

Principal : Dr. Manju Lalwani Pathak

Ref. No: CHM (A) AC/02/2026-27

Date: 27<sup>th</sup> June, 2026

## CIRCULAR

The immediate attention of all concerned is invited to this Office Circular No. CHM (A) AC 11/2026 dated 19<sup>th</sup> June, 2026 regarding Choice Based and Credit Based Syllabus (CBCS), of Smt. CHM College (Autonomous), under the guidelines of University of Mumbai, as per Academic Framework of NEP 2020, for all subjects of T.Y.B.Com in Financial Market SEM-V and SEM-VI.

This is in continuation with curriculum approved by Academic Council for all the subjects of F.Y.B.Com in Financial Market (SEM-I), S.Y.B.Com in Financial Market (SEM-III) and F.Y.B.Com in Financial Market (SEM-II) & S.Y.B.Com in Financial Market (SEM – IV) vide Circular Reference Numbers CHM (A) AC/C/01/2025 dated 18th June, 2025, CHM (A) AC/C/01A/2025 dated 21st July 2025 and CHM (A) AC/C/02/2025 dated 20th November, 2025 respectively.

It is hereby communicated that the recommendations of the curriculum designed by the Ad-hoc Board of studies in Financial Markets coordinated by the Dean, Faculty of Commerce in the meeting of Academic Council held on 20<sup>th</sup> June, 2026 have been approved.

In accordance, therewith, the syllabus as per the CBCS, has been brought into force with effect from the Academic Year 2026-27 for T.Y.B.Com in Financial Market, in continuation with syllabus of F.Y.B.Com in Financial Market and S.Y.B.Com in Financial Market of 2025-2026 (updated), and accordingly the same is attached for reference and is available on the College's website [www.chmcollege.in](http://www.chmcollege.in)

Ulhasnagar – 421003  
27<sup>th</sup> June 2026



**Dr. Manju Lalwani Pathak**  
Principal & Chairperson, Academic Council

Copy forwarded for information to:

1. The Office of Chairperson, Academic Council
2. The Dean, Faculty of Commerce
3. The Chairperson, Ad-hoc Board of Studies
4. The Controller of Examination
5. The Registrar



**HSNC Board's**  
**Smt. Chandibai Himathmal Mansukhani College, Ulhasnagar**  
**(Autonomous)**  
**Affiliated to the University of Mumbai**

**Bachelor of Commerce**  
**(Financial Markets)**  
**(Self-Financing Course)**

**Semester – I**

**Choice Based and Credit Based syllabus**  
**as per NEP 2020 with effect from the**  
**Academic Year 2025-2026**

## **PREAMBLE**

B.Com. in Financial Market program is designed to provide students with a comprehensive understanding of essential concepts and practices related to Financial Resources, Financial Systems, and financial Markets effectively. In alignment with the vision of the National Education Policy (NEP) 2020, this syllabus emphasizes a holistic, multidisciplinary, and flexible approach to education, with a strong focus on developing critical thinking, ethical reasoning, and practical skills relevant to the financial sector .The course encompasses various aspects of market operations, financial analysis, and decision- making, aiming to equip learners with the knowledge and skills required to excel in the corporate world or as entrepreneurs. This program is designed to provide students with a comprehensive understanding of how financial markets operate, the instruments traded within them, and the various factors that influence their behavior.

## **Programme Outcomes (POs)**

### **B.Com (Financial Markets)**

**On completion of Graduation in Financial Markets the learner will be able to:**

**PO1. Disciplinary Knowledge**

Demonstrate comprehensive knowledge and understanding of financial markets, investment management, banking, insurance, accounting, taxation, financial services, business management, and related disciplines to address real-world business and financial challenges.

**PO2. Communication Skills**

Communicate financial, business, and investment-related information effectively through written reports, presentations, financial statements, market analyses, research projects, and professional interactions with diverse stakeholders.

**PO3. Critical Thinking and Problem Solving**

Apply analytical reasoning, quantitative techniques, and critical thinking to evaluate financial data, analyse market trends, assess investment opportunities, manage risks, and make informed business and financial decisions.

**PO4. Research and Digital Competence**

Apply research methodologies to collect, analyse, interpret, and present financial and business information using appropriate statistical tools, financial databases, digital technologies, AI-enabled applications, and information resources ethically and responsibly.

**PO5. Ethics and Professional Values**

Demonstrate ethical behaviour, professional integrity, corporate governance principles, social responsibility, constitutional values, and respect for diversity while performing personal and professional responsibilities.

**PO6. Leadership and Teamwork**

Demonstrate leadership qualities, teamwork, interpersonal skills, collaboration, initiative, and professionalism while working effectively in multidisciplinary, multicultural, and dynamic business environments.

**PO7. Social, Cultural, and Environmental Responsibility**

Recognise the importance of sustainable development, environmental responsibility, financial inclusion, social welfare, and cultural diversity while contributing positively to society and the economy.

**PO8. Employability and Entrepreneurship**

Apply financial market knowledge, technical competencies, entrepreneurial skills, and professional capabilities to pursue careers in banking, capital markets, investment management, insurance, financial services, higher education, and entrepreneurial ventures.

**PO9. Lifelong Learning**

Engage in continuous learning, professional development, skill enhancement, industry certifications, and adaptation to evolving financial technologies, regulations, and global business practices throughout one's career.

# Credit Structure

## B.Com Financial Markets

### Semester-I

Level	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. / Sem.
		Mandatory	Electives						
	I	Introduction of Financial System-I (2) Introduction of Financial System-II (2) Basics of Financial Services (02)		-	Economics for Professional Career –I (02) + (02)	Credit Rating: Principles and Practices (2)  Stock Market for Beginners (2)	AEC: 2, VEC: 2, IKS: 2	CC 02	22
<b>TOTAL</b>		<b>06</b>	<b>-</b>	<b>--</b>	<b>04</b>	<b>04</b>	<b>06</b>	<b>02</b>	<b>22</b>

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- I**

**Title: Introduction to Financial System-I**

**Vertical - 1  
Major Subject – 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Introduction to Financial System

**Course Code: CHMFMI1A**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course introduces students to the structure, functions, and importance of the financial system and its key institutions and markets. It covers recent developments in the Indian financial system, the role of Artificial Intelligence in finance, and the functioning of money and capital markets. The course also provides a foundation in stock exchanges, primary and secondary markets, and the basics of securities trading.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <b>CO (A) 1:</b> To provide a foundational understanding of the structure and components of the financial system. <b>CO (A) 2:</b> To familiarize students with the roles and functions of financial institutions, financial markets, and financial instruments. <b>CO (A) 3:</b> To develop critical thinking about current trends and issues in the financial sector.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Understand the basic structure and components of the financial system, including financial institutions, markets, and instruments <b>CO2:</b> Examine the operation and significance of financial markets, including money markets and capital markets.	

