal - Project Planning & Management
2. Prasanna Chand - Project Planning & Management
3. Chowdhri S.C - Project Planning & Management
4. Singh Narendra - Project Planning & Management

Indian Financial System

M. Com FIN 404

Credit 3(0+3)

Unit I-Introduction to Financial System : Components, functions, Nature and Role, Relationship between financial system and Economic growth.

Unit II- Money Market in India : Meaning, functions, Development of Money Market in India, Money Market Instruments. Capital Market: Meaning, functions and reforms.

Unit III- Depositories and Custodians : Depository System NSDL, CSDL, Stock Holding Corporation of India. Derivatives Market, Concept, Benefits and Need. Types of Financial derivatives, Forward and future contracts, Options, Futures, Types and Benefits.

Unit IV- Credit Rating : Concept and significance, Credit Rating Agencies in India, and Forfeiting. Factoring.

Unit V- Mutual Funds : Introduction, History, Types, Organization, Regulation over Mutual Funds, Financial, Objectives of Financial system reforms.

Suggested Readings :

1. Indian Financial System - B. Pathak
2. Indian Financial System - Khan & Jain

EMPLOYMENT ORIENTED PROJECT WORK

M. Com.- FIN 405

Credit 8(0+8)