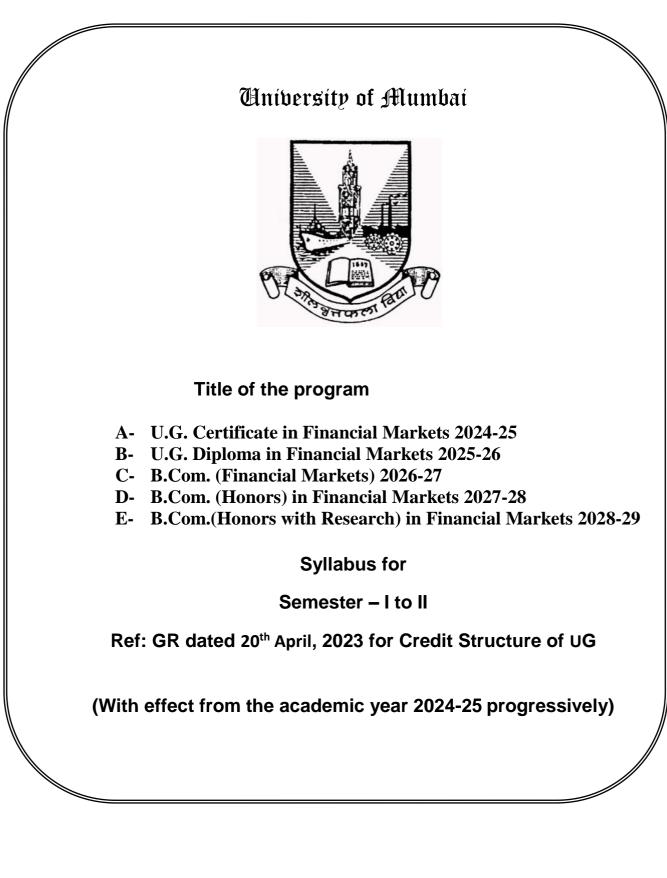
AC – 24/11/2023 Item No. – 7.5 (N)

AS PER NEP 2020



University of Mumbai



(As per NEP 2020)

Sr. No.	Heading		Particulars
1	Title of program O:A	A	U.G. Certificate in Financial Markets
	O:B	В	U.G. Diploma in Financial Markets
	0:C	C	B.Com. (Financial Markets)
	O:D	D	B.Com. (Honors) in Financial Markets
	O:E	E	B.Com. (Honors with Research) in Financial Markets
2	Eligibility O:A	A	12 th OR Passed Equivalent Academic Level 4.0
	O:B	В	Under Graduate Certificate in Financial Markets OR Passed Equivalent Academic Level 4.5
	0:C	C	Under Graduate Diploma in Financial Markets OR Passed Equivalent Academic Level 5.0
	O:D	D	B. Com. (Financial Markets) with minimum CGPA of 7.5 OR Passed Equivalent Academic Level 5.5
	O:E	E	B. Com. (Financial Markets) with minimum CGPA of 7.5 OR Passed Equivalent Academic Level 5.5
3	Duration of program R:	A	One Year
		В	Two Years
		С	Three Years
		D	Four Years
		E	Four Years
4	Intake Capacity R:	60	

5	Scheme of Examination R:	60% Indiv	Internal External, Semester End Examination vidual Passing in Internal and External nination
6	R: Standards of Passing	40%	
7	Credit Structure Sem. I - R:A Sem. II - R:B	Attac	ched herewith
	Credit Structure Sem. III - R:C Sem. IV - R:D		
	Credit Structure Sem. V - R:E Sem. VI - R:F		
8	Semesters	A B C D E	Sem I & II Sem III & IV Sem V & VI Sem VII & VIII Sem VII & VIII
9	Program Academic Level	A B	4.5 5.0
		C	5.5
		D	6.0
		Е	6.0
10	Pattern	Seme	ester
11	Status	New	
12	To be implemented from Academic Year Progressively	From	Academic Year: 2024-25

Sign of the BOS Prin. Dr. Vishnu N. Yadav Board of Studies in Financial Market Sign of the Offg. Associate Dean Dr. Ravikant Balkrishna Sangurde Faculty of Commerce Sign of the Offg. Associate Dean Prin. Kishori Bhagat Faculty of Management Sign of the Offg. Dean Prof. Kavita Laghate Faculty of Commerce & Management

Preamble

1) Introduction

B.Com.in Financial Market program is designed to provide students with a comprehensive understanding of essential concepts and practices related to Financial Resources, Financial Systems, and financial Markets effectively. The course encompasses various aspects of market operations, financial analysis, and decision-making, aiming to equip learners with the knowledge and skills required to excel in the corporate world or as entrepreneurs. This program is designed to provide students with a comprehensive understanding of how financial markets operate, the instruments traded within them, and the various factors that influence their behavior.