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**Syllabus**

**UNIT I: Overview of Financial System**

- Meaning, functions and importance of the financial system
- Components of the financial system
- Recent Developments in the Indian Financial System
- Financial System and Artificial Intelligence

**UNIT II: Financial Institutions and Financial Markets**

- Meaning, nature and importance of financial institutions and financial markets
- Financial Institutions – Commercial Banks, Cooperative Banks, RRBs, NBFCs, Insurance Companies and Mutual Funds
- Financial Markets – meaning, features and types; Money Market and Capital Market
- Primary Market and Secondary Market; Stock Exchanges – meaning and functions; securities trading basics

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**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 2 out of 3 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
		<b>Total 30</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project /presentation / Viva/ Group Discussion	10
		<b>Total 20</b>

11

**REFERENCES:**

1. Principles & Practices of Bank Management by Rao Subba, Khanna P K. 2011
2. Management Of Banking And Financial Services by Paul Justin, Suresh Padmalata. 2017
3. Financial Services by Dharmaraj E. 2010
4. Financial Services by Khan M.Y. 2019
5. Financial Services : Text , Cases And Strategies by Rao Mohan P. , Hyderabad R.L. 2002
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7. Financial Services by Khan M.Y. , Jain P.K.2005

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- I**

**Title: Introduction to Financial System-II**

**Vertical - 1  
Major Subject – 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Introduction to Financial System**  
**Course Code: CHMFMI1B**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course provides an understanding of financial instruments, their characteristics, and emerging digital investment options, including the application of Artificial Intelligence in financial services. It also examines the role and functions of key financial regulators in India, including RBI, SEBI, PFRDA, and IRDAI. The course equips students with knowledge of the regulatory framework, investor protection mechanisms, and the evolving landscape of digital finance.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <b>CO(A)1:</b> To understand the financial system, institutions, markets, and instruments. <b>CO(A)2:</b> To examine digital finance and the role of Artificial Intelligence in financial services. <b>CO(A)3:</b> To understand the functions of financial regulators in India.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Explain the components and functioning of the financial system. <b>CO2:</b> Identify financial instruments and evaluate the use of AI in finance. <b>CO3:</b> Describe the roles of RBI, SEBI, PFRDA, and IRDAI in regulating the financial system..	

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Financial Instruments</b></p> <ul style="list-style-type: none"> <li>• Meaning and Types of Financial instruments,</li> <li>• Characteristics of financial instruments.</li> <li>• New financial instruments -Digital Financial Instruments (Digital Gold, Sovereign Gold Bonds ,Real Estate Investment Trusts (REITs)Allocation of Expenses</li> <li>• Introduction to Artificial Intelligence (AI) in financial instruments –use in digital investing, robo-advisory and fraud detection</li> </ul> <p><b>UNIT II: Financial Regulators</b></p> <ul style="list-style-type: none"> <li>• Regulators of Financial System in India, Role of regulators</li> <li>• The RBI as the regulator of Indian Financial System, SEBI: Functions and powers,</li> <li>• PFRDA: Structure, Functions and Powers, National Pension Scheme: Understanding and Benefits.</li> <li>• IRDAI: Role and Functions, Banking and Insurance Ombudsman: Role and Functions.</li> </ul>																											
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b></p> <p style="text-align: center;">Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b></p> <p style="text-align: center;">Format of Question Paper</p> <p><b>Attempt any 4 out of 6 questions.</b></p> <table border="1" data-bbox="331 936 1495 1163"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 30</b></td> </tr> </tbody> </table> <p><b>Note:</b></p> <ol style="list-style-type: none"> <li>1. Equal Weightage is to be given to all the modules.</li> <li>2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options</li> </ol> <p><b>Internal Examination: Continuous Evaluation - 20 marks</b></p> <table border="1" data-bbox="347 1346 1490 1566"> <thead> <tr> <th></th> <th>Assessment / Evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>10</td> </tr> <tr> <td>2.</td> <td>Project /presentation / Viva/ Group Discussion</td> <td>10</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 20</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15			<b>Total 30</b>		Assessment / Evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project /presentation / Viva/ Group Discussion	10			<b>Total 20</b>
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- I**

**Title: Basics of Financial Services**

**Vertical - 1  
Major Subject - 2 Credits**




**with effect from  
Academic Year 2025-2026**

**Title: Basics of Financial System**  
**Course Code: CHMFMI2**

Sr. No.	Heading	Particulars
<b>1</b>	<b>Description of the Course:</b>	This course students that provides a foundation in the structure, functions, and types of financial services. This course introduces key capital market intermediaries such as merchant bankers, depositories, brokers, and sub-brokers, along with their roles and services. The course contains emerging trends in financial services, including FinTech, digital finance, artificial intelligence, blockchain, and cryptocurrency, helping learners understand the shift from traditional to modern financial systems.
<b>2</b>	<b>Vertical 1</b>	Major
<b>3</b>	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
<b>4</b>	<b>Credit</b>	2 Credits
<b>5</b>	<b>Hours allotted</b>	30 Hours
<b>6</b>	<b>Marks allotted</b>	50 Marks
<b>7</b>	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b> Understand the concept, scope, and importance of various financial services in the Indian financial system.</p> <p><b>CO(A) 2:</b> Identify and describe the roles and functions of key capital market intermediaries such as stockbrokers, merchant bankers, mutual funds, and underwriters.</p> <p><b>CO(A) 3:</b> Evaluate recent developments and emerging trends in the financial services sector, including digital finance, fintech, and financial inclusion initiatives.</p>
<b>8</b>	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Understand the fundamental concepts, characteristics, and functions of financial services.</p> <p><b>CO2:</b> Gain knowledge of various financial services such as leasing, hire purchase, factoring, bill discounting, and credit rating.</p> <p><b>CO3:</b> Analyze how financial services and intermediaries contribute to the growth and development of capital markets.</p> <p><b>CO4:</b> Evaluate recent innovations, trends, and challenges in the financial services industry, including digital transformation and fintech.</p>

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Overview of Financial Services</b></p> <ul style="list-style-type: none"> <li>• Introduction: Concept, Objectives, Functions, Characteristics, Classification. Role, Challenges, Factors contributing to the growth, Innovations.</li> <li>• Fund Based services and Fees Based services</li> </ul> <p><b>UNIT II: Capital Market Intermediaries &amp; Recent Trends In Financial Services</b></p> <ul style="list-style-type: none"> <li>• Intermediaries in the financial system: Merchant Bankers, Depositories, Brokers and sub broker</li> <li>• Meaning, Definition, functions and services provided by intermediaries</li> <li>• Recent Trends in Financial Services, Traditional vs. emerging financial services, FinTech and digital financial services, Use of AI and block chain- Crypto currency</li> </ul>																											
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**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal, Smt. Chandibai Himathmal Mansukhani College	
2.	Ms. Vidhi Hassani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**





HSNC Board's

# Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Estd. Year  
1965

## Faculty of Interdisciplinary

### Vertical 3: List of Open Elective Skill Based Courses for First Year: Semester - I

Sr. No.	Nomenclature of the Paper
1	Basic Computer Skills for Digital Age
2	Visual Design and Digital Tools : A Foundation For Animation
3	Basic Tools of AI for Economics and Education
4	Communicative English
5	Urbanization and Real Estate: Concepts and Contemporary Scenarios
6	Business of Travel and Tours
7	Managing Family Wealth Through Family Office
8	Web Designing Essentials: HTMLI and CSS Styling Techniques
9	Basics of Nutrition
10	Lessons of Reel Making
11	Performing Arts
12	Data Analysis with Excel
13	Political Communication and Media Skills
14	Stress Management-I
15	Social Media and Communication
16	Mushroom Cultivation: Training and Trading
17	Yoga and Fitness
18	Basic Perfumeries Course (Level-I)
19	Soft Skills for Corporate Readiness
20	Beautician : Strategic Business Planning
21	Current Trends of Fashion Design: Financial Perspective
22	Basics of Accounting-I
23	Digital Marketing
24	Online Trading in Stock Market
25	Event Management Course in Sindhi



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B.Com.  
(Management Studies)**

**Semester - I**

**Title: Economics for Professional Careers - I**

**Vertical - 3  
OE Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Economics for Professional Careers - I**  
**Course Code: CHMECOI4**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course is designed to equip students with essential economic concepts and tools relevant to decision-making in a professional and business environment. It introduces students to core aspects of business economics, cost estimation, market dynamics and price determination. By integrating theory with real-life examples, the course enables learners to analyse how market forces operate in various competitive settings. The course is tailored to develop critical thinking and economic reasoning skills needed for effective participation in the professional world.
2	<b>Vertical 3</b>	Open Elective
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <b>CO(A)1:</b> To understand the scope and importance of Business Economics. <b>CO(A)2:</b> To identify and differentiate between cost concepts and analyze their relevance in economic decision-making <b>CO(A)3:</b> To evaluate the factors influencing demand and supply and apply the laws of demand and supply to business scenarios. <b>CO(A)4:</b> To analyze price determination in various market structures and interpret real-world pricing decisions using case studies.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Explain the role of business economics in solving fundamental economic problems and guiding business strategy. <b>CO2:</b> Identify and differentiate between various types of costs and analyse their relevance in economic decision-making <b>CO3:</b> Evaluate the factors influencing demand and supply and apply the laws of demand and supply to business scenarios. <b>CO4:</b> Analyse price determination in various market structures and interpret real-world pricing decisions using case studies.	

