

# M.A. Applied Economics

Scheme & Syllabus

(To be effective from the Academic Session ~~2024-25~~ <sup>2024-25</sup>)



**Department of Economics**  
**Gurugram University,**  
**Gurugram**

(A State Govt. University Established Under Haryana Act 17 of 2017)

Y. S. S.  
16/6/25

# Gurugram University, Gurugram

(Established by the State Legislature Act 17/2017)

Sector-51, Gurugram -122003 (Haryana)



Minutes of the Meeting of the ~~UG~~/PG Board of Studies in the Department of  
ECONOMICS of Gurugram University, Gurugram held on  
16.06.2025 at 11:00 AM/PM in Board Room of the University

**Minutes of the meeting of UG/PG Board of Studies held on 16.06.2025**  
**at the Board Room of the University.**

Members Present:

1.	Prof. Neera Verma, Chairperson, Dept. of Economics, GUG	Convener
2.	Prof. R.K Mittal, Vice-Chancellor, Babasaheb Bhimrao Ambedkar University, Lucknow	Outside Expert
3.	Prof. Surender Kumar, Delhi School of Economics, university of Delhi	Outside Expert
4.	Dr. Ajay Garg, corporate Valuers Councils & Lawyer, AGB & Partners, Faridabad	Industry Expert
5.	Mr. Satyam Tiwari, Program Manager, New Distribution Initiatives & Talent Academy, Gurugram	Alumni Representative

6. Dr. Anjana Nagpal, Associate Professor, DSD College, Gurugram Member

At the outset the Convener of UG/PG BOS extended a hearty welcome to all the members for attending the meeting of the Board of Studies. Thereafter, the agenda items were taken up and after detailed deliberations, the following decisions were taken:

**Item No. UG/PG BOS/01\*/01\*\*:**

**Agenda:** Approval of scheme & syllabus of M.A. Economics for 3<sup>rd</sup> and 4<sup>th</sup> Semester as per NEP 2020.

**Resolution/ Decision:** Semester 3 & Semester-4 scheme and syllabi were discussed in detail. The same as approved with specific changes for implementation w.e.f. 2025-26.

**Item No UG/PG BOS/01/02**

**Agenda:** Approval Panel of examiners for theory and practical of odd/even semester session-2025-26.

**Resolution/ Decision:** The Chairperson was authorized to recommend the panel of examiners for theory and practical of odd/even semesters session 2025-26.

**Item No UG/PG BOS/01/02**

**Agenda:** Any other item-Scheme & Syllabus of M.A (Applied Economics) Sem 3 and 4.

**Resolution/ Decision:** the scheme & Syllabus already approved in the previous meeting of PGBOS was reviewed. It was approved after incorporation of suggestions.

\*Meeting Number

\*\*Agenda Number

Signature of the members

## Scheme of Programme

### Semester I

Course Code	Course Title	Course ID	L	T	P	Credits	Internal Assessment	ESE	Total
<b>Core Course(s)</b>									
CC101	Micro Economic Theory and Applications-I		4	0	0	4	30	70	100
CC102	Macro Economic Theory and Policy-I		4	0	0	4	30	70	100
CC103	Mathematics for Economics		4	0	0	4	30	70	100
CC104	Indian Economy		4	0	0	4	30	70	100
<b>Generic Elective Course(s)</b>									
GEC105	Entrepreneurship/One from list (One from Pool of Courses)		4	0	0	4	30	70	100
<b>Ability Enhancement Course(s)</b>									
AEC106	Foreign Language- I (One from Pool of Courses)		2	0	0	2	15	35	50
<b>Skill Enhancement Course(s)</b>									
MCC106B	Business Communication (One from Pool of Courses)		2	0	0	2	15	35	50
<b>Total Credits</b>			<b>24</b>			<b>24</b>			<b>600</b>

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## Semester II

Course Code	Course Title	Course ID	L	T	P	Credits	Internal Assessment	ESE	Total
CC201	Micro Economic Theory and Applications-II		4	0	0	4	30	70	100
CC202	Macro Economic Theory and Policy-II		4	0	0	4	30	70	100
CC203	Statistics for Economics		4	0	0	4	30	70	100
<b>Discipline Specific Course(s)</b>									
DSE (Two from Pool of Courses)	DSE204 Health Economics DSE205 Public Economics DSE206 Demography DSE207 Environmental Economics DSE208 Industrial Economics		4	0	0	4	30	70	100
<b>Ability Enhancement Course(s)</b>									
AEC209 (One from Pool of Courses)	Foreign Language- II		2	0	0	2	15	35	50
<b>Skill Enhancement Course(s)</b>									
SEC210 (One from Pool of Courses)	Data Analysis with Statistical Softwares		0	0	4	2	15(P)	35(P)	50
<b>Value Addition Course(s)</b>									
VAC211 (One from Pool of Courses)	Choose one from the University list/MOOC		2	0	0	2			50
<b>Total Credits</b>			<b>24</b>	<b>4</b>	<b>26</b>				<b>650</b>

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### Semester III

Course Code	Course Title	Course ID	L	T	P	Credits	Internal Assessment	ESE	Total
CC301	International Economics		4	0	0	4	30	70	100
CC302	Basic Econometrics		4	0	0	4	30	70	100
CC303	Research Methodology		4	0	0	4	30	70	100
<b>Discipline Specific Course(s)</b>									
DSE (Two from Pool of each specialisation Courses)	<b>(A) Specialization: Finance</b>								
	DSEF304: Financial Economics DSEF305: International Financial Markets DSEF306: Financial Derivatives DSEF307: Financial Regulations and Supervision DSEF308: Economics of Insurance								
	<b>(B) Specialization: International Trade &amp; Business</b>		4	0	0	4	30	70	100
	DSEIB304: International Marketing DSEIB305: International Financial Markets DSEIB306: WTO and Trade DSEIB 307: Foreign Trade Procedures and Documentation DSEIB308: India's Foreign Trade and Policy								
<b>General Elective Course(s)</b>									
GEC309 (One from Pool of Courses)	Data Analytics/ Personal Finance/One from list provided by the University (offered by other departments)		4	0	0	4	30	70	100
<b>Skill Enhancement Course(s)/ Internship/Apprenticeship/project/ Community Outreach</b>									
SEC310OR PTI310 Proj ect/Training /Internship	Internship/Practical Training/ Seminar		0	0	4	2			50

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(One from Pool of Courses)									
<b>Value Addition Course(s)</b>									
VAC311 (One from Pool of Courses)	Choose one from the University list/MOOC	2	0	0	2				50
<b>Total Credits</b>		<b>26</b>	<b>4</b>	<b>28</b>					<b>700</b>

### Semester IV

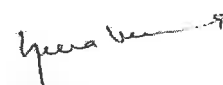
Course Code	Course Title	Course ID	L	T	P	Credits	Internal Assessment	ESE	Total
CC401	Economics of Growth & Development		4	0	0	4	30	70	100
CC402	Advanced Econometrics		4	0	0	4	30	70	100
<b>Discipline Specific Elective Course(s)</b>									
DSE (Two from Pool of each specialization Courses)	<b>A) Specialization: Finance</b>								
	*DSEF403: Operations Research Techniques								
	DSEF404: Fixed Income Securities								
	DSEF405: Empirical Methods in Finance								
	DSEF406: Topics in Behavioral Finance		4	0	0	4	30	70	100
	DSEF 407: Risk Management: Theory and Practice								
	**DSEF408: Dissertation /Project Report		0	0	0	8**			
DSE	<b>B) Specialization: International Trade &amp; Business</b>								
	*DSEIB403: Operations Research Techniques								
	DSEIB404: International Logistics		4	0	0	4	30	70	100



### Details of courses

	After 2 years		
	No of courses	No of credits per course	Total no of credits
<b>Core Courses</b>	12	4	<b>48</b>
<b>Discipline Specific Elective Courses</b>	6	4	<b>24</b>
<b>Generic Elective Courses</b>	2	4	<b>8</b>
<b>Ability Enhancement Courses</b>	3	2+2+4	<b>8</b>
<b>Skill enhancement</b>	2	2	<b>4</b>
<b>Value Added Courses</b>	2	2	<b>4</b>
<b>Internship/Project/training</b>	1	2	<b>2</b>
<b>*Dissertation/Project work</b>	-	-	<b>-</b>
<b>TOTAL</b>			<b>98</b>

\*Dissertation/ Project work is included in Discipline Specific Elective for 8 credits



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### Learning Outcome Index

Semester	PSO →	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	PSO9
	Course No. ↓									
I	CC101				√	√			√	
	CC102	√			√		√		√	
	CC103			√			√	√		√
	CC104			√		√	√	√	√	√
	GEC105	√	√		√				√	√
	AEC106								√	
	MCC106 B			√				√		
II	CC201				√	√			√	
	CC202	√			√		√		√	
	CC203			√				√		
	DSE	√	√		√		√		√	
	DSE	√	√		√		√		√	
	AEC209			√		√		√		
	SEC210							√	√	√
	VAC211									
III	CC301	√	√						√	√
	CC302									
	CC303									
	DSE									
	DSE									
	GEC309									
	SEC 310/PTI 310									
	VAC 311									
IV	CC401									
	CC402									
	DSE									
	DSE									
	AEC 408									

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### SEMESTER III

CC301	International Economics	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

#### Note For the paper Setter

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus ( $2*7=14$  marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

#### Course objective

The objective of this course is augmenting the knowledge of students with practices and theories of trade between nations. In addition, it further evaluates the justification usually given for trade restrictions, describes the importance and effects of economic integration and explains the political economy of trade agreements.

#### Course Outcomes

CO1: Understand, explain, compare and critically evaluate the classical and neo classical trade theories.

CO2: Learn, compare and critically evaluate the new trade theories and their relevance in today's scenario.

CO3: Understand the pattern, scope, potential and related issues of trade in services.

CO4: Understand the theories of protection and develop the ability to appreciate the economic integration and its impacts.

#### Unit-I

##### Classical Theories of Trade

Teaching Hour:12

Mercantilist's views on Trade, Adam Smith's Absolute Cost Advantage theory of trade, Ricardo's Comparative Cost Advantage theory, Extension of Ricardian Model: The Specific Factors Model, Haberler's Opportunity cost theory, Standard Theory of trade: Production function, Community Indifference curve approach and Gains from Trade, Offer curves approach: Trade Indifference curves and Trade offer curves.

#### Unit-II

##### Neo-Classical and Modern Theories of Trade

Teaching Hour: 12

Factor endowments and Heckscher-Ohlin model in competitive factors markets, Stolper-Samuelson Theorem, Rybczynski Theorem and Factor Price Equalization Theorem; Empirical

Evidence - the Leontief Paradox, Technology differences in Heckscher-Ohlin model, Adjustment to changes in technology, Posner's Imitation gap theory, Vernon's Product Cycle Theory.

### Unit-III

#### Trade Policy Issues

Teaching Hour: 12

Free Trade Versus Protectionism - Need for Protection, Tariff and Non-Tariff instruments of Trade Policy, Voluntary Export restraints, Dumping and Antidumping- Countervailing duty, Safeguard actions-Neo Protectionism, Partial Equilibrium Analysis of Trade Policy, General Equilibrium Analysis of Trade Policy, Learner's Symmetry.

### Unit-IV

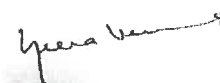
#### Economic Integration and Development

Teaching Hour: 12

Types of integration-Customs union, Regional Trading Blocks, Free trade areas, Emerging issues in SAFTA, ASEAN and EU, Multilateralism vs Regionalism, changing role of WTO in International Trade and Development, Developing economies' issues in WTO, India and WTO.