2) Aims and Objectives

- To develop the Ability to engage in reflective and independent thinking by understanding the concepts in finance.
- To develop the ability to think rationally, analyses situations and solve problems effectively
- To orient the students with a learner centric approach in the domains of finance.
- To provide a fillip to employability of learners through exploring the various dimensions of financial markets.
- To equip the students through a bottom-up approach in understanding the global perspectives of financial aspects in the economy.
- To demonstrate empathy towards social concerns, develop equity centered national development approach and act with an informed awareness of issues and participate in civic life through volunteering.

3) Learning Outcomes

- Learners will learn the approach of finance in the given circumstances.
- They will understand the various financial concepts and their use in the related areas.
- Learning of finance aspects will give them an array of opportunities in the finance areas.
- Learners will develop ability to search for, locate, extract, organize, evaluate and use or present information that is relevant to a particular topic
- They will be technologically updated and independent enough in this world of digitization.

4) Any other point (if any)

Under Graduate Certificate in Financial Markets

Credit Structure (Sem. I & II)

Leve l	Semeste r	Major		Minor	OE	VSC, SEC (VSEC)	VEC,	OJT, FP,	Cum. Cr./	Degree/ Cum. Cr
		Mandatory	Elective s			~ -/	IKS	CEP , CC, RP	Sem.	
	I	6 (4+2) Introduction of Financial System (4) Basics of Financial		-	2+2	Credit Rating: Principles and Practices (2) OR Stock Market for Beginners (2)	AEC: 2, VEC: 2, IKS:2	CC :2	22	UG Certificat 44
4.5	R:	Services (2)	3							
	II	Principles of Investment (4)		2	2+2	VSC:2, SEC:2 Negotiation Skills for Finance Professionals (2)	AEC: 2, VEC: 2	CC :2	22	
		Financial Market Environment (2)				OR Personal Financial				
	Cum Cr.	12	-	2	8	Planning (2) 4+4	4+4+2	4	44	

Under Graduate Diploma in Financial Markets

Credit Structure (Sem. III & IV)

Level	Semester	Major Mandatory	Elective s	Mino r	OE	VSC, SEC (VSEC)	AE C, VE C, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. / Sem.	Degree Cum. C
5.0		8(2*4) Equity Markets (4) Debt Markets (4)		4		VSC:2, Day Trading Techniques & Practices (2) OR Sector Analysis in Financial Markets (2)	AEC:2	FP: 2 CC:2 CC:2	22	UG Diplom 88
		D 8 Commodity Markets (4) Treasury Management (4) 28		4	2	SEC:2 6+6	AEC:2	CEP: 2 CC:2 CC:2 8+4	88	

B.Com. (Financial Markets)

Credit Structure (Sem. V & VI)

	R:_	E								
Level	Seme ster	Мај	or	Minor	O E	VSC, SEC (VSEC)	AEC , VEC	OJT, FP, CEP,	Cu m. Cr.	Degree Cum. Cr.
		Mandatory	Electives				, IKS	CC, RP	/ Sem.	
5.5		10 Technical Analysis (4) Marketing for Financial Services (4) Foreign Exchange Market (2)	4 Mutual Fund Management (4)	4		VSC: 2 Artificial Intelligence in Financial Markets (2) OR Financial Journalism (2)		FP/ CE P: 2	22	UG Degree 132
	R:_	l	F			<u> </u>			1	
		10 Financial Derivatives (4) Risk Management (4)	Security Analysis & Portfolio Management (4)	(4)				OJT :4	22	
		Venture Capital and Private Equity (2)								
	Cu m Cr.	48	8	18	12	8+6	8+4+ 2	- 8+6 +4	132	