<b>9</b>	<h2 style="margin: 0;">Syllabus</h2> <p><b>UNIT I: Business Economics: An Overview</b></p> <ul style="list-style-type: none"> <li>• <b>Business Economics:</b> Meaning, scope and importance of Business Economics, Basic Problems of Business in an Economy.</li> <li>• <b>Cost Estimation:</b> Meaning &amp; Types of Cost, Importance of understanding Costs.</li> </ul> <p><b>UNIT II: Market Forces and Price Determination</b></p> <ul style="list-style-type: none"> <li>• <b>Market Forces:</b> Demand - Meaning and Factors affecting Demand &amp; Law of Demand, Supply - Meaning and Factors affecting Supply &amp; Law of Supply. AI Tools: Claude AI</li> <li>• <b>Price Determination:</b> Process, Market Equilibrium, Price Determination under Oligopoly &amp; Monopolistic Competition. Real Life Case Study of a Product - Parle-G.</li> </ul>
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<b>10</b>	<h3 style="margin: 0;">Scheme of Examination and Assessment Pattern</h3> <p style="margin: 0;">Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b> Format of Question Paper</p> <p><b>Attempt all questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Question No</th> <th style="width: 65%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Any two out of three (Unit I) a) b) c)</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Any two out of three (Unit II) a) b) c)</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;"><b>TOTAL</b></td> <td></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <p><b>Internal Examination: Continuous Evaluation - 20 marks</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;"></th> <th style="width: 70%;">Assessment / evaluation</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test during the lectures. (MCQs Based)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project / Presentation / Viva / Case Study / Role Play (Any 2)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;"><b>TOTAL</b></td> <td></td> <td style="text-align: center;"><b>20</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Any two out of three (Unit I) a) b) c)	15	Q2	Any two out of three (Unit II) a) b) c)	15	<b>TOTAL</b>		<b>30</b>		Assessment / evaluation	Marks	1.	Class Test during the lectures. (MCQs Based)	10	2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	10	<b>TOTAL</b>		<b>20</b>
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<b>11</b>	<p><b>REFERENCES:</b></p> <ol style="list-style-type: none"> <li>1. Bradley R. Schiller, <i>The Macro Economics Today</i>, Tata McGraw-Hill, 2011.</li> <li>2. B. Douglas Bernheim and Michael D. Whinston, <i>Microeconomics</i>, Tata McGraw-Hill, 2011.</li> </ol>
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|  | <ol style="list-style-type: none"><li>3. Lipsey, R.G. and A.K. Chrystal, <i>Economics</i>, Oxford Univ. Press, 2007.</li><li>4. Mankiw, N.G., <i>Economics: Principles and Applications</i>, Cengage Learning, 2009.</li><li>5. Pindyck, R.S. and D.L. Rubinfeld, <i>Microeconomics</i>, Pearson Education, 2008.</li><li>6. Stiglitz, J.E. and C.E. Walsh, <i>Principles of Economics</i>, W.W. Norton, 2002.</li><li>7. Salvatore, D.L., <i>Microeconomics: Theory and Applications</i>, Oxford Univ. Press, 2008.</li><li>8. Suma Damodaran, <i>Managerial Economics</i>, Oxford University Press, 2006.</li><li>9. Varian, H.R., <i>Intermediate Microeconomics: A Modern Approach</i>, W.W. Norton, 2002.</li><li>10. Sen, Anindya, <i>Microeconomic Theory</i>, Oxford Univ. Press, 1999.</li><li>11. Koutsoyiannis, A., <i>Modern Microeconomics</i>, MacMillan Press, 1979.</li><li>12. H.L. Ahuja, <i>Business Economics</i>, 1999.</li><li>13. H.L. Ahuja, <i>Principles of Microeconomics</i>.</li></ol> |
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- I**

**Title: Vocational Skills in Financial Markets  
(Stock Market for Beginners)**

**Vertical - 4  
VSC, SEC - 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Stock Market for Beginners

**Course Code: CHMFMI4**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course consists foundational understanding of the stock market and trading practices, suitable for beginners and those looking to enhance their financial literacy. It covers key concepts such as the structure of primary and secondary markets, common types of securities, and the process of investing in Initial Public Offerings (IPOs) using modern digital platforms. Learners will also learn about trading accounts, market capitalization, major stock exchanges, and the basics of placing and managing trades. In addition, the course explores the factors that influence price movements in the market, including economic policies, corporate actions, and investor sentiment.
2	<b>Vertical 4</b>	VSC,SEC (VSEC)
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<b>CO(A) 1:</b> This course aims to provide students with a comprehensive understanding of stock markets, trading systems, and the key factors influencing price movements. <b>CO(A) 2:</b> It equips learners with theoretical knowledge and practical skills related to securities trading and regulatory frameworks. <b>CO(A) 3:</b> Students will gain exposure to live trading environments and analytical tools to interpret macroeconomic indicators, corporate actions, and investor sentiment enabling them to make informed investment decisions in real-world financial markets.
8	<b>Course Outcomes:</b> Student will be able to	<b>CO1:</b> Understand the basic structure and components of the financial system, including financial institutions, markets, and instruments. <b>CO2: Understand and differentiate between major stock market indices.</b> <b>CO3:</b> Apply practical knowledge through live trading sessions.

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Stock Market and Trading Mechanisms</b></p> <ul style="list-style-type: none"> <li>• Basic terminologies in Stock Market, Primary and Secondary Market ,Types of Securities traded, IPO and related concepts, how to apply for the same, IPO Application Process with current digital methods (ASBA, UPI Based) Demat Account.</li> <li>• Market Capitalization and its categories, BSE and NSE, Procedure to place orders in secondary market.</li> <li>• Online Trading, Types of Orders and Trading Mechanism, Hands- on Live Training Session on Trading.</li> </ul> <p><b>UNIT II: Understanding Price Fluctuations and Market Indices</b></p> <ul style="list-style-type: none"> <li>• Macroeconomic Factors, Differentiation between Monetary and Fiscal Policy and how they impact equities. Corporate Actions like Dividend, earning, Bonus and their impact on prices</li> <li>• Index meaning, Types, BSE and NSE Indices, Dow Jones, NASDAQ, S&amp;P 500</li> <li>• Artificial Intelligence in Stock Market Analysis and Price Prediction</li> </ul>																											
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b></p> <p style="text-align: center;">Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b></p> <p style="text-align: center;">Format of Question Paper</p> <p><b>Attempt any 2 out of 3 questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Question No</th> <th style="width: 65%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <p><b>Note:</b></p> <p>1. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options</p> <p><b>Internal Examination: Continuous Evaluation - 20 marks</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Project and presentation / Viva/ Group discussion</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>20</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	<b>Total</b>		<b>30</b>		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project and presentation / Viva/ Group discussion	10	<b>Total</b>		<b>20</b>
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- I**