#### Suggested Readings

- Salvatore, Dominick, International Economics, 6th Edition (1998) Prentice Hall, 11<sup>th</sup> Edition, John Wiley & Sons.
- Sodersten, Bo and Reed, G. (1994), International Economics, 3<sup>rd</sup> Edition, Macmillan Press Ltd., London.
- Krugman P.R. and Obstfeld D. (1994), International Economics: Theory and Policy. Third Edition. Harper Collins. New York.
- Bhagwati, N. Panagariya, A. and T.N. Srinivasan. (1998). Lectures on International Trade, MIT Press.
- Caves, Jones and Frankel (1999), World Trade and Payments, 8th Edition, Addison-Wesley.
- Sawyer, W.C. and Sprinkle R.L. (2003), International Economics, Prentice-Hall of India, New Delhi.
- Suranovic Steven M. (2005), International Trade Theory & Policy Analysis, [Http://internationalecon.com](http://internationalecon.com)
- Hoekman, Mattoo and English (Ed.) (2002), Development, Trade and the WTO – A Handbook, The World Bank, Washington, D.C.
- Feenstra Robert C (2004), Advanced International Trade- Theory and Evidence, Princeton University Press, Princeton.
- Carbaugh, R.J. (2014), International Economics, 12th Edition, South-Western, USA.
- Barbara Ingham (2015), International Economics, Prentice Hall, England.
- Cherunilam, F. (2016) International Economics, The McGraw-Hill, New Delhi.



CC302	Basic Econometrics	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective:** The course is designed to impart the learning of principles of econometric methods and tools. This is expected to improve student's ability to understand of econometrics in the study of economics. This course is intends to provide a thorough and sound understanding of the essential theoretical base, an introduction into the important and useful techniques of modelling and also an understanding of the broad applications of econometrics.

**Course Outcomes:**

CO1: Outline the core concepts and methods in Econometrics, particularly related to classical linear regression model.

CO2: Demonstrate the ability to choose appropriate econometric techniques/methods to analyse and evaluate economic theories and models.

CO3: Make use of R Studio to apply the econometric techniques learnt for analysing real world economic/business data and demonstrate the ability to present and interpret empirical results.

**Unit-I**

**Introduction**

**Teaching Hour: 12**

Nature and Meaning of econometric, functions of econometrics, essential steps of an empirical study; the simple linear regression model: ordinary least squares (OLS) estimators and their properties; Gauss Markov's theorem.

**Unit –II**

**Multiple linear regression model**

**Teaching Hour: 12**

Least Squares estimators and their properties; Concept of R square and Adjusted R square; commonly used functional forms, their choice and interpretation of coefficients; testing of

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hypotheses; testing individual coefficients, testing several coefficients jointly; testing linear combination of coefficients.

### Unit-III

#### OLS assumption violations

Teaching Hour: 12

Problems of multicollinearity, autocorrelation and heteroscedasticity; Nature, consequences, test and remedies.

### Unit-IV

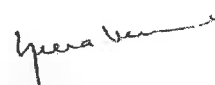
#### Dummy Variables

Teaching Hour: 12

Regression on dummy (qualitative) variables with two categories, with more than two categories-intercept shifters, dummy variable trap, interaction of two categorical variables, Chow test for cross-section data and for time-series data (test structural stability of regression models); The use of dummy variables in seasonal analysis, Qualitative Regression Model; Logit, Probit, Tobit Models.

#### Suggested Readings

- Berndt, E.R. (1991) "The Practice of Econometrics" Reading, Mass: AddisonWesley,
- Gujarati, Damodar, N. (1995), Basic Econometrics, Mc Graw Hill, New Delhi.
- Intriligator, M., R.G. Bodkin, and C. Hsiaq. (1996), Econometric Models, Techniques and Applications.
- Prentice Hall, Johnson, J. (1984), Econometric Methods. New York: Mc Graw-Hill.
- Kmenta, J. (1986), Elements of Econometrics. New York: Macmillan,
- Krishna, K.L. ((1997) (Ed), Econometric Application in India Oxford University Press, New Delhi.
- Lott, W., and S.C. Ray. (1992), Applied Econometrics: Problems and Data Sets. Fort Worth, Tex: The Dryden Press.
- Maddala, G.S. (1977), Econometrics. Mc Graw-Hill, Inc. Page 38 of 41
- Ramanathan, Ramu. (2002), Introductory Econometrics with Applications. South Western: Thomson.



CC 303	Research Methodology	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note for the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

This course aims to provide basic ideas on how to think as a researcher, the various considerations involved in the practice of social research and how these relate to the strategy and design of research.

**Course Outcomes**

CO1: Understand the research process & design, and explain/design the relevant data collection instruments.

CO2: Identify the research strategies best suited for particular types of research questions and analysis

CO3: Develop the ability to draft and present the complete research process including findings, references etc. under ethical considerations.

**Unit I**

**Research**

**Teaching Hour: 10**

Meaning and objectives of research, meaning and formulation of hypothesis, theory, models of a theory, testing of theories and models; Methodology versus methods of research: research problem and selection of research problem; review of literature and its role in selecting a research problem;

**Unit II**

**Research Design**

**Teaching Hour: 14**

Meaning and need for research design: meaning of population, sample and sample size, meaning, types and characteristics of sample design, random and non-random sample, stratified and multi stage random samples, systematic samples.

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### Unit III

#### Data Analysis

Teaching Hour: 12

Methods of data collection: primary and secondary data sources, brief information about databases of Indian economy, nature of cross section, time series and panel data, diagrammatic and tabular presentation of data, pie chart, bar diagram, histogram, scatter diagram, tracing of curve, one way and two way table

Hypothesis testing: parametric and non-parametric tests of hypothesis; correlation and regression analysis.

### Unit- IV

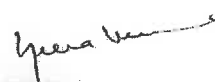
#### Report Writing

Teaching Hour: 12

Meaning, structure, types and importance of report writing, guidelines for effective report writing, Plagiarism and Ethical Issues in Research

#### Suggested Readings

- Ary, D., Jacob, L.C & Sorensen, C.(2010). Introduction to research in education, 8th 5th International edition: USA. Wadsworth Cenage Learning
- Best, J. W. & Kahn J. V. (2005). Research in Education, New Delhi: Prentice Hall.
- Burns, R.B. (1991) Introduction to Research in Education, New Delhi: Prentice Hall.
- Good, C.V. & Douglas, E. S. (1954). Methods in Social Research, New York: Mc Graw Hill.
- Kerlinger, F.N. (1973). Foundation of Behavioral Research, New York: Holt Rinehart and Winston
- Koul, L. (1988). Methodology of Educational Research, New Delhi, Vikas Publications.
- Neuman, W.L. (1997) Social Research Methods: Qualitative and Quantitative Approaches, Boston: Allyn and Bacon.
- Cohen, L. & Lawrence, M. (1980). Research methods in education, London: Groom Helm



Chairperson



DSEF 304	Financial Economics	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

Note For the paper Setter.

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

### Course objective

Financial economics is the branch of economics concerned with the working of financial markets, such as the stock market and the finances of companies. The course focuses equally on the theoretical framework as well as the practical aspects of the functioning of financial markets. The course is intended to provide an in-depth understanding of the operational issues of the capital and debt market network along with its regulatory framework.

### Course Outcomes

CO1: Compare investment alternatives on key investment attributes.

CO2: Apply compounding and discounting formulae to various situations in finance.

CO3: Deliberate the implications of the efficient market hypothesis for investment analysis.

CO4: Discuss the return generating process and the equilibrium risk-return relationship according to the capital asset pricing model and arbitrage pricing theory.

## Unit-I

### Introduction

Teaching Hour: 14

Meaning, scope and objectives of financial economics; the agency problem; maximization of shareholder's wealth; Return and Risk: Historical and Expected; Time Value of Money: Future and Present Value Methods; Newman – Morgenstern Utility Index and Application.

Financial markets and instruments: Equity Market, Debt Market, Money Market and Derivative Market; Mutual Funds: Open-ended Schemes Versus Closed-ended Schemes; Buying and Selling Securities: Order Size, Time Limit, Types of Orders, Margin Accounts.

Efficient Market Hypothesis: Fama's Formulation of Efficient Market Model; Security Price and Random Walk; Testing for Market Efficiency.

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## Unit-II

### Portfolio Theory

Teaching Hour: 12

Efficient Set Theorem: Feasible Set, Selection of Optimal Portfolio; Concavity of Efficient Set; The Market Model: Random Error Terms, Graphical Representation, Beta, Actual Returns; Diversification; Markowitz's Portfolio Approach; New Portfolio Theory; Capital Asset Pricing Model; Arbitrage Pricing Theory; Multi-factor Model; Equity Premium Puzzle; Portfolio Revision.

## Unit-III

### The Valuation of Fixed Income Securities

Teaching Hour: 10

Bond Attributes; Bond Prices; Bond Pricing Theorems; Bond Yields: Current Yield, Yield to Maturity, Yield to Call, Realized Yield to Maturity; Risks in Bonds; The Yield Curve; Term structure of interest rates; Determinants of Yield Spreads; Bond Portfolio Management: The Passive and Active Strategies.

## Unit-IV

### The Valuation of Equity

Teaching Hour: 12

Types of Equity Shares; Free Float Market Capitalization: Sensex and Nifty; Valuation of Preference Shares; Balance Sheet Valuation: Book Value, Liquidation Value, Tobin's  $q$ ; Dividend Discount Model: Single and Multi-Period Valuation Models, Zero Growth Model, Constant Growth Model, Two-Stage Growth Model, H-Model; Free Cash Flow Model; Earnings Multiplier Approach; Earnings-Price Ratio, Expected Return and Growth; Forecasting the Aggregate Stock Market Returns.

### Suggested Reading

- Burton G. Malkiel, *A Random Walk Down Wall Street*, W.W. Norton & Company, 2003.
- David G. Luenberger, *Investment Science*, Oxford University Press, USA, 1997.
- Hull, John C., *Options, Futures and Other Derivatives*, Pearson Education, 6<sup>th</sup> edition, 2005.
- Richard A. Brealey and Stewart C. Myers, *Principles of Corporate Finance*, McGraw-Hill, 7<sup>th</sup> edition, 2002.
- Stephen A. Ross, Randolph W. Westerfield and Bradford D. Jordan, *Fundamentals of Corporate Finance*. McGraw-Hill, 7<sup>th</sup> edition, 2005.
- Thomas E. Copeland, J. Fred Weston and Kuldeep Shastri, *Financial Theory and Corporate Policy*, Prentice Hall, 4<sup>th</sup> edition, 2003
- Luthans. F, Doh P. Jonathan, *International Management: Culture, Strategy and Behavior*, 9<sup>th</sup> edition.

<b>DSEF 305</b>	<b>International Financial Markets</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter.**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The main objective of the course is to provide students with a comprehensive understanding of the structure, functioning, and dynamics of global financial markets. This course typically explores how various financial instruments are traded, valued, and regulated on an international scale.

**Course Outcomes**

- CO1: Introduce students to the fundamental concepts, participants, and instruments that make up the international financial markets landscape.
- CO2: Examine the characteristics, valuation, and trading of international bonds, including government bonds, corporate bonds, and sovereign bonds.
- CO3: Explore various types of international capital markets.
- CO4: Explore the unique challenges and opportunities presented by financial markets in emerging economies.

**UNIT-I**

**Introduction**

**Teaching Hour: 14**

Globalization and the Growth of Derivatives, Euro-currency Market, Euro banking and Euro currency Centers, Term Structure of Euro-currency Rates, Euro-currency Futures and Options, Syndicated Euro-credits.

**UNIT-II**

**Bond Markets**

**Teaching Hour: 12**

International Bond Markets - Introduction, New Issue Procedures in the Eurobond Markets, Eurobond Valuation and Hedging, Interest Rates and Currency Swaps.

**UNIT-III**

**International Capital Markets**

**Teaching Hour: 10**

New Instruments in International Capital Markets, International Banking, International Portfolio Diversification

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## UNIT-IV

### Multilateral agencies

Teaching Hour: 12

International Development banks such as World bank, IFC and others, Regional development banks such as Asian Development bank and others, bilateral agencies.