[Abbreviation - OE – Open Electives, VSC – Vocation Skill Course, SEC – Skill Enhancement Course, (VSEC), AEC – Ability Enhancement Course, VEC – Value Education Course, IKS – Indian Knowledge System, OJT – on Job Training, FP – Field Project, CEP – Continuing Education Program, CC – Co-Curricular, RP – Research Project]

B.Com. in Financial Markets

SEMESTER - I

Major Mandatory Introduction of Financial System

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ι
COURSE TITLE	Introduction of Financial System
VERTICAL/CATEGORY	MAJOR MANDATORY (CORE)
COURSE LEVEL	4.5
COURSE CREDIT	4
HOURS PER WEEK	4

COURSE OBJECTIVE

This course provides an overview of the financial system, comprehensive understanding of the key components of financial markets and the role they play in the economy and financial markets.

	Modules at a Glance				
UNIT NO	Modules	No. of Lectures			
1	Overview of Financial System	15			
2	Financial Markets	15			
3	3 Financial Instruments				
4 Financial Regulators		15			
	TOTAL HOURS	60			

Sr.No	Modules/Units
1	Overview of Financial System
	Meaning - Components - Stages in the development of Indian Financial system - Role of
	Indian Financial System - Challenges of Indian Financial System - Structure of Indian
	Financial System: Financial Institutions, Financial Markets, Financial Instruments and
	Financial regulators.
2	Financial Markets
	Capital markets, Money Markets, Foreign Exchange Market, Commodity Markets,
	Derivative Markets, Meaning, classification and structure, sub-segments, Role played,
	participants.
3	Financial instruments
	Meaning and classification of financial instruments, (Multiple ways of classifying financial
	instruments), Types of financial instruments, Evaluation of financial instruments (risk
	return trade-off), Characteristics of financial instruments, New financial instruments
4	Financial Regulators
	Regulators of Financial System in India – The role of regulators – The RBI as the regulator
	of Indian Financial System – SEBI: Functions and powers – PFRDA: Structure, Functions
	and Powers - National Pension Scheme: Understanding and Benefits - IRDAI: Role and
	Functions – Banking and Insurance Ombudsman: Role and Functions.
Refere	nce Books:
• • •	Principles & Practices of Bank Management by Rao Subba, Khanna P K. Management Of Banking And Financial Services by Paul Justin, Suresh Padmalata. Financial Services by Dharmaraj E. Financial Services by Khan M.Y. Financial Services : Text, Cases And Strategies by Rao Mohan P., Hyderabad R.L. Financial Services by Batra G.S., Dangwal R.C. Financial Services by Khan M.Y., Jain P.K.

Major Mandatory Basics of Financial Services

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	I
COURSE TITLE	Basics of Financial Services
VERTICAL/CATEGORY	MAJOR MANDATORY
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This course provides the learner with an understanding of financial services and their role in economic development

	Modules at a Glance				
UNIT NO	Modules	No. of Lectures			
1	Financial Services and Capital Market Intermediaries	15			
2	2 Fund and Fee based Financial Services				
	TOTAL HOURS				

Sr.	Modules/Units
No	
1	Financial Services and Capital Market Intermediaries
	Introduction: Concept- Objectives- Functions- Characteristics- Classification- Role-
	Challenges-Factors contributing to the growth-Innovations.
	Intermediaries in the Financial system: Merchant Bankers, Depositories, Brokers and
	Sub broker Meaning, Definition, Functions and Services provided by
	Intermediaries.
2	Fund and Fee based Financial Service
	Fund based services: Banking Services, Insurance, Hire purchase, Leasing, Venture
	capital, Mutual funds, Pension funds, Money Market funds.
	Fee Based Services: Discounting, Factoring, Forfeiting, Securitization and Advisory
	Services.
Refere	ences:

- M.Y.Khan: "Financial Services", TATA McGraw Hill;
- Dr S Guruswamy, Essentials of financial services, Tata McGraw-Hill Publishing Co.Ltd., New Delhi.
- Merchant Banking, NISM, Taxmann.
- Bharti V Pathak, The Indian Financial system Market, Institutions and Services, Pearson

Vocational Skill Course (VSC) Credit Rating: Principles and Practices

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ι
COURSE TITLE	Credit Rating: Principles and Practices
VERTICAL/CATEGORY	Vocational Skill Course
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This vocational skills course focuses on hands-on learning through practical exercises, case studies, and simulated projects, enabling participants to apply their knowledge in real-world scenarios. The emphasis on industry trends and future developments ensures that participants are well-prepared for the evolving landscape of credit rating in the financial sector.