**Title: Vocational Skills in Financial Markets  
(Credit Rating: Principles and Practices)**

**Vertical - 4**

**VSC, SEC - 2 Credits**

**with effect from  
Academic Year 2025-26**




## Title: Credit Rating: Principles and Practices

**Course Code: CHMFMI5**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course offers a foundational understanding of credit ratings and their significance in financial markets. It covers the evolution and role of credit rating agencies, the challenges they face, and the impact of emerging trends and technology on rating practices. Learners will learn how financial health is assessed for credit ratings and explore the global and Indian CRA landscape. The course also introduces various credit rating methodologies, key steps in the assessment process, and the influence of ratings on investment decisions, bond pricing, and yields. Relevant guidelines, are also discussed, with practical insights through real-world case studies
2	<b>Vertical 4</b>	VSC,SEC
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b> This course aims to provide students with a comprehensive understanding of credit rating concepts, methodologies, and their relevance in financial markets.</p> <p><b>CO(A) 2:</b> It emphasizes the role of credit rating agencies (CRAs), regulatory frameworks to assess the financial health of entities.</p> <p><b>CO(A) 3:</b> The course also integrates regulatory insights from SEBI and global best practices in risk assessment and compliance.</p>
8	<b>Course Outcomes:</b> Student will be able to	<p><b>CO1:</b> To explain the role of credit rating agencies (CRAs) and regulatory bodies like SEBI in ensuring compliance</p> <p><b>CO2:</b> Evaluate the impact of credit ratings on investment decisions, bond pricing, and market perception.</p> <p><b>CO3:</b> Interpret real-life case studies to understand the relationship between credit ratings and market outcomes</p>

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Introduction to Credit Rating</b></p> <ul style="list-style-type: none"> <li>• Definition of credit rating, Historical evolution and importance in financial markets.</li> <li>• Exploring emerging trends in credit rating methodology</li> <li>• Impact of technology on credit rating practices, Role of AI in Credit Assessment</li> <li>• Global vs Indian CRA landscape (S&amp;P, Moody's, Fitch vs ICRA, CRISIL, CARE)</li> </ul> <p><b>UNIT II: Methodologies, Process And Investment Decisions</b></p> <ul style="list-style-type: none"> <li>• Overview of different credit rating methodologies.</li> <li>• Steps involved in credit rating assessment, due diligence and data collection.</li> <li>• Rating committee process and decision-making.</li> <li>• Understanding the influence of credit ratings on investment decisions, Impact of credit ratings on bond yields and pricing.</li> </ul>																											
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b> Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b> Format of Question Paper</p> <p><b>Attempt any 2 out of 3 questions.</b></p> <table border="1" data-bbox="212 919 1373 1108"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 30</b></td> </tr> </tbody> </table> <p><b>Internal Examination: Continuous Evaluation - 20 marks</b></p> <table border="1" data-bbox="256 1184 1393 1402"> <thead> <tr> <th></th> <th>Assessment / Evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>10</td> </tr> <tr> <td>2.</td> <td>Project and presentation / Viva/ Group discussion</td> <td>10</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 20</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15			<b>Total 30</b>		Assessment / Evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project and presentation / Viva/ Group discussion	10			<b>Total 20</b>
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**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal, Smt. Chandibai Himathmal Mansukhani College	
2.	Ms. Vidhi Hassani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.**

**Semester- I**

**Vertical – 5**

**Ability Enhancement Course (AEC) -2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Business Communication Skills**  
**Course Code: CHMBCOMAECI**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>In the contemporary business environment, communication is the cornerstone of success. Effective business communication enhances operational efficiency, fosters meaningful workplace relationships, and builds a strong public image. The evolution of digital tools and platforms has revolutionized traditional communication, making it crucial for aspiring professionals to master both conventional and modern techniques.</p> <p>This course equips learners with a comprehensive understanding of business communication- verbal, non-verbal, and digital- along with practical writing skills needed for professional documentation and correspondence. The aim is to prepare learners for real-world business interactions through a focus on clarity, conciseness, tone, structure, and etiquette across multiple communication formats and platforms.</p>
2	<b>Vertical 4</b>	Ability Enhancement Course
3	<b>Type</b> Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<p><b>Course Objectives:</b></p> <p>CO(A)1: To introduce learners to the theoretical foundations and principles of effective business communication.</p> <p>CO(A)2: To develop skills in digital, interpersonal, and cross-cultural communication essential for the workplace.</p> <p>CO(A)3: To enhance learners’ proficiency in writing business documents such as emails, reports, notices, and letters.</p> <p>CO(A)4: To build awareness of professional communication etiquette and practical problem-solving in organizational settings.</p>	

<b>8</b>	<p><b>Course Outcomes:</b> Student will be able to</p> <p>CO-1: Understand and apply the core concepts and models of business communication in real-world contexts.</p> <p>CO-2: Demonstrate the ability to communicate professionally in digital and in-person formats.</p> <p>CO-3: Develop job-ready communication skills for writing effective business documents.</p> <p>CO-4: Exhibit awareness of communication dynamics in diverse, collaborative, and hierarchical workplace settings.</p>
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<b>9</b>	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Foundations of Business Communication</b></p> <p><b>1. Basics of Communication in a Business Context</b></p> <ul style="list-style-type: none"> <li>• Meaning, definition, objectives, and elements of communication</li> <li>• The communication process: sender, message, channel, receiver, feedback</li> <li>• Barriers to communication and strategies to overcome them</li> </ul> <p><b>2. Types and Flows of Workplace Communication</b></p> <ul style="list-style-type: none"> <li>• Internal communication: downward, upward, horizontal</li> <li>• External communication: stakeholders, clients, public</li> <li>• Verbal vs. non-verbal communication; formal vs. informal channels</li> <li>• Role of emotional intelligence in workplace communication</li> </ul> <p><b>3. Digital and Social Media Communication</b></p> <ul style="list-style-type: none"> <li>• Professional use of email, MS Teams, and Zoom</li> <li>• Workplace etiquette on WhatsApp, LinkedIn, Slack</li> <li>• Writing for digital media: brevity, tone, and clarity</li> <li>• Data privacy, cyber etiquette, and responsible sharing</li> </ul> <p><b>UNIT II: Professional Business Correspondence and Documentation</b></p> <p><b>1. Business Letters</b></p> <ul style="list-style-type: none"> <li>• Key components and formats</li> <li>• Common types: Inquiry, Complaint, Order, Resignation</li> </ul> <p><b>2. Job-Related Correspondence</b></p> <ul style="list-style-type: none"> <li>• Job application with resume</li> <li>• Appointment, appreciation, and resignation letters</li> </ul>
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**3. Professional Emails**

- Job applications via email
- Writing and responding to official emails (e.g., meeting requests, follow-ups)

**10**

**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

Question No	Nature of Questions	Marks
Q. 1	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 1</b> <b>OR</b> <b>Essay-Type Question</b> (Attempt any 1 out of 2)- <b>Unit 1</b>	15
Q. 2	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 2</b> <b>OR</b> <b>Essay-Type Question</b> (Attempt any 1 out of 2)- <b>Unit 2</b>	15
	<b>Total</b>	<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Students are required to draft a job application letter along with a resume using the following AI assistance: Canva Resume Builder, Resume.oi, Zety, Novopresume, Rezi etc <b>OR</b> Prepare an effective LinkedIn profile for professional networking and career opportunities.	20
	<b>Total</b>	<b>20</b>


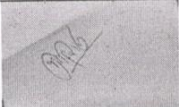
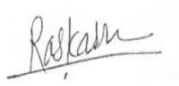
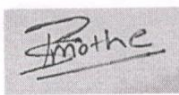
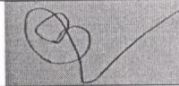
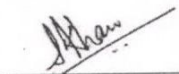
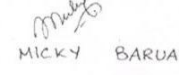

**11**

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2. Lesikar, Raymond V., Marie E. Flatley, and Kathryn Rentz. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
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7. Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
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9. Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
10. Krizan, A. C., Patricia Merrier, Joyce Logan, and Karen Williams. *Business Communication*. 8th ed., Cengage Learning, 2010.
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14. Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.
15. Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
16. Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
17. Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
18. Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
19. Locker, Kitty O., and Donna S. Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
20. Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.

### Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalkar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr). Kailas Aute



Name & Signature of the Dean: Prof. (Dr). Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**UG First Year**

**Semester - I**

**Title: Communication Skills in Sindhi**

**Vertical - 5  
AEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Communication Skills in Sindhi**  
**Course Code: CHMSINAECI**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	Communication is the core component of the commerce and trade. In communication, language plays very significant role. If a student has mastered the skills of language, undoubtedly, he or she would be able to communicate in the best manner. In this course basic part of Sindhi language would be taught based on the NEP 2020. The innovative approach likes critical thinking, creative mind, use of technology will lead to communicating and participating with the different groups. The vocabulary section would be given prominence. The course would be in the Devanagari script so that it can attract majority of the students. Even non-Sindhi students shall have opportunity to adopt this course.
2	<b>Vertical 5</b>	AEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	CO(A)1: The learner will get understanding of communication skills. CO(A)2: The learner will understand how to accurate the pronunciation of special words in Sindhi CO(A)3: The learner will improve the conversation skill in Sindhi. CO(A)4: The learner will become best communicator in Sindhi language
8	<b>Course Outcomes:</b> Student will be able to	CO1: Know the basic special features of Sindhi language. CO2: Understand the skills of communication. CO3: Knowing the conversation with businessmen and customers CO4: Know the etiquettes with parents, relatives, friends and others in effective way

## Syllabus

### Unit I – Fundamental of Sindhi Communication

- Introduction of Communication skill through Pictorial Presentation
- Importance of Language
- Basic aspects of language
  - i) Types of Language, ii) Role of Language, iii) Changes in Language
  - iv) Non-violent aspects of language v) Language & New generation
  - vi) Language & Modern Technology
- New Education Policy (NEP) & Importance of language
- Sindhi language: (Special features of spoken Sindhi language with pronunciation through audio visual presentation)

### Unit II – Functional Communication

- Importance of Communication
- Types of Communication (Presentation through video clips)
  - i) Verbal, ii) Non-verbal, iii) Written iv) Digital Communication
- Characteristics of Communication
- Obstacles in Communication of Sindhi Language
- Methods of Best Communication through role plays
- Spoken Sindhi in Business
- Conversation with customers and proprietors

#### यूनिट – 1

- समचारी भाषा : वक्फियत
- भाषा जी अहमियत
- भाषा जा बुनियादी पहल
  - i) किरम, ii) भाषा जो किरदार, iii) भाषा मे तबदीलियू iv) भाषा जा अहिसासाती पहलू v) भाषा एं नई नसल
- नई तैलीमी नीति एं बोलियुन जी अहमियत
- असां जी सिंधी बोली

#### यूनिट – 2

- राबते जी अहमियत
- राबते जा किरम
  - i) जिबानी राबतो, ii) गैर जिबानी राबतो, iii) लिखत राबतो iv) डिजीटल राबतो
- राबते मां फायदा
- राबते मे रंडकू
- वेहतर राबते जा तरीका
- ग्राहकन सा सिंधी बोलीअ मे गुफ्तगू

**10****Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt all questions.**

<b>Question No</b>	<b>Nature of Questions</b>	<b>Marks</b>
Q1	Objective Type – Fill in the Blanks / MCQs (Unit I)	15
Q2	Question on reading skill (Unit II)	07
Q3	Writing short story from outlines (Unit II)	08
<b>TOTAL</b>		<b>30</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. Use of non-programmable scientific calculator is allowed in the examination

**Internal Examination: Continuous Evaluation - 20 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	<b>Speaking Activities: (Presentation)</b> Making presentations in the classroom	10
2.	<b>Listening Activities: (Assignment)</b> Listening to speeches, dialogues, announcement and summarizing them	10
<b>TOTAL</b>		<b>20</b>

**11****REFERENCES:**

1. Sanchari Basha – By Dr. Pushpa Kodwani
2. Sindhi Pahakaa – Dr. Jetly M.K.
3. Sindhi Muhavahra – By Hardwani Lachhman
4. Sindhi Adhyat mak Shabdhkesh – By Hardwani Lachhman
5. Acho Sindhi Sikhu – By Hardwani Lachhman

**Syllabus Committee:**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Mrs. Kajal Ramchandani	H.O.D. of Jai Hind College	<i>Kajal</i>
2.	Mrs. Komal Totani	Assistant Teacher, Smt. CHM College	<i>Komal</i>

Name & Signature of the BoS Chairperson: (Mrs. Kajal Ramchandani)

*Kajal*

Name & Signature of the Dean: (Dr. Pratima Das)

*Pratima Das*



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester - I**

**Title: Environmental Management and  
Sustainable Development-I**

**Vertical - 5  
VEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Environmental Management and Sustainable Development-I**  
**Course Code: CHMVECI**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course introduces students to the basics of environmental management and sustainable development. It explains how ecosystems work, the importance of biodiversity, and the need to protect our natural resources. Students will learn about different environmental problems, human impact on nature, and how to manage disasters. The course also covers Indian environmental movements, ethics, and the role of public awareness. Real-life examples and case studies help students understand the connection between nature and human communities in a simple and practical way.
2	<b>Vertical 5</b>	VEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> To introduce about ecosystems, biodiversity and to make aware for the need of conservation.</p> <p><b>CO(A)2:</b> To sensitize students towards environmental concerns, issues, and impacts of human population.</p> <p><b>CO(A)3:</b> To analyze the impact of human population growth and development activities on the environment, including issues related to displacement, disaster response, and rehabilitation.</p> <p><b>CO(A)4:</b> To foster awareness of environmental ethics and the role of cultural and social movements in shaping sustainable environmental practices through communication, policy, and activism.</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Explain the interrelationships within ecosystems and analyze energy flow and succession, using examples from various ecological zones.</p> <p><b>CO2:</b> Critically evaluate biodiversity levels and conservation strategies, applying knowledge of endemic species, threats, and ecological services to real-world scenarios.</p> <p><b>CO3:</b> Assess the socio-environmental implications of population growth, displacement, and disasters, incorporating case studies to understand sustainable development challenges.</p> <p><b>CO4:</b> Demonstrate an understanding of environmental ethics and advocacy, by interpreting the influence of cultural values, environmental movements, and communication strategies on sustainability.</p>

9

## Syllabus

### UNIT I: Ecosystems, Biodiversity and Conservation

- Introduction, structure, and function of ecosystems; Energy flow: food chains, food webs and ecological succession. Case studies of the following:
  - Forest ecosystem
  - Grassland ecosystem
  - Desert ecosystem
  - Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries)
- Levels of biological diversity: genetic, species and ecosystem diversity; Biogeographic zones of India; Biodiversity patterns.
- India as a mega-biodiversity nation; Endangered and endemic species of India.
- Threats to biodiversity: Habitat loss, poaching of wildlife, man-wildlife conflicts, biological invasions; Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity.
- Ecosystem and biodiversity services: Ecological, economic, social, ethical, aesthetic and informational value.

### UNIT II: Human Communities and the Environment

- Human population growth: Impacts on environment, human health and welfare.
- Resettlement and rehabilitation of project affected persons; case studies.
- Disaster management: floods, earthquake, cyclones and landslides.
- Environmental movements: Chipko, Silent valley, Bishnois of Rajasthan.
- Environmental ethics: Role of Indian and other religions and cultures in environmental conservation.
- Environmental communication and public awareness, case studies (e.g. CNG vehicles in Delhi).