### Suggested Readings

- Buckley, Adrian, Multinational Finance, Englewood Cliffs, Prentice Hall Inc.
- Eiteman, David K. & Stonehill, Arthur 1, Multinational Business Finance, Addison- Wesley.
- Johnson & Giaccott, Options and Futures. SI Paul, West.
- Kim, Suk & Kim, Seung, Global Corporate Finance: Text and Cases, Miami.
- Shapiro, Alan C., Multinational Financial Management, Prentice Hall of India.



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Chairperson

<b>DSEF 306</b>	<b>Financial Derivatives</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter.**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The objective of this course is to impart knowledge of financial derivatives and risk mitigating techniques.

**Course Outcomes**

CO1: Understand the risk and return relationship and compute yields of bond portfolio.

CO2: Understand and apply the portfolio construction, and asset pricing.

CO3: Understand and apply the fundamental and technical analysis, and efficiency tests of stock markets.

CO4: Understand the concept and valuation of derivatives and design hedging strategies.

**UNIT-I**

**Financial Derivatives**

**Teaching Hour: 10**

Meaning, types, uses and factors driving the growth of derivatives. Forward Contracts v/s Future Contracts. Types of Traders: Futures Markets and the use of Futures for Hedging.

**UNIT-II**

**Future Payoffs**

**Teaching Hour: 13.**

Long futures and short futures. Pricing stock futures: with dividend and without dividend. Application of futures: Hedging, Speculation and Arbitrage. Currency Futures: Meaning, uses and contract details. Interest Rate Futures: Meaning, uses and contract details.

**UNIT-III**

**Stock Options**

**Teaching Hour: 13**

Meaning, types and uses. General factors affecting stock option price. Black Scholes Option Model and Binomial model. Option based investment strategies-bullish, bearish, straddle, strangle and butterfly.

*Yerra Venkata*

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## UNIT-IV

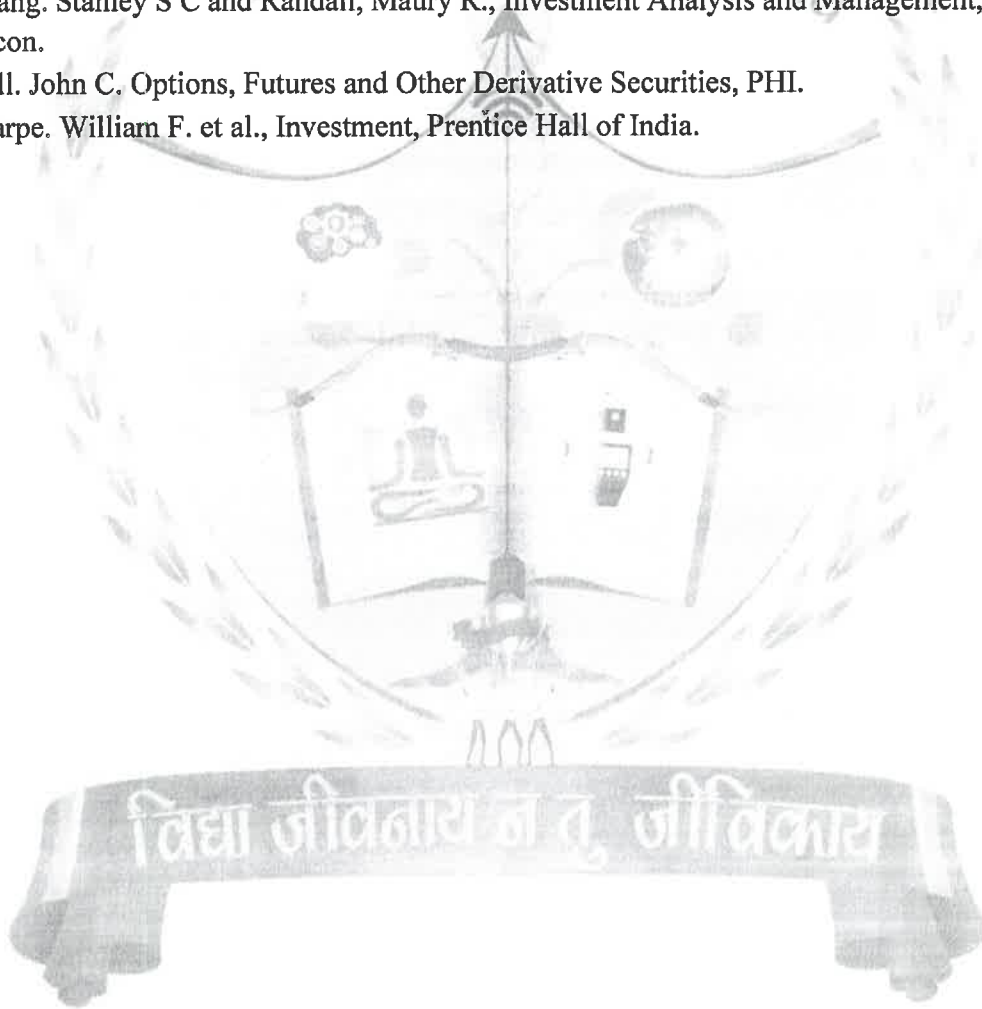
### Swaps

Teaching Hour: 12

Meaning and uses. Currency swaps and interest rate swaps. Introduction to Commodity Derivates: Cereals, metals and energy products. History and Contemporary issues of Indian derivative market.

### Suggested Reading

- Brennet, M., Option Pricing: Theory & Applications. Toronto, Lexington Books.
- Cox, John C and Rubinstein, Mark Options Markets. Englewood Cliffs, Prentice Hall Inc.
- Huang. Stanley S C and Randall, Maury R., Investment Analysis and Management, Allyn and Bacon.
- Hull. John C. Options, Futures and Other Derivative Securities, PHI.
- Sharpe. William F. et al., Investment, Prentice Hall of India.



*Yashwanth*

Chairperson

DSEF 307	Financial Regulations and Supervision	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

Note For the paper Setter.

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

Course objective

The course objectives are designed to provide students with a comprehensive understanding of the principles, practices, and regulatory frameworks governing the financial industry. This course typically focuses on how financial institutions are regulated and supervised to ensure stability, transparency, and consumer protection within the financial system.

Course Outcomes

CO1: Introduce students to the basic ideas, functions, and significance of financial regulation and supervision in preserving a sound and effective financial system.

CO2: To improve the efficiency, stability, inclusiveness, and transparency of a country's financial system.

CO3: To introduce the important regulatory organizations—domestic and international—that govern various financial industry sectors (such as banking, securities, and insurance) and the legal frameworks they uphold.

CO4: Explain how financial institutions assess, manage, and mitigate credit, market, and operational risks and how prudential criteria are set to ensure their safety and soundness.

Unit – I

Financial Regulation

Teaching Hour: 10

Asymmetric information and the rationale for regulation of financial institutions and market, financial market fragility, Evolution of regulatory policies; Cross country Experiences.

## Unit-II

### Financial Sector Reforms

Teaching Hour: 12

Banking sector reforms-phase -phase out of statutory precyton interest rate deregulation etc.- Indian capital market integration, foreign institutional investors, impact of exchange rate variability in a liberalized regime, Issues of GDRs, ADRs

Functions & Working of Regulatory Agencies in India: SEBI, IRDA and PFRDA.

## Unit-III

### Banking Regulation and BIS

Teaching Hour: 15

Banking regulation act 1949, financial stability, banking regulation; Basel norms- Capital Adequacy, Income recognition; provisioning; statuary reserve requirement, CAMELS; liquidity risk and contagion market discipline: issues and evidence market discipline in emerging economies: beyond bank fundamentals; conduct of monetary policy.

## Unit-IV

### Risk Management

Teaching Hour: 11

Various Types of Risks in banking and trading banks; Management of Credit Risks; Market Risks, Liquidity Risks, and Operational Risks-General Principles of Bank Management-Solvency, liquidity and profitability considerations.

### Suggested Readings

- Fabozzi, Frank, Modigliani, Franco, Jones, Frank (Feb 2009), Foundations of Financial Markets and Institutions, International Edition, 4th Edition, Pearson Higher Education.
- Mishkin, Frederic S. Find all the books, read about the author, and more.
- Eakins, Stanley G. (2005), Financial Markets and Institutions (5th Edition), Addison Wesley.
- Howells, Peter, Bain, Keith (2007), Financial Markets and Institutions, 5th Edition.
- Madura, Jeff (2008), Financial Markets and Institutions, 8th edition, Thomson Publications.
- Kidwell, David, Blackwell, David W., Whidbee, David A. et.al. (2008) Financial Institutions, Markets, and Money, 10th Ed., John Wiley & sons.
- Barth, James R., Caprio, Gerard, and Levine, Ross (2008), Bank Regulations are Changing: For Better or Worse?, Association for Comparative Economic Studies.
- Goldstein, Morris (2006), Financial Regulation after the Subprime and Credit Crisis, Washington: Peterson institute.
- Wymeersch, Eddy (2006), The Structure of Financial Supervision in Europe: About Single, Twin Peaks and Multiple Financial Supervisors, Social Science Electronic Publishing, Inc.

*Yana Ven...*

Chairperson

DSEF 308	Economics of Insurance	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

Through this course student will be able understand the various insurances and interrelationship between the Insurance and risk management Sector. It will also enable students to analyze and obtain insights into the practical working of the Insurance Sector.

**Course Outcomes**

CO1: Understand the concept of insurance and how it is used to cover risk.

CO2: Explain the relationship between insurers and insured and the importance of insurance contracts.

CO3: Analyze Financial Statements of an Insurance Company.

CO4: Understand meaning and consequences of asymmetric Information and its application in insurance sector.

**UNIT-I**

**Introduction**

**Teaching Hour: 10**

Introduction to insurance; the evolution and growth of Life Insurance nature and scope of insurance, various types of insurance; Principles of insurance; important insurance policies in life and non-life insurance; leading Insurance companies in India

**UNIT-II**

**Life Insurance**

**Teaching Hour: 12**

Types of Life Insurance Policies: Term Life Insurance, Whole Life insurance, Endowment Life Insurance, Unit Linked Policies with or without Profit Policies; Customer Evaluation; Policy Evaluation; Cost and Benefit: Group and Pension Insurance Policies; Special features of Group Insurance.

*Yashu Kumar*

Chairperson

### UNIT-III

#### Insurance Environment

Teaching Hour: 12

Insurance Environment: Internal, External, Legal and Commercial. Comparative Environment of Insurance Business; Premium Calculation including rebates: Mode of Rebates, Large sum assured Rebates; Insurance procedure - Settlement of Claims under life and non-life insurance.

### UNIT-IV

#### Insurance Sector

Teaching Hour: 14

Establishment of IRDA and its role in insurance sector in India; Liberalisation of insurance industry in India; insurance business operations, Concept and implications of bancassurance and universal banking in India. Introduction to fire insurance; basic understanding of motor car insurance; fundamental of marine insurance; contemporary issues in Indian insurance industry.

#### Suggested Readings:

- Black, Jr. Kenneth and Harold Skipper Jr., Life and Health Insurance, Prentice Hall, Inc., England.
- K.C. Mishra and C.S. Kumar, Life Insurance: Principles and Practice, Cengage Learning, New Delhi.
- Gaungully, Ashok, Insurance Management, New Age Publishers, New Delhi.
- Karam Pal, Bodla, B.S. and Garg, MC, Insurance Management, Deep & Deep Publications, New Delhi.
- Kanika Mishra, Fundamentals of Life Insurance: Theories and Applications, PHI, New Delhi.
- Kutty, S.K., Managing Life Insurance, Prentice Hall of India: New Delhi

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Chairperson

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DSEIB 304	INTERNATIONAL MARKETING	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter.**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objectives:**

The course aims at exposing the students to the global business activities, marketing in international business and global forces transforming the international business today. The course would develop a general perspective about managing international business both in operational as well as strategic context.