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Introduction to Credit Rating	15
2	Methodologies, process and Investment Decisions	15
	TOTAL HOURS	30

Sr.No	Modules/Units	
1	Introduction to Credit Rating	
	Definition of credit rating, Historical evolution and importance in financial	
	markets, Role of credit rating agencies	
	Identifying challenges faced by credit rating agencies, Exploring emerging	
	trends in credit rating methodologies, Evaluating the impact of technology on	
	credit rating practices	
	Assessing Financial health for credit rating	
2	Methodologies, process and Investment Decisions	
	Overview of different credit rating methodologies, Analyzing quantitative and	
	qualitative factors in credit assessment, Case studies on credit rating	
	methodologies	
	Steps involved in credit rating assessment, Due diligence and data collection,	
	Rating committee process and decision-making	
	Understanding the influence of credit ratings on investment decisions, Impact of	
	credit ratings on bond yields and pricing	
	credit ratings on bond yields and pricing Case studies on the relationship between credit ratings and investment outcomes	

- Financial Statement Analysis and Security Valuation by Stephen H. Penman.
- Corporate Credit Analysis by Blaise Ganguin and John Bilardello.
- Credit Risk Management: Basic Concepts by Tony Van Gestel, Bart Baesens, and Wouter Verbeke.
- Credit Rating Agencies: Self-regulation, Statutory Regulation, and Case Law Regulation by Christian Bartholomew and Mabouba Diagne.

Vocational Skill Course (VSC) Stock Market for Beginners

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ι
COURSE TITLE	Stock Market for Beginners
VERTICAL/CATEGORY	Vocational Skill Course
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This Course will provide an insight towards stock market and its functions. It will help them to know about basics of Stock Markets.

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Stock Market and Trading Mechanism	15
2	Understanding Price Fluctuations and Market Indices	15
	TOTAL HOURS	30

Sr.No	Modules/Units	
1	Stock Market and Trading Mechanism	
	Primary and Secondary Market- Types of Securities traded, IPO and related	
	concepts, how to apply for the same, Demat Account, Secondary Market V/s	
	Primary Market, Market Capitalization and its categories, BSE and NSE,	
	Procedure to place orders in secondary market. Online Trading, Types of	
	Orders and Trading Mechanism.	
2	Understanding Price Fluctuations and Market Indices	
	Macroeconomic Factors, Corporate Actions like Dividend, earning, Bonus and	
	their impact on prices, Investors sentiments and their impact.	
	Index meaning, Types, BSE and NSE Indices, Dow Jones, NASDAQ, S&P 500	

Reference Books:

- Financial Services, Dr.S Gurusamy, The MgrawHill companies, 2 edition (26 June 2009).
- Financial Markets and Financial services, Vasant Desai, Himalaya Publishing House, First Edition edition (2010).
- Financial Services, M.Y.Khan, Tata Mc-Graw Hill Publishing Company Ltd, Ninth edition (2017).
- Financial Markets and Services –E.Gordon and K.Natanrajan, Himalaya Publishing House, Tenth Edition edition (2016)

B.Com. in Financial Markets

SEMESTER - II

Syllabus

Major Mandatory Principles of Investment

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ш
COURSE TITLE	Principles of Investment
VERTICAL/CATEGORY	MAJOR MANDATORY
COURSE LEVEL	4.5
COURSE CREDIT	4
HOURS PER WEEK	4

COURSE OBJECTIVE

This course provides comprehensive understanding of investment principles, vehicles and practices.