10

### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 3 out of 4 questions.**

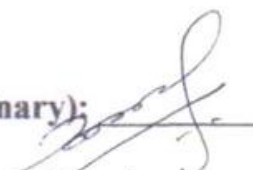
Question No	Nature of Questions	Marks
Q1	Theory based on Unit I	10
Q2	Theory based on Unit I	10
Q3	Theory based on Unit II	10
Q4	Theory based on Unit II	10
<b>TOTAL</b>		<b>30</b>

<b>Internal Examination: Continuous Evaluation - 20 marks</b>		
	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test, Creative writing/visits/role play (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Quiz)	10
2.	Project /Presentation / Viva/Group Discussion/Case study	10
<b>TOTAL</b>		<b>20</b>

<b>11</b>	<p><b>REFERENCES:</b></p> <ol style="list-style-type: none"> <li>1. Carson, R. (2002). <i>Silent Spring</i>. Houghton Mifflin Harcourt.</li> <li>2. Gadgil, M., &amp; Guha, R. (1993). <i>This Fissured Land: An Ecological History of India</i>. University of California Press.</li> <li>3. Gleeson, B., &amp; Low, N. (Eds.). (1999). <i>Global Ethics and Environment</i>. Routledge.</li> <li>4. Gleick, P. H. (1993). <i>Water in Crisis</i>. Pacific Institute for Studies in Development, Environment &amp; Security; Stockholm Environment Institute; Oxford University Press.</li> <li>5. Sodhi, N. S., Gibson, L., &amp; Raven, P. H. (Eds.). (2013). <i>Conservation Biology: Voices from the Tropics</i>. John Wiley &amp; Sons.</li> <li>6. Thapar, V. (1998). <i>Land of the Tiger: A Natural History of the Indian Subcontinent</i>.</li> <li>7. Warren, C. E. (1971). <i>Biology and Water Pollution Control</i>. W. B. Saunders.</li> <li>8. Wilson, E. O. (2006). <i>The Creation: An Appeal to Save Life on Earth</i>. W. W. Norton.</li> <li>9. Harper, Charles L. (2017). <i>Environment and Society: Human Perspectives on Environmental Issues</i> (6th Edition). Routledge.</li> <li>10. Rajagopalan, R. (2011). <i>Environmental Studies: From Crisis to Cure</i>. Oxford University Press.</li> <li>11. Harris, Frances (2012). <i>Global Environmental Issues</i> (2nd Edition). Wiley-Blackwell.</li> </ol>
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Name & Signature of the Dean & Ad-hoc BoS Chairperson (Interdisciplinary):

  
Dr. Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester- I**

**Title: Indian Knowledge System**

**Vertical - 5  
IKS Subject - 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Indian Knowledge System

Course Code:CHMIKSI

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course introduces students to the Indian Knowledge System (IKS), emphasizing its historical depth, cultural relevance, and interdisciplinary value. Rooted in the context of Indian civilization, it explores the holistic development of knowledge from ancient to pre-modern times, including contributions in medicine, mathematics, logic, linguistics, governance, arts, and sciences. By revisiting the traditional education systems and intellectual heritage of India, the course encourages learners to connect ancient insights with contemporary disciplines. It aims to enhance awareness, foster appreciation of indigenous wisdom, and reveal the interconnectedness of various streams of knowledge, aligning with the goals of the NEP 2020.
2	<b>Vertical 5</b>	IKS
3	<b>Type</b>	Theory+ Practicum (Teaching Methods: Lecture/ Discussion/ Presentation etc.)
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <ol style="list-style-type: none"><li>1. To sensitize the students about context in which they are embedded i.e. Indian culture and civilization including its Knowledge System and Tradition.</li><li>2. To help student to understand the knowledge, art and creative practices, skills and values in ancient Indian system.</li><li>3. To help to study the enriched scientific Indian heritage.</li><li>4. To introduce the contribution from Ancient Indian system &amp; tradition to modern science &amp; Technology</li></ol>	
8	<b>Learning Outcomes:</b> Students will be able to  LO1: Understand and appreciate the rich Indian Knowledge Tradition LO2: Understand the contribution of Indians in various fields LO3: Experience increase subject-awareness and self-esteem LO4: Develop a comprehensive understanding of how all knowledge is ultimately intertwined	

9

### Syllabus

**UNIT I: Introduction**

- Introduction to IKS (What is knowledge System, Characteristic Features of Indian Knowledge System)
- Why IKS? (Macaulay's Education Policy and its impact, Need of revisiting Ancient Indian Traditions)
- Scope of IKS (The Universality of IKS (from Micro to Macro), development form Earliest times to 18th Century CE)
- Tradition of IKS (Ancient Indian Education System: Home, Gurukul, Pathashala, Universities and ancient educational centres)
- Relevant sites in the vicinity of the Institute (Water Management System at Kanheri, Temple Management of Ambarnath, etc.)

**UNIT II:**

- Medicine (Ayurveda)
- Alchemy
- Mathematics
- Logic
- Art of Governance (Arthashastra)

**UNIT III: (Select Any FIVE out of the following)**

- Aesthetics
- Town Planning
- Strategic Studies
- Krishi Shastra
- Vyakaran & Lexicography
- Natyashastra
- Ancient Sports
- Astronomy
- Yoga and Wellbeing
- Linguistics
- Chitrasutra
- Architecture
- Taxation
- Banking
- Trade and Commerce

10

#### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

Question No	Nature of Questions	Marks
Q1	Attempt any TWO Questions out of FIVE.	06
Q2	Attempt any THREE Questions out of FIVE	12
Q3	Attempt any THREE Questions out of FIFTEEN	12
<b>Total</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test during the lectures (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles).	10
2.	Participation in Workshop/ Conference/Seminar/ Case Study/Field Visit/ Certificate Course/Project presentation /viva .	10
		<b>Total 20</b>

**REFERENCES:**

1. Concise history of science in India- D.M. Bose, S.N Sen, B.V. Subbarayappa.
2. Positive sciences of the Ancient Hindus- Brajendranatha seal, Motilal Banrasidas, Delhi 1958
3. History of Chemistry in Ancient India & Medieval India, P.Ray- Indian Chemicals Society, Calcutta 1956.
4. Charaka Samhita- a scientific synopsis, P. Ray & H.N Gupta National Institute of Sciences of India New Delhi 1965.
5. MacDonnell A.A- History of Sanskrit literature
6. Winternitz M- History of Indian Literature Vol. I, II
7. Dasgupta S.N & De S.K- History of Sanskrit literature Vol' I'
8. Ramkrishna Mission- cultural heritage of India Vol' I, II
9. Majumdar R. C & Pushalkar A.D- History & culture of the Indian people, Vol. I, II & III.
10. Keith A.B- History of Sanskrit literature'

Name & Signature of the Dean & Adhoc BoS Chairperson(Interdisciplinary):

(Dr. Nihir Anekar)



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester - I**

**Title: Cocurricular Course I**

**Vertical - 6  
CC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Cocurricular Course I**  
**Course Code: CHMCCI6**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	<b>Vertical 6</b>	CC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p><b>CO(A)2:</b> To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p><b>CO(A)3:</b> To foster a sense of responsibility, leadership, and community engagement among students.</p> <p><b>CO(A)4:</b> To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p><b>CO(A)5:</b> To integrate classroom learning with experiential learning for holistic growth.</p>

**8** **Course Outcomes:** Student will be able to  
**CO1:** Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.  
**CO2:** Demonstrate improved communication, leadership, and teamwork skills.  
**CO3:** Exhibit increased awareness of social responsibility and civic engagement.  
**CO4:** Build confidence through creative, cultural, and intellectual expressions.  
**CO5:** Maintain a portfolio or activity log to track participation and personal development.