**Course Outcomes:**

CO 1: Develop an understanding of and an appreciation for basic international marketing concepts, theories, principles, and terminology.

CO 2: To demonstrate an awareness and knowledge of the impact of environmental factors (cultural, economic, institutional, legal and political) on international marketing activities.

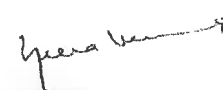
CO 3: Develop a global marketing strategy by applying the basic concepts of product, pricing, promotion, and channels of distribution in international settings

**UNIT-I:**

**International Marketing**

**Teaching Hour: 14**

Meaning, Nature and Importance; International Marketing Orientation: E.P.R.G. – Approach: An overview of the International Marketing Management Process; International Marketing Environment. International Market Segmentation and Positioning; Screening and Selection of Markets; International Market Entry Strategies: Exporting, licensing, Contract Manufacturing, Joint Venture M & A, Setting-up of Wholly Owned Subsidiaries Aboard, Strategic Alliances.



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### UNIT-II:

#### **International Product and Pricing Strategies**

**Teaching Hour: 12**

Product Designing: Product Standardization Vs. Adaptation; Managing Product Line, International Trade Product Life Cycle, New Product Development; Pricing for International Markets: Factors Affecting International Price Determination; Price Quotations and Terms of Sale.

### UNIT-III:

#### **Managing International Distribution and Promotion**

**Teaching Hour: 12**

Distribution Channel Strategy –International Distribution Channels, their Roles and Functions; Selection and Management of Overseas Agents; International Distribution Logistics; Planning for Trade Fairs and Exhibitions; International Promotion Mix – Advertising and other Modes of Communication.

### UNIT-IV:

#### **Emerging Trends in International Marketing**

**Teaching Hour: 10**

Regionalism v/s Multilateralism; Trade Blocks; Important Grouping in the World; Legal Dimensions in International Marketing (Role of WTO); Marketing Research for Identifying Opportunities in International Markets.

#### **Suggested Readings:**

- Cateora PR and Graham JL (2009). International Marketing. Boston: McGraw Hill/ Irwin.
- Czinkota M. R. and Ronkainen (2010). International Marketing. Cin OH: South-Western Cengage Learning.
- Hollis, N (2008). The Global Brands. NY: Palgrave Macmillan.
- Johansson, J.K. (2009). Global Marketing. NY: McGraw Hill.
- Keegan W.J. and Green M.C. (2005). Global Marketing. Upper Saddle River: Prentice Hall.
- Onkvisit S and Shaw JJ (2009). International marketing: Strategy and Theory. NY: Rutledge.
- Rajagopal (2007). International Marketing. New Delhi: Vikas publishing.
- Terpstra, Vern and Sarathy, Ravi (2000). International Marketing. The Dryden Press, Chicago
- Kotabe Masaaki and Helsen Kristiaan (2nd Edition, 2001). Global Marketing Management. John Wiley & Sons (Asia) Pte Ltd.
- Varshney, R. L. and Bhattacharya, B. (2001). International Marketing: An Indian Perspectives. Sultan Chand, New Delhi.

*Yerra Venkatesh*

Chairperson

DSEF 305	International Financial Markets	L	T	P	C
		4	0	0	4

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The main objective of the course is to provide students with a comprehensive understanding of the structure, functioning, and dynamics of global financial markets. This course typically explores how various financial instruments are traded, valued, and regulated on an international scale.

**Course Outcomes**

CO1: Introduce students to the fundamental concepts, participants, and instruments that make up the international financial markets landscape.

CO2: Examine the characteristics, valuation, and trading of international bonds, including government bonds, corporate bonds, and sovereign bonds.

CO3: Explore various types of international capital markets

CO4: Explore the unique challenges and opportunities presented by financial markets in emerging economies.

**UNIT-I**

**Introduction**

**Teaching Hour: 12**

Globalisation and the Growth of Derivatives, Euro-currency Market, Euro banking and Euro currency Centres, Term Structure of Euro-currency Rates, Euro-currency Futures and Options, Syndicated Euro-credits.

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## UNIT-II

### International Bond Markets

Teaching Hour: 12

Introduction, New Issue Procedures in the Eurobond Markets, Eurobond Valuation and Hedging, Interest Rates and Currency Swaps.

## UNIT-III

### Capital Markets

Teaching Hour: 10

New Instruments in International Capital Markets, International Banking, International Portfolio Diversification

## UNIT-IV

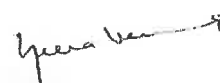
### Multilateral agencies

Teaching Hour: 14

International Development banks such as World bank, IFC and others, Regional development banks such as Asian Development bank and others, bilateral agencies.

### Suggested Readings:

- Buckley, Adrian, Multinational Finance, Englewood Cliffs, Prentice Hall Inc.
- Eiteman, David K. & Stonehill, Arthur 1, Multinational Business Finance, Addison-Wesley.
- Johnson & Giaccott, Options and Futures. S1 Paul, West.
- Kim, Suk & Kim, Seung, Global Corporate Finance: Text and Cases, Miami.
- Shapiro, Alan C., Multinational Financial Management, Prentice Hall of India.



Chairperson

DSEIB306	WTO and Trade	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objective:**

Course are designed to provide students with a thorough understanding of the World Trade Organization (WTO) and its role in shaping international trade policies, agreements, and interactions among member countries. This type of course typically covers the principles, functions, and implications of the WTO in the context of global trade.

**Course Outcomes:**

- CO1: Understand the premise of Foreign Trade issues and challenges and identify the Foreign Trade goals.
- CO2: Critically evaluate the Global Economics Scenario suitable for different Trade goals in different time span.
- CO3: Apply appropriate Trade mechanism to manage foreign trade in India.
- CO4: Understand various dimensions of Economic Regionalism and Foreign Trade.

**Unit-I**

**Past, Present and Future of Trade Operations under WTO**

**Teaching Hour: 10**

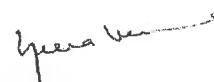
Global Economic Scenario: Historical Development of International Trade in context of GATT, UNCTAD and WTO, Globalization and its Impact on Developing World: Role of WTO, Various Dimensions and Future prospects of Economic Regionalism, Regionalism Vs Multilateralism: Orientation of WTO, New International Economic Order under WTO Regimes.

**Unit-II**

**Trade in Services and WTO**

**Teaching Hour: 10**

Emerging global pattern of Trade in Services, the scope and potential of Services trade in Developing Countries, General Agreement on Trade in Services (GATS) under WTO, Trade in



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Factors of Production and in Intermediate Goods, Commitments on market access and national treatment, Capital inflow and welfare- Emigration versus Fragmentation, Outsourcing and trade, Traded vs non-traded goods.

### Unit-III

#### Intellectual Property Rights and WTO

Teaching Hour: 14

Intellectual Property Rights: Patents, Trademarks, Copyrights, Trade Secrets, Designs and Layouts, Integrated Circuits, Geographical Indications, Plant Breeder's Rights (PBRs), Database rights; Global Scenario of IPRs in developed and developing economies, the Economics of IPRs, WTO's Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS), Winners and Losers from TRIPS, IPRs and Technology Transfer, TRIPS and development, Current Issues and Prospects of TRIPS.

### Unit-IV

#### Agriculture Trade and WTO

Teaching Hour: 14

Relative Role and Significance of Agriculture Trade for developed and developing countries, WTO and Agreement on Agriculture - Export Competition and Subsidy Commitments, Sanitary and Phytosanitary Measures, Special and Differential Treatment, Consultation and Dispute Settlement, Provisions for Domestic Support, Market Access; Agriculture negotiations under GATT & WTO: Implications for the Global South, WTO and its Implications on Indian Agriculture.

#### Suggested Readings

- Arup, C. (2000), *The New World Trade Organization Agreements: Globalizing Law Through Services and Intellectual Property*, Cambridge, UK: Cambridge University Press.
- Bhagwati, J. (1991), *The World Trading System at Risk*, New York: Harvester Wheatsheaf.
- Bjørnskov, C., & Lind, K. M. (2002). Where do developing countries go after Doha? An analysis of WTO positions and potential alliances. *Journal of World Trade*, 36(3).
- Chin, J. and G.M. Grossman (1990), 'Intellectual property rights and North-South trade', in: R. Jones and A.O. Krueger (eds), *The Political Economy of International Trade*, Oxford, UK: Basil Blackwell.
- Clapp, J. (2006). WTO agriculture negotiations: implications for the Global South. *Third World Quarterly*, 27(4), 563-577.
- Commission on Intellectual Property Rights (2002), *Integrating Intellectual Property Rights and Development Policy*, London, UK.

- David, P. (1993), 'Intellectual property institutions and the panda's thumb: patents, copyrights, and trade secrets in economic theory and history', in M.B. Wallerstein, R.A. Schoen, and M.E. Moge (eds), *Global Dimensions of Intellectual Property Rights in Science and Technology*, Washington, D.C.: National Academy Press.
- Deardorff, A.V. (1990), 'Should patent protection be extended to all developing countries?', *The World Economy*, 13 (4), 497-507.
- Deardorff, A.V. (1992), 'Welfare effects of global patent protection', *Economica*, 59, 35-51.
- Diwan, I. and D. Rodrik (1991), 'Patents, appropriate technology, and North-South trade', *Journal of International Economics*, 30, 27-47.
- Drahos, P. 'Global Property Rights in Information: The Story of TRIPS at the GATT', *Prometheus*, 13 (1), 6-19.
- Dufield, G. (2003), *Intellectual Property Rights and Development*, UNCTAD/ICTDS, Draft, Geneva, Switzerland.
- Eaton, J., & Kortum, S. (2018). Trade in goods and trade in services. In *World Trade Evolution* (pp. 82-125). Routledge.
- Findlay, C., & Warren, T. (Eds.). (2013). *Impediments to trade in services: Measurements and policy implications* (Vol. 32). Routledge.
- Fink, C. and C.A. Primo Braga (1999), 'How stronger protection of intellectual property rights affects international trade flows', World Bank Research Working Paper 2051, Washington, D.C.
- Healy, S., Pearce, R., & Stockbridge, M. (1998). *The implications of the Uruguay Round Agreement on Agriculture for developing countries: a training manual* (Vol. 41). Food & Agriculture Org.
- Hoda, A., & Gulati, A. (2008). *WTO negotiations on agriculture and developing countries* (Vol. 48). Intl Food Policy Res Inst.
- Hoekman, B., & Mattoo, A. (2013). Liberalizing trade in services: lessons from regional and WTO negotiations. *International Negotiation*, 18(1), 131-151.
- Ingco, M. D., & Nash, J. D. (Eds.). (2004). *Agriculture and the WTO: creating a trading system for development*. World Bank Publications.
- Lang, A. (2011). *World trade law after neoliberalism: Reimagining the global economic order*. Oxford University Press.
- McFarland, V. (2015). The new international economic order, interdependence, and globalization. *Humanity: An International Journal of Human Rights, Humanitarianism, and Development*, 6(1), 217-233.
- Wolfrum, R., Stoll, P. T., & Feinäugle, C. (Eds.). (2008). *WTO-trade in services* (Vol. 6). Brill.

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Chairperson

<b>DSEIB307</b>	<b>Foreign Trade Procedures and Documentation</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objective:**

The objective of the paper intends to provide knowledge to the students on the basic issues relating to foreign trade procedure, practices and documentation.

**Course Outcomes:**

- CO1: It impart knowledge on foreign trade procedure and documentation.
- CO2: It gives the details of the importance of exports determinants and schemes in India.
- CO3: It provides the guidelines for international business negotiations.
- CO4: It define the nature and pattern of registration of exporters and importers and related concepts.