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Fundamentals of Investments	15
2	Time Value of Money	15
3	Investment Vehicles	15
4	Ethics and Regulations in Investments	15
	TOTAL HOURS	60

Sr.No	Modules/Units	
1	Fundamentals of Investments	
	Definition and Types of Investments	
	- Investment Objectives and Risk-Return Trade-offs	
	- Financial Markets and Instruments	
2	Time Value of Money	
	Future value and present value concepts	
	- Calculating compound interest and discounting cash flows	
	- Applications in investment decision-making	
3	Investment Vehicles	
	Stocks and equity investments	
	- Bonds and fixed-income securities	
	- Mutual funds and Exchange-Traded Funds	
4	Ethics and Regulations in Investments	
	Code of ethics for investment professionals	
	- Legal and regulatory considerations in investment practices	
	- Ethical decision-making in investment management	

Reference Books:

- Security Analysis Authors: Benjamin Graham, David Dodd
- Investment Valuation: Tools and Techniques for Determining the Value of Any Asset - Author: Aswath Damodaran
- Donald E. Fisher and Ronald J. Jordan: Securities Analysis and Portfolio Management, Prentice Hall, New Delhi
- Prasanna Chandra, Investment Analysis and Portfolio Management, McGraw Hill Education India
- Machi Raju, H.R.: Working of Stock Exchanges in India, Wiley Eastern Ltd, New Delhi

Major Mandatory Financial Market Environment

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ш
COURSE TITLE	Financial Market Environment
VERTICAL/CATEGORY	MAJOR MANDATORY
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This course provides a comprehensive overview of the financial market environment, covering foundational concepts, market structures, and macroeconomic influences,

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Introduction to Financial Market environment	15
2	Market Forces and Macroeconomic Influences	15
	TOTAL HOURS	30

Sr.No	Modules/Units	
1	Introduction to Financial Market environment	
	Definition and Scope of Financial market environment-Internal Vs. External factors-	
	Market Structure and Trading Mechanisms	
	- Stock Markets: Exchanges and Trading Systems	
	- Bond Markets: Primary and Secondary Markets	
	- Derivatives Markets: Futures and Options	
	- Forex Markets: Currency Trading	
	- Electronic Trading and High-Frequency Trading	
2	Market Forces and Macroeconomic Influences	
	Supply and Demand Dynamics in Financial Markets	
	- Impact of Economic Indicators on Markets	
	- Interest Rates and Their Effects	
	- Global Economic Events and Market Reactions	
	- Regulatory Changes and Market Adaptations	

References:

- Indian Financial System Authors: M. Y. Khan, P. K. Jain
- Financial Markets and Services Author: Gordon Natarajan
- Investment Management: A Modern Approach- Author: R. K. Agarwal, S. P. Gupta
- Financial Markets and Institutions in India- Author: Preeti Singh
- Indian Financial Market: A Practical Approach- Author: Kevin (K. L. Dhingra)

Vocational Skill Course (VSC) Negotiation Skills for Finance Professionals

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	Ш
COURSE TITLE	Negotiation Skills for Finance Professionals
VERTICAL/CATEGORY	Vocational Skill Course
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This course will develop practical negotiation skills tailored for the finance industry, fostering a comprehensive understanding of both theoretical concepts and their real world applications

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Foundations of Negotiation	15
2	Negotiation Strategies and Ethical Considerations	15
	TOTAL HOURS	30

Sr.No	Modules/Units	
1	Foundations of Negotiation	
	Understanding negotiation fundamentals	
	- Identifying key elements in financial negotiations	
	- Analyzing negotiation styles and approaches	
	Effective Communication in Finance Negotiations	
	Verbal and non-verbal communication skills	
	- Active listening techniques	
	- Building rapport and trust in financial discussions	
2	Negotiation Strategies and Ethical Considerations	
	Negotiation Strategies for Finance Professionals	
Creating value in financial negotiations		
	- Handling difficult negotiations in the finance industry	
	- Case studies and role-playing exercises	
	Navigating legal frameworks in finance negotiations	
	- Ethical considerations in financial decision-making	
	- Compliance and negotiation practices	

Reference Books:

- Financial Intelligence, Revised Edition: A Manager's Guide to Knowing What the Numbers Really Mean Authors: Karen Berman, Joe Knight, John Case
- Negotiation Genius: How to Overcome Obstacles and Achieve Brilliant Results at the Bargaining Table and Beyond - Authors: Deepak Malhotra, Max H. Bazerman
- The Handbook of Negotiation and Culture Editors: Michele J. Gelfand, Jeanne M. Brett
- The Art of Strategy: A Game Theorist's Guide to Success in Business and Life Author: Avinash K. Dixit, Barry J. Nalebuff