**9** **Syllabus**

**Unit I – Suggested Areas of Participation in the Activities**

- **Cultural Events:** Drama, dance, music, literary events, debates, etc.
- **Social Outreach:** Blood donation, awareness campaigns, cleanliness drives.
- **Clubs & Societies:** Photography, quiz, environment club, shram club, etc.
- **Sports & Fitness:** College tournaments, yoga, marathons, fitness challenges.
- **Institutional Events:** Foundation Day, Annual Day, College Festivals, Intercollegiate events.
- **National Festivals:** Independence Day, Republic Day, etc.

**Unit II – Program Specific Topics**

- **Workshops/Seminars:** Report Writing, Personality Development, Soft Skills, Leadership Talks.
- **Speak, Show, Shine:** Presentation / Poster Presentation / Viva and Learning Experience.

**Mode of Evaluation**

- **Faculty Coordinator:** To guide and evaluate student progress.
- **Participation Proof:** Certificates, photos, attendance records.
- **Reflective Journal:** Minimum 2–3 pages summarizing experiences, learning, and growth.
- **Final Viva/Presentation:** 5-minute talk on poster presentation and on overall learning.

**10** **Scheme of Examination and Assessment Pattern**  
 Based on 3 approved activities

**External Examination: Semester End External - 30 marks**

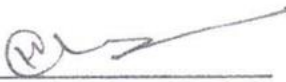
Activity No	Nature of Activities	Marks
Q1	Title of approved activity 1	10
Q2	Title of approved activity 1	10

	Q3	Title of approved activity 1	10
	<b>TOTAL</b>		<b>30</b>
<b>Internal Examination: Continuous Evaluation - 20 marks</b>			
		<b>Assessment / evaluation</b>	<b>Marks</b>
	1.	Reflective journal	10
	2.	Presentation / Poster presentation / Viva	10
	<b>TOTAL</b>		<b>20</b>

**Suggested Readings**

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:

  
 Dr. Manju Lalwani Pathak





**HSNC Board's**  
**Smt. Chandibai Himathmal Mansukhani College, Ulhasnagar**  
**(Autonomous)**  
**Affiliated to the University of Mumbai**

**Bachelor of Commerce**  
**(Financial Markets)**  
**(Self-Financing Course)**

**Semester – II**

**Choice Based and Credit Based syllabus**  
**as per NEP 2020 with effect from the**  
**Academic Year 2025-26**

## Credit Structure B.Com (Financial Markets) Semester II

Level I	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AEC , VEC , IKS	OJT, FP, CEP , CC, RP	Cum. Cr. / Sem.
		Mandatory	Electives						
4.5	II	Principles of Investment I (2)	-	Industry and Service Management I (2)	Economics for Professional Careers II (02)+ (02)	VSC:2, SEC:2  Negotiation Skills for Finance Professionals (2)	AEC: 2, VEC: 2	CC :2	22
		Principles of Investment II (2) Financial Market Environment (2)				Personal Financial Planning (2)			
<b>Total</b>		06	-	2	4	4	4	2	22

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- II**

**Title: Principles of Investment-I**

**Vertical - 1  
Major Subject - 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Principles of Investment-I**  
**Course Code: CHMBFMIII1A**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course is designed for undergraduate students in to build a strong foundation in investment concepts and practices. It provides an overview of various types of investments, financial markets, and instruments, emphasizing the relationship between risk and return. The course introduces key principles such as the time value of money and explores major investment avenues like equities, bonds, and mutual funds. It also familiarizes students with the ethical standards and regulatory framework guiding investment professionals. By the end of the course, students will be equipped to understand, analyze, and make informed investment decisions.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b>To introduce students to the fundamental concepts, types, and objectives of investments and the relationship between risk and return.</p> <p><b>CO(A) 2:</b>To explain the concept of the time value of money and its applications in evaluating investment opportunities.</p> <p><b>CO(A) 3:</b>To familiarize students with different investment vehicles such as stocks, bonds, mutual funds, and exchange-traded funds.</p> <p><b>CO(A) 4:</b>To promote ethical awareness and understanding of legal and regulatory frameworks governing investment practices.</p>

<b>8</b>	<p><b>Course Outcomes:</b> Student will be able to</p> <p><b>CO1:</b> Understand the fundamental concepts, objectives, and types of investments, along with the relationship between risk and return.</p> <p><b>CO2:</b> Apply the concept of time value of money in analyzing and evaluating investment alternatives.</p> <p><b>CO3:</b> Analyze different investment vehicles such as equities, bonds, mutual funds, and exchange-traded funds for effective portfolio decisions.</p> <p><b>CO4:</b> Demonstrate awareness of ethical principles and regulatory frameworks governing investment management practices.</p>
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<b>9</b>	<h2>Syllabus</h2>
	<p><b>UNIT I: Fundamentals of Investments</b></p> <ul style="list-style-type: none"> <li>● Meaning, nature, scope, and importance of investment</li> <li>● Investment objectives and Risk–Return Trade-offs</li> <li>● Types of investors: Risk-Averse, Moderate, and Aggressive Investors</li> <li>● Financial Markets, Financial Instruments, and Investment Avenues</li> <li>● Investment Process and Basic Principles of Security Analysis</li> </ul> <p><b>UNIT II: Time Value of Money</b></p> <ul style="list-style-type: none"> <li>● Concept, significance, and importance of Time Value of Money</li> <li>● Present Value and Future Value techniques</li> <li>● Compounding, Discounting, and Valuation of Cash Flows</li> <li>● Applications of Time Value of Money in Investment Decision-Making</li> <li>● AI-based Tools for Financial Planning, Investment Evaluation, and Portfolio Decision-Making</li> </ul>

<b>10</b>	<p><b>Scheme of Examination and Assessment Pattern</b></p> <p>Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b></p> <p>Format of Question Paper</p> <p><b>Attempt any 2 out of 3 questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Question No</th> <th style="width: 65%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <p><b>Note:</b></p> <ol style="list-style-type: none"> <li>1. Equal Weightage is to be given to all the modules.</li> <li>2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options</li> </ol> <p><b>Internal Examination: Continuous Evaluation - 40 marks</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td style="text-align: center;">10</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	<b>Total</b>		<b>30</b>		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- II**

**Title: Principles of Investment-II**

**Vertical - 1  
Major Subject – 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Principles of Investment-II**  
**Course Code: CHMBFMII1B**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course is designed for undergraduate students in to build a strong foundation in investment concepts and practices. It provides an overview of various types of investments, financial markets, and instruments, emphasizing the relationship between risk and return. The course introduces key principles such as the time value of money and explores major investment avenues like equities, bonds, and mutual funds. It also familiarizes students with the ethical standards and regulatory framework guiding investment professionals. By the end of the course, students will be equipped to understand, analyze, and make informed investment decisions.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b>To introduce students to the fundamental concepts, types, and objectives of investments and the relationship between risk and return.</p> <p><b>CO(A) 2:</b>To explain the concept of the time value of money and its applications in evaluating investment opportunities.</p> <p><b>CO(A) 3:</b>To familiarize students with different investment vehicles such as stocks, bonds, mutual funds, and exchange-traded funds.</p> <p><b>CO(A) 4:</b>To promote ethical awareness and understanding of legal and regulatory frameworks governing investment practices.</p>

<b>8</b>	<p><b>Course Outcomes:</b> Student will be able to</p> <p><b>CO1:</b> Understand the fundamental concepts, objectives, and types of investments, along with the relationship between risk and return.</p> <p><b>CO2:</b> Apply the concept of time value of money in analyzing and evaluating investment alternatives.</p> <p><b>CO3:</b> Analyze different investment vehicles such as equities, bonds, mutual funds, and exchange-traded funds for effective portfolio decisions.</p> <p><b>CO4:</b> Demonstrate awareness of ethical principles and regulatory frameworks governing investment management practices.</p>
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<b>9</b>	<h2>Syllabus</h2>
	<p><b>UNIT I: Investment Vehicles</b></p> <ul style="list-style-type: none"> <li>● Equity Shares and Stock Market Investments</li> <li>● Bonds and Fixed-Income Securities</li> <li>● Mutual Funds and Exchange-Traded Funds (ETFs)</li> <li>● Comparison of Investment Alternatives based on Risk, Return, and Liquidity</li> <li>● Emerging Investment Avenues and Digital Investment Platform</li> </ul> <p><b>UNIT II: Ethics and Regulations in Investments</b></p> <ul style="list-style-type: none"> <li>● Code of Ethics and Professional Standards for Investment Professionals</li> <li>● Legal and Regulatory Framework Governing Investments</li> <li>● Ethical Decision-Making in Investment Management</li> <li>● Role of Artificial Intelligence in Compliance, Risk Assessment, and Investment Advisory</li> <li>● Ethical Challenges and Responsible Use of AI in Investment Practices</li> </ul>

