

**MBA II Semester III**  
**Management of Financial Services (MFS)**

**1. Course Objectives:**

The Financial Services include both the banking and non-banking services either based on fees or assets/funds. The content of this course is designed to provide basic understanding of the working of Indian financial systems and the management of non-banking financial services. The specific objectives of the course include:

- a. To familiarise the students with Indian financial systems.
- b. To equip the students with the theoretical and practical knowledge of different non-banking financial services.
- c. To develop the skills to run and manage different financial services as a manager/ entrepreneur.

**2. Course Duration:**

The total hours for teaching this course will be 50 hours, which will be divided into 40 sessions of 75 minutes duration each.

**3. Course contents:**

The course will contain following modules:

<b>Module No.</b>	<b>Modules / Sub-Modules</b>	<b>Sessions</b>	<b>Marks (20% of 70 each)</b>
<b>I</b>	Introduction to Indian Financial system, Reserve bank and financial system, structure of banking and non-banking companies, Introduction to different markets : Capital market, Money market, Primary Market, Secondary Market	8	14
<b>II</b>	Asset/Fund based financial services : Leasing, hire purchase	8	14
<b>III</b>	Consumer credit, factoring and forfeiting , Bill discounting, Housing finance, Insurance services, venture capital financing, Mutual fund services	8	14
<b>IV</b>	Merchant banking services : all services related to issue management	8	14
<b>V</b>	Credit rating, Stock broking, depositories, custodial services and short selling and securities lending and borrowing services, Credit cards	8	14

#### 4. Teaching Methods:

The following pedagogical tools shall be used for teaching the subject:

- Students can give weekly review of banking and insurance services which can be the part of internal assessment.
- A project on working of selected banking and insurance companies, their operation, performance of different schemes, etc. in different services could be done.

#### 5. Evaluation:

The evaluation of participants will be on continuous basis comprising of the following elements:

A	Projects/ Assignments/ Quizzes/ Class participation etc	Weightage 10% (Internal Assessment)
B	Mid-Semester examination	Weightage 20 % (Internal Assessment)
C	End –Semester Examination	Weightage 70% (External Assessment)

#### 6. Text Books:

There are plenty of books available with good coverage of the syllabus. Apart from selecting a book from the list, students are also requested to refer financial dailies regularly. It is also advisable to watch business channels on T.V.

Sr. No.	Authors	Name of the Books	Publisher	Edition & Year of Publication
T1	M Y Khan	Financial Services	Tata McGraw Hill	Fifth edition,
T2	V. A. Avdhani	Financial Services in India	Himalaya	Latest Edition
T3	Bharti V. Pathak	The Indian Financial system – Market, Institutions and Services	Pearson	Latest Edition

## 7. Reference Books:

(Latest available editions should only be considered)

Sr. No.	Authors	Name of the Books	Publisher	Edition & Year of Publication
R1	Dr. R. Shanmugham,	Financial Services	Wiley	Latest Edition
R2	Justin Paul and Padmalatha Suresh,	Management of Banking and Financial Services	Pearson	Latest Edition
R3	Dr. S. Gurusamy,	Merchant Banking and Financial Services	Vijay Nicole Imprints Pvt. Ltd.	Latest Edition
R4	Anil Agashe	Financial Services, Markets and Regulations	Himalaya	Latest Edition
R5	Vasant Desai	Financial Markets and financial services	Himalaya	Latest Edition
R6	H R Machiraju,	Indian Financial System	Vikas	Latest Edition
R7	Clifford Gomez,	Financial Markets, Institutions and financial Services	PHI	Latest Edition

## 8. Lists of Journals/ Periodicals/ Magazines/ Newspapers:

Journal of Economic Times, Financial Report.

**NB:** The Instructor/s (Faculty Member/s) will be required to guide the students regarding suggested readings from Text(s) and references in items 6 and 7 mentioned above.

## 9. Session plan

### Management of financial services

Session no.	Topic
1-8	An Introduction to Indian financial System Reserve Bank and Financial system Financial system – Intermediation: Money market, capital market, Commodities market, etc
9-16	Leasing: Theoretical and regulatory framework Evaluation of leasing: lessor and lessee point of view Accounting and tax aspects of leasing Hire purchase finance
17-24	Factoring and forfeiting Bill discounting Housing finance Insurance services Venture capital financing Mutual fund services
25-32	Merchant banking services - Issue management – Intermediaries Issue management – Activities and procedure Pre issue and post issue obligations and other requirements
33-40	Stock broking services Custodial services Depository system Short selling and securities buying and selling Credit rating