Vocational Skill Course (VSC) Personal Financial Planning

PROGRAM	B.COM (FINANCIAL MARKETS)
SEMESTER	П
COURSE TITLE	Personal Financial Planning
VERTICAL/CATEGORY	Vocational Skill Course
COURSE LEVEL	4.5
COURSE CREDIT	2
HOURS PER WEEK	2

COURSE OBJECTIVE

This course provides an understanding of personal financial planning process and its applications. Also, learners will apply cash management, budgeting, forecasting and monitor incomes and expenditures

Modules at a Glance		
UNIT NO	Modules	No. of Lectures
1	Introduction to Personal Financial Planning	15
2	Personal Financial Planning Process	15
	TOTAL HOURS	30

Sr.No	Modules/Units	
1	Introduction to Personal Financial Planning	
Meaning and applications of Personal financial planning, Investme		
	for individuals, financial investment products- Cash inflows and outflows -	
	Cash Management, Income and expenditure statement, Budgeting and	
	forecasting, Monitoring budgets and provisions for savings, Personal Balance sheet and Net Worth.	
2	Personal Financial Planning Process	
	Establish and Define the Relationship with the Client, Collect Client's	
	Information, analyze client's financial status, Risk Profile and Determ	
	Financial Goals, Develop Financial Planning.	

Reference Books:

- Personal finance by Jack R Kapoor The McGraw Hill
- Financial advising by MACMILLan IIBF
- Personal financial planning The ICFAI university

Letter Grades and Grade Points:

Semester GPA/ Programme CGPA Semester/ Programme	% of Marks	Alpha-Sign/ Letter Grade Result	Grading Point
9.00 - 10.00	90.0 - 100	0 (Outstanding)	10
8.00 - < 9.00	80.0 - < 90.0	A+ (Excellent)	9
7.00 - < 8.00	70.0 - < 80.0	A (Very Good)	8
6.00 - < 7.00	60.0 - < 70.0	B+ (Good)	7
5.50 - < 6.00	55.0 - < 60.0	B (Above Average)	6
5.00 - < 5.50	50.0 - < 55.0	C (Average)	5
4.00 - < 5.00	40.0 - < 50.0	P (Pass)	4
Below 4.00	Below 40.0	F (Fail)	0
Ab (Absent)	-	Ab (Absent)	0

Appendix B

4		
1.	Necessity for starting the course:	Since many students have an early interest in finance, they might select this field of study and have a rewarding career. Accounting, financial markets, financial instruments, and financial management are all required for the Bachelor of Commerce in Financial Markets degree. Financial Markets gives a clear understanding of the financial instruments and responsibilities. This Programme is designed for participants who want complete knowledge of the financial market and stock market. Financial markets programme provides a comprehensive overview, systematic evaluation of bonds, stock, and money.
2.	Whether the UGC has	
	recommended the course:	YES
3.	Whether all the courses have	This Programme will commence from Academic
	commenced from the academic	year 2024-25
	year 2023-24	
4.	The courses started by the	Self - Finance
	University are self-financed,	
	whether adequate number of	
	eligible permanent faculties are	
	available?:	
5.	To give details regarding the	A- U.G. Certificate in Financial Markets 2024-
5.	duration of the Course and is it	A- 0.G. Certificate in Financial Markets 2024- 25
		B- U.G. Diploma in Financial Markets 2025-26
	possible to compress the	 C- B.Com. in Financial Markets 2026-27 D- B.Com. (Honors)in Financial Markets 2027-
	course?:	28
		E- B.Com.(Honors with Research) in Financial
		Markets 2028-29
6.	The intake capacity of each	Intake Capacity : 60
	course and no. of admissions	
	given in the current academic	
	year:	
L		

Justification for B.Com. (Financial Market)

7.	Opportunities of Employability /	After completing the BFM various career options
	Employment available after undertaking these courses:	are available, including becoming an auditor, accountant, export or import manager, tax consultant, stockbroker, or financial risk
		manager.

Sign of the BOS Prin. Dr. Vishnu N. Yadav Board of Studies in Financial Market Sign of the Offg. Associate Dean Dr. Ravikant Balkrishna Sangurde Faculty of Commerce Sign of the Offg. Associate Dean Prin. Kishori Bhagat Faculty of Management Sign of the Offg. Dean Prof. Kavita Laghate Faculty of Commerce & Management