**Unit-I**

**Foreign Trade Documentation**

**Teaching Hour: 10**

Meaning, Need for Documentation, Types of documents – Commercial Documents, Regulatory Documents, Documentation for Transportation. Document related to Excise clearance, Documents related to customs clearance, Documents related to foreign exchange clearance, Documents related to transportation and procedures. Aligned Documentation System, Benefits of Aligned Documentation System.

**Unit-II**

**Foreign Trade Procedures**

**Teaching Hour: 12**

The Search for an overseas buyer, Appointing Sales Agents Abroad, Registration of Exporters, Importers, Processing an Export Order, Negotiation of Documents. Custom Clearance of Import and Export Cargo: Clearance of Import Cargo, Clearance of Export cargo, Custom Valuation, The Harmonized System, Carnets, New Developments in Custom Clearance Procedure. Quality Control and Pre shipment Inspection: Labelling, Marking, Packing and Packaging. Planning Physical Distribution, Critical Elements of a Logistics System, International Transport System,

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Benefits of Efficient Logistics System, Concept of Marketing Logistics System.

### Unit-III

#### Foreign Trade Financing & Risk Management

Teaching Hour: 12

Foreign Trade Finance and INCO Terms- Methods of Payment, Financing Exporters and Importers, Instruments of Payment, UCPDC Guidelines, Role of Commercial Banks & EXIM Bank in Export-Import Transactions; Methods of Financing Exporters and Business Risk Management - Pre-Shipment Finance, Post Shipment Export Advance, Factoring and Insurance, Types of Risks, Quality and Pre-Shipment Inspection.

### Unit-IV

#### Foreign Trade Promotion

Teaching Hour: 14

EXIM Business Plan and Strategy, Export Strategy Formulation, Import Strategy (Sourcing Strategy), International Export Marketing. Information Technology in International Business: Electronic Procurement, Electronic Marketing, Electronic Logistics. Electronic Data Interchange (EDI) – Meaning and role of EDI in international trade. Export Incentive Schemes: Duty Exemption Scheme, Duty Remission Scheme, Export Promotion Capital Goods Scheme, Special Economic Zones. Foreign Trade Institutions: Export Promotion Councils, Commodity Boards, FIEO, IIFT, EOUs, ITPO, ECGC, EXIM Bank

#### Suggested Readings

- C. Rama Gopal –Export Import Procedure, Documentation and Logistics– New Age Publications
- Usha Kiran Rai –Export, Import and Logistics Management– PHI learning Pvt. Ltd.
- M.I. Mahajan –Foreign Trade Procedures and Documentation– Snow White Publishers.
- P. K. Khurana –Export Management – PHI learning Pvt. Ltd.
- M. D. Jitendra, Export Procedures and Documentation, Rajat Publications.
- Pervin Wadia, Export Markets and Foreign Trade Management, Manishka Publications.
- Paras Ram, Export: What, Where and How, Anupam, Publications.
- Government of India, Handbook of Import - Export Procedures.
- Nabhi's Exporters Manual and Documentation.
- Nabhi's New Import-Export Policy Procedures.

*Yena Venkatesh*

Chairperson

DSEIB308	India's Foreign Trade and policy	L	T	P	C
		4	0	0	4

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objective:**

The Objectives of this paper is to understand the relevance of India's foreign trade policy and practices in growth and development perspectives. This will enable to students to study the core aspects of the India's foreign trade policy and its related concepts.

**Course Outcomes:**

CO1: It study the Merchandise India's trade with rest of the countries and the concepts related to exports and imports.

CO2: It make the students to gain knowledge on India's foreign trade and its progress.

CO3: It Understand various measures of import liberalization in India.

CO4: It gives clear picture about the India's services export and its associated concepts.

**UNIT - I**

**India's Foreign Trade**

**Teaching Hour:10**

Recent Trends, and Directional Pattern in the Global Context, Objectives of foreign trade policy, Structure and Equilibrium of India's Balance of Payments, Major exports and imports, Prohibited and restricted items.

**UNIT - II**

**Schemes**

**Teaching Hour:12**

Merchandise Exports from India Scheme (MEIS), Service Exports from India Scheme (SEIS), export promotion capital goods (EPCG) scheme, schemes for exporters of gems and jewellery, Duty exemption / remission schemes: duty free import authorisation scheme (DFIA), deemed exports.

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### UNIT - III

#### Trading Organizations

Teaching Hour:12

Role of State Trading Organizations, Specific Service Institutions, Quality complaints and other trade Disputes, Role of EXIM Bank of India, Export Promotion Councils, Role of central board of excise and custom, Role of WTO in India's foreign trade policy.

### UNIT - IV

#### Zones of Trade

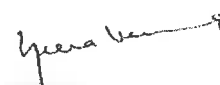
Teaching Hour:14

Special Economic Zones, Agriculture Export Zones, Export Oriented Units electronics hardware technology parks (EHTPS), software technology parks (STPS) scheme and bio-technology parks (BTPS), Ministry of Commerce, organisation and Role of DGFT in India's trade policy.

#### Suggested Readings:

- Foreign trade policy [1st April, 2015 – 31st March, 2020]
- Datt, Rudder and Sundaram, K.P.M., Indian Economy, S.Chand & Co. New Delhi.
- Mishra and Puri, Indian economy, Himalaya Publishing House.
- Export-Import Policy, Nabhi Publications.
- Paras Ram, Export, What, Where & How, Anupam Publications.
- Bhalla, V.K., International Business Environment and Management, Anmol Publications.

विद्या जीवनाय न तु जीविकाय



Chairperson

GEC309	Data Analytics	L	T	P	C
		4	0	0	4

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objective:**

The objective of the paper is to make students familiar with theory and application of Data Analytics. This course covers the statistical foundations of data analysis including the statistical theory and its applications in Economics through MS Excel, SPSS, IBM and R.

**Course Outcomes:**

CO 1: Student will able to apply correctly a variety of statistical techniques, both descriptive and inferential.

CO 2: Interpret, in plain language, the application and outcomes of statistical techniques.

CO 3: Recognize inappropriate use or interpretation of statistics in other courses, in the media and in life in general and comment critically on the appropriateness of this use of statistics.

**Unit-I**

**Data Collection and Fundamentals of Data Analytics**

**Teaching Hour: 11**

Types of data: qualitative vs quantitative, primary vs. secondary, Use of various data collection techniques across various business domains, Qualitative data collection techniques (FGDs and Depth interviews), Quantitative data collection techniques (Survey), Quantitative data collection techniques (Experiments). Use of software's for data analytics: Application of IBM SPSS and Introduction to R, Data coding and preliminary data analysis, Data cleaning, summarization and visualization, Tables, Graphs, Charts, Histograms, Frequency distributions, Measures of central tendency and dispersion; Box Plot. Generating insights through descriptive analytics, Descriptive statistics and its business applications,

**Unit-II**

**Application of Statistics for Business Analytics**

**Teaching Hour: 13**

Basic probability concepts, Conditional probability, Bayes Theorem, Probability distributions,

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Continuous and discrete distributions, Central Limit Theorem, Sequential decision-making, Decision Tree, Case studies for Decision Tree. Sampling and estimation: Estimation problems, Point and interval estimates, Hypothesis testing: Null and alternate hypotheses; Types of errors, Level of significance, Power of a test, ANOVA, Test for goodness of fit, non-parametric tests. Inferential statistics and test of hypotheses for business decision making using statistical packages like Excel, IBM SPSS & R.

### Unit-III

**Data Mining and Predictive Analytics for Business Data** **Teaching Hour: 13**

Regression model building framework: Problem definition, Data pre-processing; Model building using statistical packages like Excel, IBM SPSS & R; Diagnostics and validation, Simple linear regression: Coefficient of determination, Significance tests, Confidence and Prediction intervals. Multiple linear regression: Coefficient of determination, Interpretation of regression coefficients. Categorical variables, Heteroscedasticity, Multi-collinearity, outliers, Autocorrelation and transformation of variables. Regression model building, Logistic and Multinomial Regression: Logistic function, Estimation of probability using logistic regression on Business Data.

### Unit-IV

**Prescriptive Analytics for Business Data** **Teaching Hour: 11**

Forecasting using statistical packages like Excel, IBM SPSS & R: Moving average, Exponential smoothing, Casual Models, Auto-Regressive Integrated Moving Average (ARIMA), Application of prescriptive analytics in retail, direct marketing, health care, financial services, insurance, supply chain, etc. Formulating decision problems using linear programming, interpreting the results and sensitivity analysis. Multi-criteria decision making (MCDM) techniques: Goal Programming (GP) and analytic hierarchy process (AHP) and applications of GP and AHP in solving problems with multiple objectives.

#### Suggested Readings

- Ken Black, 2013, Business Statistics, New Delhi, Wiley.
- Lee, Cheng. et al., 2013, Statistics for Business and Financial Economics, New York: Heidelberg Dordrecht.
- Anderson, David R., Thomas A. Williams and Dennis J. Sweeney, 2012, Statistics for Business and Economics, New Delhi: South Western.
- Waller, Derek, 2008, Statistics for Business, London: BH Publications.
- Wayne L. Winston, 6<sup>th</sup> Edition, Microsoft Excel Data Analysis and Business Modeling.
- U Dinesh Kumar, 2021, Business Analytics: The Science of Data-Driven Decision-Making.
- James Evans, Business Analytics: 2nd Edition.

GEC309	Personal Finance	L	T	P	C
		4	0	0	4

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objectives:**

The competencies, which form the basis for this semester course, enable students to analyze their personal financial decisions, evaluate the costs and benefits of their decisions, recognize their rights and responsibilities as consumers, and apply the knowledge learned in school to financial situations encountered later in life.

**Course Outcomes:**

CO1: Recognize opportunities inherent with good personal financial planning.

CO 2: Demonstrate the use of economic information to make informed personal financial decisions.

CO 3: Compute interests charges based on various types of borrowing situations.

**UNIT-I**

**Personal Finance**

**Teaching Hour: 12**

Meaning and importance. Financial planning: meaning, process and role of financial planner. Risk profiling: client data analysis, life cycle, wealth cycle. Asset allocation: Strategic, Tactical, Fixed and Flexible.

**UNIT-II**

**Risk Management**

**Teaching Hour: 12**

Meaning, process and importance. Distinguish between risk assessment, risk management and risk avoidance. Assessment of requirement of Health Insurance, Life Insurance and General Insurance. Choice of products for risk coverage.

*Yashwantrao*

Chairperson

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### UNIT-III

#### Investment Management

Teaching Hour: 12

Meaning and importance. Investment avenues: equity, debt, gold, real estate, mutual funds, exchange traded funds. Portfolio management: meaning, construction, evaluation and revision. Loan management: meaning, types, importance and assessment.

### UNIT-IV

#### Tax Planning

Teaching Hour: 12

Basics terms of income tax, advance tax, tax deduction at source, deductions under section 80C, 80 CCC, 80 D and 80 G. Taxation of investment products. Retirement planning. Management of nomination, power of attorney and will.

#### Suggested Readings

- Kapoor Jack R, Personal Finance, The McGraw-Hill companies.
- Huang. Stanley S C and Randall, Maury R., Investment Analysis and Management. Allyn and Bacon.
- Gaungully, Ashok, Insurance Management, New Age Publishers, New Delhi.
- Ahuja, G K & Gupta Ravi, Systematic Approach to Income Tax, Allahabad, Bharat Law House.
- Pandian, Security Analysis and Portfolio Management, Vikas Publishing House, New Delhi.

## SEMESTER IV

<b>CC401</b>	<b>Economics of Growth &amp; Development</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

### Unit I

**Concepts & Measurement of Economic Development**

**Teaching Hour: 12**

Economic growth, Economic development, Inclusive Growth and Sustainable development; MDGs and SDGs.

Measuring Development: Income Measures, Basic Needs Approach, PQLI, HDI and Capabilities Approach; Goulet's core values of development. Poverty, Inequality and Development: Measurement, Impact and Policy options.

### Unit II

**Theories of Growth and Development**

**Teaching Hour: 12**

Contributions of Adam Smith, Ricardo, Karl Marx, Schumpeter and Rostow's Theory, Harrod and Domar: Instability of equilibrium; Solow and Joan Robinson Model.

Approaches to Development: Balanced and Unbalanced Growth; Critical Minimum Efforts Theory; Low Income Equilibrium Trap; Dual Economy: Models of Lewis, Fei-Ranis, Jorgensen

### Unit III

**New Growth Theory**

**Teaching Hour: 12**

Production Function Approaches: Learning by Doing; Total Factor Productivity; Ramsay's rule and optimal saving; Golden Rule of Accumulation; Technical Progress: Hicks and Harrod; Endogenous Growth Models (Romer, Uzawa-Lucas, AK).

### Unit IV

**Emerging Issues in Development**

**Teaching Hour: 12**

Role of financial Institutions in economic development: Theory (Acemoglu and Zilibotti Model) and Evidence. New Institutional Economics: Role of Market, State and Civil Society; Post 2015 Development Agenda: Impasse in Development Studies and the Alternatives to the Impasse.

## Suggested Readings

- Adelman, I. (1961). Theories of Economic Growth and Development, Stanford University Press, Stanford.
- Barro, R. J. & Sala-i-Martin, X. (2004). Economic Growth. MIT Press.
- Behrman, S. & Srinivasan, T.N (Eds.).(1995). Handbook of Development Economics, Vol. 3. Elsevier, Amsterdam.
- Brown, M. (1966). On the Theory and Measurement of Technical Change. Cambridge University Press, Cambridge.
- Chakravarti, S. (1982). Alternative Approaches to the Theory of Economic Growth. Oxford University Press, New Delhi.
- Chenery, H. & Srinivasan, T.N. (Eds.) (1989). Handbook of Development Economics, Vol. 1 & 2. Elsevier, Amsterdam.
- Ghatak, S. (1986). An Introduction to Development Economics. Allen and Unwin, London.
- Gillis, M., Perkins, D.H., Romer, M. & Snodgrass, D.R. (1992). Economics of Development. W.W. Norton, New York.
- Higgins, B. (1959). Economic Development. W.W. Norton, New York.
- Jones, H.G. (1975). An Introduction to Modern Theories of Economic Growth. Nelson, London.
- Kindleberger, C.P. (1977). Economic Development. McGraw Hill, New York.
- Meier, G.M. & Rauch, J.E. (2005). Leading Issues in Economic Development. Oxford University Press, New Delhi.
- Meier, G.M. & Rauch, J.E. (2005). Leading Issues in Economic Development. Oxford University Press, New Delhi.
- Menard, C. & Shirley, M.M. (2008). Handbook of New Institutional Economics. Springer Science & Business Media.
- Schultz, Paul T. & Strauss, J. (Eds.). (2008). Handbook of Development Economics, Vol. 3. Elsevier, Amsterdam.
- Sen, A.K. (Ed.). (1990). Growth Economics. Penguin, Harmondsworth.
- Thirlwal, A.P. (1999). Growth and Development. Macmillan, U.K.
- Todaro, M.P. & Smith, S.C. (2003). Economic Development. Pearson Education, Delhi.

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Chairperson



	<b>Advanced Econometrics</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course Objectives**

The objective of this course designed to disseminate the applications of advanced econometrics techniques. By the end of the course, students should be able to develop econometric models and interpret the econometric and statistical results reported in other studies.

**Course outcomes**

CO1: To equip the students with basic understanding of pooled data models and time series analysis.

CO2: To be able to estimate the various forecasting models and apply various tests.

CO3: Students will be able to estimate the long run and short run relationship between the economic variables.

CO4: Students will be able to check the direction of causality among the variables.

**Unit-I**

**Dynamic Econometric Models**

**Teaching Hour: 12**

Auto-regressive and Distributed lag models: lagged independent variables, impact multiplier, interim multiplier, and long-run multiplier, Koyck approach, partial adjustment model, adaptive expectation model, Estimation of Auto-regressive models; Granger Causality Test.

**Unit –II**

**Simultaneous equation models**

**Teaching Hour: 12**

The Simultaneous equation bias and inconsistency of OLS estimators; structural and reduced form of simultaneous equation models; identification problem; estimation procedures; indirect least squares (ILS), instrumental variables (IV), and two stage least squares (2SLS).

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### Unit-III

#### Time series Econometrics

Teaching Hour: 12

Key concepts - stochastic process; stationary and non-stationary Process, purely random process, Random walk models co-integration, integrated variables, Deterministic and stochastic trends and unit root. Techniques of forecasting - ARMA, ARIMA Models, Box-Jenkins methodology.

### Unit-IV

#### Modeling Economic Time Series

Teaching Hour: 12

Trends and Volatility: ARCH process, GARCH model, ARCH-M model; Dicky-Fuller tests, Augmented Dicky-Fuller test, Phillips Perron test. Introduction to VAR model, estimation and identification in time series analysis.

Panel Data Models: Pooled OLS; Random Effects Model; Fixed Effects Model.

#### Suggested Readings

- Berndt, E.R. (1991) "The Practice of Econometrics" Reading, Mass: AddisonWesley,
- Gujarati, Damodar, N. (1995), Basic Econometrics, Mc Graw Hill, New Delhi.
- Intriligator, M., R.G. Bodkin, and C. Hsiaq. (1996), Econometric Models, Techniques and Applications.
- Prentice Hall, Johnson, J. (1984), Econometric Methods. New York: Mc Graw-Hill.
- Kmenta, J. (1986), Elements of Econometrics. New York: Macmillan,
- Krishna, K.L. ((1997) (Ed), Econometric Application in India Oxford University Press, New Delhi.
- Lott, W., and S.C. Ray. (1992), Applied Econometrics: Problems and Data Sets. Fort Worth, Tex: The Dryden Press.
- Maddala, G.S. (1977), Econometrics. Mc Graw-Hill, Inc. Page 38 of 41
- Ramanathan, Ramu. (2002), Introductory Econometrics with Applications. South Western: Thomson.

DSEF 403	Operations Research Techniques	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

Operations research aims to introduce students to use quantitative methods and techniques for effective decisions-making; model formulation and applications that are used in solving business decision problems.

**Course Outcomes**

**CO1** Learn about the origin, definition and scope of operations research, formulation and solution of linear programming problems by different methods.

**CO2** Understand the transportation and assignment problems and their solutions by different methods.

**CO3** Knowledge of different queuing models and their solutions by single and multiple servers.

**CO4** Learn about the different inventory control models.

**Unit - I**

**Operations Research**

**Teaching Hour: 10**

Origin, definition and its scope, Linear Programming: Formulation and Solution of linear programming problems by Graphical and Simplex methods, Big - M and Two-phase methods, Degeneracy, Duality in linear programming.

**Unit - II**

**Transportation Problems**

**Teaching Hour: 14**

Basic Feasible Solutions, Optimum solution by stepping stone and modified distribution methods, unbalanced and degenerate problems, trans-shipment problem. Assignment problems: Solution by Hungarian method, unbalanced problem, case of maximization, travelling salesman and crew assignment problems.

**Unit - III**

**Queuing models**

**Teaching Hour: 10**

Basic components of a queuing system, General birth-death equations, steady-state solution of Markovian queuing models with single and multiple servers (M/M/1, M/M/C, M/M/1/k, M/M/C/k).

*Yash Venkatesh*

Chairperson

*MS*

## Unit - IV

### Inventory control models

Teaching Hour: 12

Economic order quantity (EOQ) model with uniform demand and with different rates of demands in different cycles, EOQ when shortages are allowed, EOQ with uniform replenishment, Inventory control with price breaks.

### Suggested Readings:-

- F. Hillier and G.J. Lieberman, Introduction to Operation Research, Holden Day, 1990.
- H. A. Taha, Operation Research-An Introduction, Printice Hall of India, 2017.
- J.K. Sharma, Mathematical Model in OperationS Research, Tata McGraw Hill, 1989.
- Kanti Swaroop, P.K. Gupta, Man Mohan, Operations Research, Sultan Chand and Sons, 2010.
- N.S.Kambo, Mathematical Programming Techniques, McGraw Hill, 2008.
- P. K. Gupta, and D.S. Hira, Operations Research, S. Chand & Co., 1976.
- S. D. Sharma, Operation Research, Kedar Nath Ram Nath Publications, 2009.



*Yash Kumar*

Chairperson

DSEF 404	Fixed Income Securities	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

### Note For the paper Setter

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

### Course objective

Course is designed to provide students with a deep understanding of the characteristics, valuation, analysis, and risk management of fixed income instruments. Fixed income securities include bonds, debentures, and other debt instruments that offer fixed interest payments over a specified period.

### Course Outcomes

- CO1: Introduce students to fixed income securities, financial markets, and investment portfolios.  
 CO2: To discuss realistic fixed income portfolio hedging and how duration, modified duration, and convexity help quantify interest rate fluctuations on bond prices.  
 CO3: To Discuss the term structure models of fixed income securities.  
 CO4: To know the real market situation of income securities in India.

### UNIT I

#### Introduction to Fixed Income Securities

Teaching Hour: 12

Time value of money, discount factors, the law of one price, arbitrage, bond prices, spot prices, STRIPS, coupon bonds, definition and interpretation of yield-to-maturity, coupon effect, yield-to-maturity and spot rates and forward rates

### UNIT II

#### Measure of Price Sensitivity and Hedging

Teaching Hour: 14

One-factor measure of price sensitivity, modified and Macaulay duration and convexity, par bonds and perpetuities, measure of price sensitivity based on parallel yield shift, bond immunization, hedging strategies, volatility weighted hedging and regression based hedging

### UNIT III

#### Term Structure Models

Teaching Hour: 16

The science of term structure models, normally distributed rates and zero drift models, time dependent drift - Ho-Lee model, the mean reversion model: Vasicek model, the volatility models:

the Cox-Ingersoll-Ross model, Multi-Factor Term Structure Models: Motivation for principal component models, the two factor models, properties of the two factor models, multi-factor models, trading with term structure models and case studies, hedging to the model versus hedging to the market

#### UNIT IV

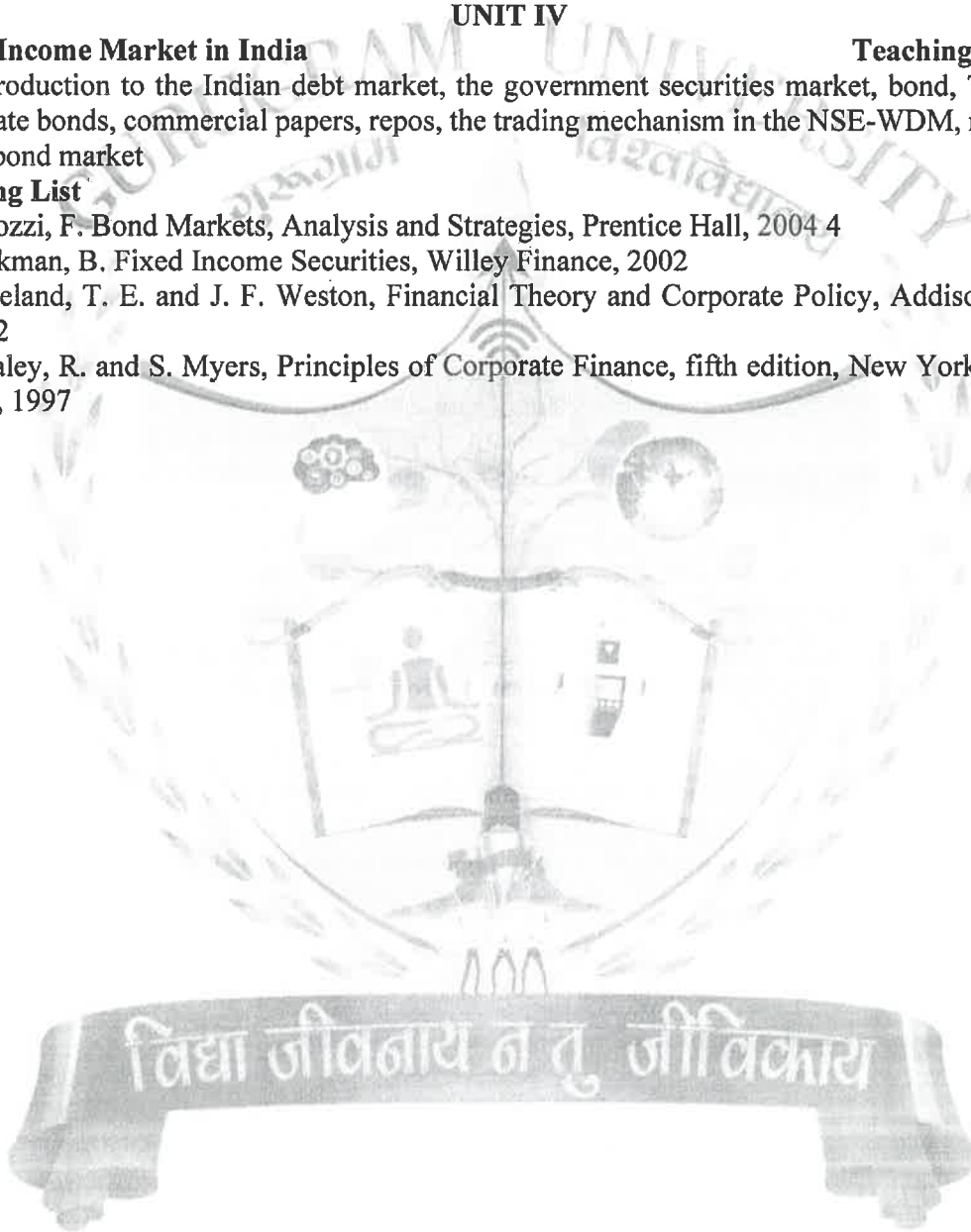
##### Fixed Income Market in India

Teaching Hour: 10

An introduction to the Indian debt market, the government securities market, bond, T-bills, the corporate bonds, commercial papers, repos, the trading mechanism in the NSE-WDM, regulations in the bond market

##### Reading List

1. Fabozzi, F. Bond Markets, Analysis and Strategies, Prentice Hall, 2004 4
2. Tuckman, B. Fixed Income Securities, Wiley Finance, 2002
3. Copeland, T. E. and J. F. Weston, Financial Theory and Corporate Policy, Addison Wesley, 1992
4. Brealey, R. and S. Myers, Principles of Corporate Finance, fifth edition, New York, McGraw Hill, 1997



*Y. S. Venkatesh*

Chairperson

<b>DSEF 405</b>	<b>Empirical Methods in Finance</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The main objective of the course is to provide students with a strong foundation in using empirical research techniques to analyze financial data and draw meaningful insights. This course typically focuses on applying statistical and econometric methods to real-world financial data sets.

**Course Outcomes**

- CO1: To Investigate market efficiency and anomalies by analyzing historical financial data and testing hypotheses related to stock returns and market trends.
- CO2: To study behavioural biases and anomalies in financial market.
- CO3: To study behavioural biases and anomalies in Corporate finance
- CO4: Understand economic data, geopolitical events, regulatory changes, and technological advances that affect investors' decisions.

**UNIT I**

**Information Perception Cognitive Information**

**Teaching Hour: 14**

Perception, peculiarities (biases) of quantitative and numerical information perception, Weber law, subjective probability, representativeness, anchoring, asymmetric perception of gains and losses, framing and other behavioral effects.

Human Preferences and Market efficiency Decision-making under risk and uncertainty, decision-making in historical prospective, Allais and Elsberg's paradoxes, rationality from an economics and evolutionary prospective, different ways to define rationality: dependence on time horizon, individual or group rationality, examples from experimental economics: ultimatum and public goods games

*Yerra Venkatesh*

Chairperson

## UNIT II

### **Behavioral Factors & Financial Markets**

**Teaching Hour: 10**

Fundamental information and financial markets, market predictability, the concept of limits of arbitrage, asset management and behavioral factors, active portfolio management: return statistics and sources of systematic underperformance, technical analysis and behavioral factors

## UNIT III

### **Behavioral Factors and Corporate Finance**

**Teaching Hour: 12**

Behavioral factors and corporate decisions on capital structure and dividend policy, capital structure dependence on timing of good and bad corporate news announcement, mergers and acquisitions: the Winner's curse and market timing, systematic excessive optimism and overconfidence in managers' decisions, company name and its market value, sunk costs and mental accounting, evolutionary explanations for behavioral effects, evidence from behavioral game theory, systematic approach to using behavioral factors in corporate decision-making

## UNIT IV

### **External Factors and Investor**

**Teaching Hour: 12**

Behavior Weather, emotions, and financial markets: sunshine, geomagnetic activity, mechanisms of the external factor connection to human psychophysiology and emotional regulation, misattribution as a mechanism for externals factors influence, statistical methodology for capturing the effects of external influence onto stock market returns, emotional content of news articles and their correlation with market dynamics, social trends and market dynamics, active portfolio management: source of the systematic underperformance, fundamental information and technical analysis: case for psychological influence.

### **Reading List:**

1. Plous, S., The Psychology of Judgment and Decision Making, McGraw-Hill, 1993
2. Shleifer, A., Inefficient Markets: An Introduction to Behavioral Finance, Oxford University Press, 2000
3. Shefrin, H., Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing, Oxford University Press, 2006
4. Prechter, R. R. (Jr.) and P. M. Kendall, Pioneering Studies in Socioeconomics, New Classics Library, 2003

<b>DSEF 406</b>	<b>Topics in Behavioral Finance</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The purpose of this course is to introduce the student to the new field of behavioral finance. Students will deal with major implications of human psychology for financial decision-makers and for financial markets. Upon completion of this course, students will be able to have a good understanding of the major concepts and topics of behavioral finance.

**Course Outcomes**

**CO1:** Analyse practical situations where financial decision-making has been influenced for better or worse in companies through bias and heuristics

**CO2:** Enhance decision-making skills, including numerical reasoning and consideration of bias, heuristics and learning in the for example context of case-studies

**CO3:** Students able to work collaboratively in a group to produce a combined output, by liaising with other class members, allocating tasks and co-ordinating group meetings.

**UNIT I**

**Information Perception Cognitive Information**

**Teaching Hour: 14**

Perception, peculiarities (biases) of quantitative and numerical information perception, Weber law, subjective probability, representativeness, anchoring, asymmetric perception of gains and losses, framing and other behavioral effects.

Human Preferences and Market efficiency Decision-making under risk and uncertainty, decision-making in historical prospective, Allais and Elsbeg's paradoxes, rationality from an economics and evolutionary prospective, different ways to define rationality: dependence on time horizon, individual or group rationality, examples from experimental economics: ultimatum and public goods games

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Chairperson

## UNIT II

### Behavioral Factors & Financial Markets

Teaching Hour: 10

Fundamental information and financial markets, market predictability, the concept of limits of arbitrage, asset management and behavioral factors, active portfolio management: return statistics and sources of systematic underperformance, technical analysis and behavioral factors.

## UNIT III

### Behavioral Factors and Corporate Finance

Teaching Hour: 12

Behavioral factors and corporate decisions on capital structure and dividend policy, capital structure dependence on timing of good and bad corporate news announcement, mergers and acquisitions: the Winner's curse and market timing, systematic excessive optimism and overconfidence in managers' decisions, company name and its market value, sunk costs and mental accounting, evolutionary explanations for behavioral effects, evidence from behavioral game theory, systematic approach to using behavioral factors in corporate decision-making

## UNIT IV

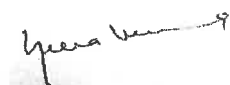
### External Factors and Investor

Teaching Hour: 12

Behavior Weather, emotions, and financial markets: sunshine, geomagnetic activity, mechanisms of the external factor connection to human psychophysiology and emotional regulation, misattribution as a mechanism for external factors influence, statistical methodology for capturing the effects of external influence onto stock market returns, emotional content of news articles and their correlation with market dynamics, social trends and market dynamics, active portfolio management: source of the systematic underperformance, fundamental information and technical analysis: case for psychological influence.

### Reading List:

- Plous, S., The Psychology of Judgment and Decision Making, McGraw-Hill, 1993
- Shleifer, A., Inefficient Markets: An Introduction to Behavioral Finance, Oxford University Press, 2000
- Shefrin, H., Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing, Oxford University Press, 2006
- Prechter, R. R. (Jr.) and P. M. Kendall, Pioneering Studies in Socioeconomics, New Classics Library, 2003



Chairperson

<b>DSEF 407</b>	<b>Risk Management: Theory and Practice</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
		<b>4</b>	<b>0</b>	<b>0</b>	<b>4</b>

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The objective of this course is to provide a comprehensive introduction to the study of management. It provides an insight into contemporary knowledge, time tested principles, basic concepts, evolving theories and practices in the field of risk management.

**Course Outcomes**

**CO1:** Students will gain the necessary insights into the planning activity and the dynamics of decision making.

**CO2:** Analyse the structure of a risk management and understand the principal elements of the organisation in executing its practices.

**CO3:** Students gains good amount of knowledge regarding risk management.

**Unit-I**

**Introduction to Risk Management**

**Teaching Hour: 10**

Sources of risk, currency risk, fixed income risk, equity risk, commodity risk, market risk measurement, VaR as downside risk, definition, parameter, elements of VaR system, stress testing.

**Unit -II**

**VaR Methods**

**Teaching Hour: 12**

An overview of VaR methods, VaR local and full valuation, delta normal methods, historical simulation, Monte Carlo simulation, examples of VaR applications.

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### Unit-III

#### Hedging

Teaching Hour: 10

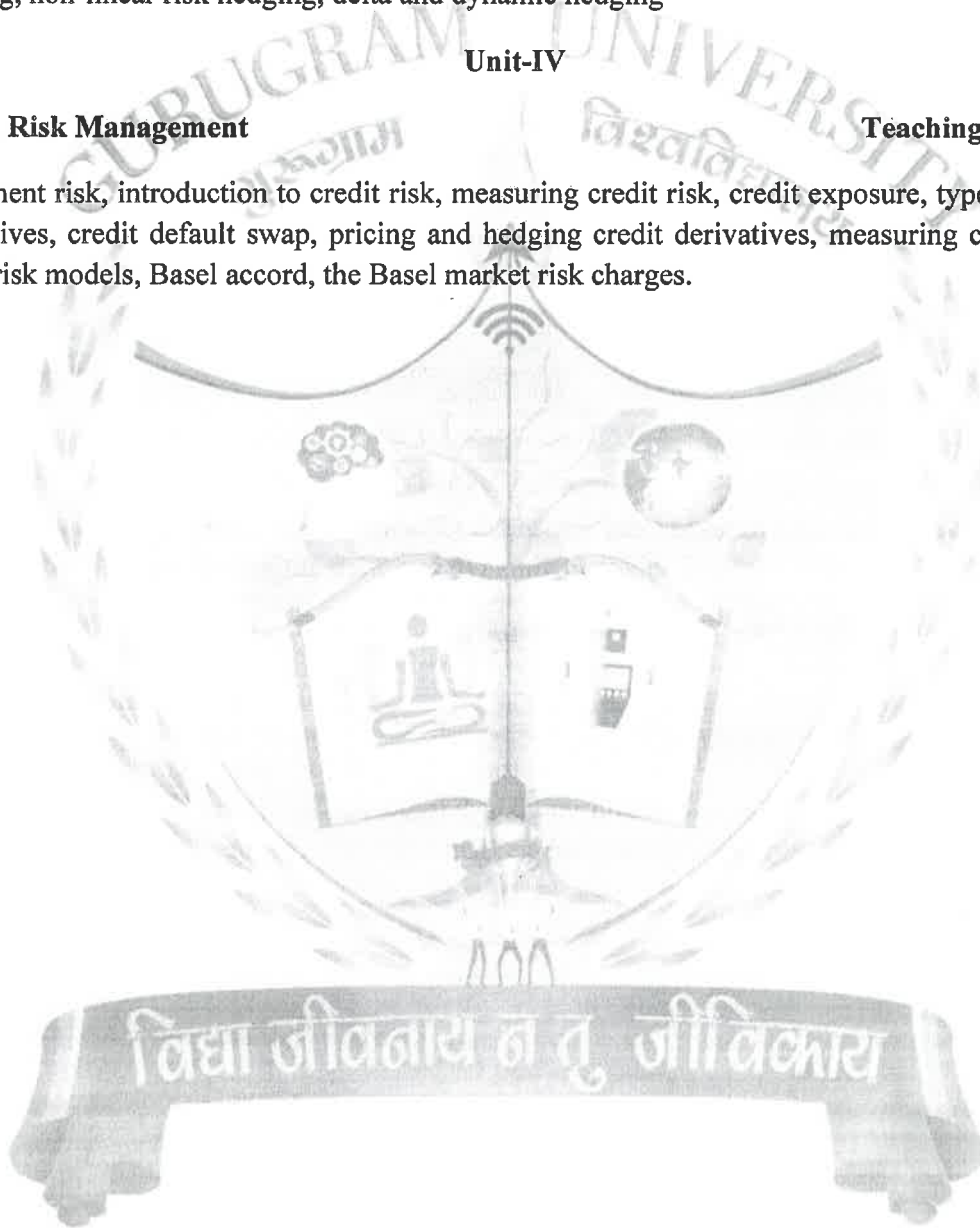
Hedging liner risk, optimal hedging, hedge ratio as regression coefficient, duration hedging, beta hedging, non-linear risk hedging, delta and dynamic hedging

### Unit-IV

#### Credit Risk Management

Teaching Hour: 14

Settlement risk, introduction to credit risk, measuring credit risk, credit exposure, types of credit derivatives, credit default swap, pricing and hedging credit derivatives, measuring credit VaR, credit risk models, Basel accord, the Basel market risk charges.



*Yena Venkatesh*

Chairperson

DSEIB 404	International Logistics	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

It aims to perceive the students the international logistics management and implementations and documentations of international trade. Within this scope, it has been targeted to introduce various sub concepts collectively through the baseline of international logistics and global marketing along with the processes for the entities of foreign trade management to enable students to understand the effects of the international logistics on international economy and relations.

**Course Outcomes**

**CO1:** Provide a framework of knowledge, theory and understanding relative to international logistics and supply chain management and to examine appropriate strategies for successful operation in the 21st century.

**CO2:** Embrace the thinking of global logistics systems and minor league international logistics operators as they implement policies to secure global supply chain development.

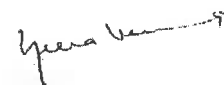
**CO3:** Learner can identify and place into practice information-based decision making approaches to logistic problems with regards to operational grounding.

**UNIT – I**

**Introduction**

**Teaching Hour: 10**

Concept, objectives and scope; logistics interface with marketing; Logistics System elements, Relevance of International logistics, logistics as a strategic resource, Principles for logistics excellence.



Chairperson

## UNIT II

### Structure of Shipping Industry

Teaching Hour: 10

General Structure of Shipping Industry: Characteristics, liner and tramp operations; Liner conferences; Freight structure and practices; chartering principles; UN convention on shipping.

## UNIT III

### Transportation

Teaching Hour: 12

Developments in Ocean Transportation: Containerization: Inland container depots; Multi-modal transportation and CONCOR; Highlights of the Multi-modal Transport of Goods Act 1993, Role of intermediaries including freight forwarders, Shipping agents, freight brokers and Stevedores.

## UNIT IV

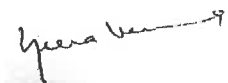
### Port organization and management

Teaching Hour: 12

Responsibilities of Port Trust: Major ports of India; International Maritime Organization (IMO), INCOTERMS, Air Transport Management, Air Cargo Tariff Structure.

### Suggested Readings:

- Annual Reports, INSA.
- Annual Reports, CONCOR.
- Bowersox, Dhohld J. and Closs David J., Logistical Management, Tata McGraw-Hill
- Coyle, Bard and Langley, The management of Business Logistics, Thomson.
- Pierre Davd, International Logistics, Biztantra.
- Bloomberg David J., Stephan Lemay & Joe B. Hanna., Logistic, PHI.
- Shipping Documents and Reports, UNCTAD.
- Krishnaveni, M., Logistice Management and World Seaborne Trade, Himalaya Publishing House, New Delhi.



Chairperson

DSEIB 405	Risk Management in International Business	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

- Nine Questions will be set in all and students will be required to attempt 5 questions.
- Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
- For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The objective of the course is to introduce state of the art tools and necessary for planning, executing and maintain risk management risk management in today's environment

**Course Outcomes**

**CO1:** To identify and explain risk management in international business environments.

**CO2:** Illustrate an awareness of ethical issues in international business.

**CO3:** Explain and apply risk management frameworks when operating in global business environments.

**UNIT-I**

**Introduction**

The concept of risk, Benefit of risk management, Country risk analysis, Cultural diversity and Multi National Corporations.

**Teaching Hour: 10**

**UNIT-II**

**Financial risk**

Financial risk management, Management of credit risk, Political risk and its management. Foreign Exchange Risk Management

**Teaching Hour: 10**

**UNIT-III**

**Risk management**

Risk management through derivative: Swaps Forwards, Futures, Options, Option prices models, interest rate derivatives, foreign currency derivatives.

**Teaching Hour: 12**

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## UNIT-IV

### Value at Risk

Teaching Hour: 12

Concept of value at risk, Approaches for calculating value at risk, introduction to assets liability management. Organisational and Accounting issues in Risk Management. Case studies in risk management

### Suggested Readings:

- Milind S., International Financial Management, John Wiley and Sons.
- Chance, D.M., An introduction to Derivatives and Risk Management, Harcourt College Publishers.
- Marrison, C, Fundamentals of Risk management, TMH Publications.



*Yashwantrao*

Chairperson

DSEIB 406	Cross Cultural and Global Management	L	T	P	C
		4	0	0	4

**Max. Marks: 100**

**Written Exam: 70**

**Credits: 4**

**Internal Assessments: 30**

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

For understanding the influence of culture on different functions of management including communication, negotiation, marketing, leadership, motivation, human resource management and teams. Students can learn some basic business etiquette and dining etiquette that will help to work in different countries across the globe.

**Course Outcomes**

**CO1:** Analyze the interacting spheres of culture including organizational culture, professional culture, national culture, and industry culture.

**CO2:** Develop critical thinking and analytical skills through the case studies.

**CO3:** Demonstrate improved cross-cultural competence and gain an appreciation of different national cultures

**UNIT – I**

**Introduction**

**Teaching Hour: 12**

Human and Cultural Variables in Global Organisations; Cross Cultural Differences and Managerial Implications, Complexities of international firms, staffing policy, Process of recruitment and training.

**UNIT - II**

**Structure of Global Organisation**

**Teaching Hour: 10**

Cross Cultural Research Methodologies and Hofstede's Study, Structural evolution of Global Organisations; Cross Cultural Leadership and Decision Making.

*Yerra Venkatesh*  
Chairperson

### UNIT – III

#### Cultural Communication and Industrial Relation

Teaching Hour: 12

Cross Cultural Communication and Negotiation, Human Resource Management in Global Organizations, Management of industrial relations.

### UNIT - IV

#### Ethics and Social Responsibility

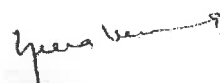
Teaching Hour: 12

Ethics and social responsibility in international business, Western and Eastern Management thoughts in the Indian Context, Management of cultural diversity.

#### Suggested Readings

- Adler, N J., International Dimensions of Organizational Behaviour, Kent Publishing.
- Bartlett, C and Ghoshal, S., Transnational Management: Text, Cases and Readings in Cross Border Management, Irwin.
- Dowling. P J., International Dimensions of Human Resource Management, Wadsworth.
- Hofstede, G., Cultures Consequence: International Differences in Work Related Values, Sage.
- Marcie, D and Puffer, M., Management International: Cases, Exercises and Readings, West Publishing.
- Mead, R., International Management: Cross Cultural Dimensions, Blackwell, Camb., Mass.
- Mendenhall, M., Global Management, Massachusetts, Blackwell.

विद्या जीवनाय न तु जीविकाय



Chairperson



DSEIB 407	Foreign Exchange Management	L	T	P	C
		4	0	0	4

Max. Marks: 100

Written Exam: 70

Credits: 4

Internal Assessments: 30

**Note For the paper Setter**

1. Nine Questions will be set in all and students will be required to attempt 5 questions.
2. Question No. 1 will be compulsory and will consist of 7 short answer type questions of 2 marks spread over the entire syllabus (2\*7=14 marks).
3. For the remaining four questions, students will attempt 1 out of 2 questions from each of the four units (14 marks each).

**Course objective**

The objective of this paper is to understand concepts and techniques of foreign exchange. It provide an introduction to futures and overview of financial future markets and also deals with foreign exchange contracts and managing the exchange risk.

**Course Outcomes**

CO1: Gains a brief idea on the concepts and techniques of foreign exchange.

CO2: Shall provide an interest on students career in foreign exchange and control.

CO3: To make students career in foreign exchange and control.

**UNIT-I**

**Foreign Exchange Market**

**Teaching Hour: 12**

Function and Structure of the Forex markets, Foreign exchange market participants, Types of transactions and Settlements Dates, Exchange rate quotations, Nominal , Real and Effective exchange rates, Determination of Exchange rates in Spot markets. Exchange rates determinations in Forward markets. Exchange rate behaviour-Cross Rates Arbitrage profit in foreign exchange markets, Swift Mechanism. Triangular and locational arbitrage.

**UNIT-II**

**International Parity Relationships & Forecasting Exchange rate**

**Teaching Hour: 12**

Measuring exchange rate movements-Exchange rate equilibrium – Factors effecting foreign exchange rate and forecasting foreign exchange rates .Interest Rate Parity, Purchasing Power Parity & International Fisher effects. Covered Interest Arbitrage.

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### UNIT-III

#### Foreign Exchange exposure

Teaching Hour: 10

Management of Transaction exposure Management of Translation exposure- Management of Economic exposure.

### UNIT-IV

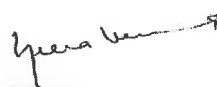
#### Foreign exchange risk Management

Teaching Hour: 12

Hedging against foreign exchange exposure – Forward Market- Futures Market- Options Market- Currency Swaps-Interest Rate Swap- problems on both two way and three way swaps. Cross currency Swaps-Hedging through currency of invoicing- Hedging through mixed currency invoicing.

#### Suggested Readings

- Eun & Resnick , International Financial Management, Tata McGraw Hill.
- Eiteman, Moffett and Stonehill, Multinational Business Finance, Pearson.
- Jeff Madura, International Corporate Finance, Cengage Learning.
- Alan C. Shapiro, Multinational Financial Management, Wiley India Pvt. Ltd.
- Apte P. G, International Financial Management –6/e, TMH.
- Maurice Levi, International Finance, Routledge.
- Paul Einzip, A Textbook on Foreign Exchange
- NY Buckley, Multinational Financial, Prentice Hall of India.
- Paul Roth, Mastering Foreign Exchange and Money Markets, Pitman.



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