<b>10</b>	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b></p> <p style="text-align: center;">Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b></p> <p style="text-align: center;">Format of Question Paper</p> <p><b>Attempt any 4 out of 6 questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Question No</th> <th style="width: 65%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td style="text-align: center;">Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <p><b>Note:</b></p> <ol style="list-style-type: none"> <li>1. Equal Weightage is to be given to all the modules.</li> <li>2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options</li> </ol> <p><b>Internal Examination: Continuous Evaluation - 40 marks</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 80%;">Assessment / evaluation</th> <th style="width: 15%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td style="text-align: center;">Class Test</td> <td style="text-align: center;">10</td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	<b>Total</b>		<b>30</b>		Assessment / evaluation	Marks	1.	Class Test	10
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- II**

**Title: Financial Market Environment**

**Vertical 1 – Major  
Credits - 2**

**with effect from  
Academic Year 2025-2026**

## Title: Financial Market Environment

**Course Code: CHMBFMII2**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course provides a comprehensive overview of the financial market environment, covering foundational concepts, market structures, macroeconomic influences, regulatory changes, FinTech, and digital innovations shaping today's markets.
2	<b>Vertical 1</b>	Major Mandatory
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<b>CO(A) 1:</b> To understand the components and structure of financial markets. <b>CO(A) 2:</b> To study market mechanisms and trading systems. <b>CO(A) 3:</b> To analyze the effects of economic and regulatory factors on markets. <b>CO(A) 4:</b> To explore the role of FinTech and digitalization in financial systems.
8	<b>Course Outcomes:</b>	Student will be able to <b>CO1:</b> Explain the structure and role of major financial markets. <b>CO2:</b> Analyze how economic indicators and interest rates affect markets. <b>CO3:</b> Understand electronic and high-frequency trading systems. <b>CO4:</b> Describe the impact of financial innovation, FinTech, and Blockchain.

9

### Syllabus

#### UNIT I: Introduction to Financial Market environment

- Definition and Scope of Financial market environment
- Market Structure and Trading Mechanisms - Stock Markets: Exchanges and Trading Systems, Bond Markets: Primary and Secondary Markets, Derivatives Markets: Futures and Options ,Forex Markets: Currency Trading
- Electronic Trading and High-Frequency Trading.

#### UNIT II: Market Forces and Macroeconomic Influences

- Supply and Demand Dynamics in Financial Markets, Impact of Economic Indicators on Markets, Interest Rates and Their Effects
- Global Economic Events and Market Reactions, Regulatory Changes and Market Adaptations
- Financial Technology and Artificial Intelligence in Markets- Fintech Evolution, Blockchain and Distributed Ledger Technology (DLT) & AI-based Market Analysis and Forecasting

10

#### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

Attempt any 2 out of 3 questions

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
<b>Total</b>		<b>30</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options

#### Internal Examination: Continuous Evaluation - 20 marks




	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva/ Group discussion	10
<b>Total</b>		<b>20</b>

11

#### REFERENCES:

1. Indian Financial System - Authors: M. Y. Khan, P. K. Jain (2019)
2. Financial Markets and Services - Author: Gordon Natarajan (2017)
3. Investment Management: A Modern Approach- Author: R. K. Agarwal, S. P. Gupta(2014)
4. Financial Markets and Institutions in India- Author: Preeti Singh (2009)

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B.Com.  
(Management Studies)**

Semester - II

**Title: Industry and Service Management - I  
(Basics of I & S)**

**Vertical - 2  
Minor Subject - 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Industry and Service Management I (Basics of I & S)**  
**Course Code: CHMBMSII3**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course introduces students to the foundational concepts of Industry Management and Service Management, two essential components of modern economic and business environments. Students will learn how industries operate, how external forces shape their competitiveness, and how technological and regulatory changes influence industry performance. The course also covers the nature, scope, and classification of services, highlighting the growing importance of the service sector in India. By the end of the course, students will develop the ability to analyze industries and understand the dynamics of service delivery and management.
2	<b>Vertical 2</b>	Minor
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> Introduce students to the fundamental principles and functions of Industry Management.</p> <p><b>CO(A)2:</b> Provide analytical frameworks for evaluating industry competitiveness and key environmental influences.</p> <p><b>CO(A)3:</b> Develop understanding of the unique characteristics, scope, and classification of services.</p> <p><b>CO(A)4:</b> Explain the economic and structural factors contributing to the expansion of the service industry, especially in India.</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Explain the concept, characteristics, types, and advantages/disadvantages of Industry Management.</p> <p><b>CO2:</b> Analyze industry structure using tools such as Porter's Five Forces, Industry Life Cycle, and regulatory/technological factors.</p> <p><b>CO3:</b> Describe the concept and characteristics of services, and explain the significance of the service sector.</p> <p><b>CO4:</b> Classify different types of services and evaluate the reasons for the rapid growth of the service industry in India</p>

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Basics of Industry Management</b></p> <ul style="list-style-type: none"> <li>• Concept of Industry Management, Characteristics of IM, Types, Pros and Cons of Industry Management</li> <li>• Industry Analysis: Framework of Porter's Five Forces, Industry Life Cycle, Technological advancement, Government regulations</li> </ul> <p><b>UNIT II: Basics of Service Management</b></p> <ul style="list-style-type: none"> <li>• Concept of service and service Management, characteristics of services, importance of service industry</li> <li>• Scope and Classification of services - Specialized services, Customer services and Industrial services, Reasons for growth of service industry in India.</li> </ul>																								
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HSNC Board's

# Smt. Chandibai Himathmal Mansukhani College

(Autonomous)

(Affiliated to the University of Mumbai)

University College Code: 217 | JD Office: T14



Estd. Year  
1965

## Faculty of Interdisciplinary

### Vertical 3: List of Open Elective Skill Based Courses for First Year: Semester – II

Sr. No.	Nomenclature of the Paper
1	Cyber and Digital Safety
2	Audio -Video Editing Foundation for Graphics Design and Basics of Animation II
3	Basic Tools of AI for Economics and Education - II
4	English for Professional and Corporate World
5	Urbanisation and Real Estate
6	Business of Travel and Tours-II
7	Managing Family Wealth through Family Office
8	Interactive Web Design using Java Script
9	Basics of Nutrition II
10	Reels Production and Creator Branding
11	Performing Art
12	Data Analysis with Advanced Excel
13	Advanced Political Communication and Media Skills
14	Stress Management
15	Social Media and Society Identity, Power and Digital Citizenship
16	Mushroom Cultivation Training and Trading Level
17	Yoga and Fitness II
18	Basic Perfumery Course (Level-II)
19	Soft Skills II-Personal and Interpersonal Effectiveness
20	Beautician - Strategic Business Planning-II
21	Current Trends of Fashion Designing- Financial Perspective Level-II
22	Basic Accounting-II
23	Digital Marketing II
24	Online Trading and Stock Market-II
25	Event Management Course in Sindhi



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Economics)**

Semester- II

**Title: Economics for Professional Careers-II**

**Vertical - 1  
Major Subject - 2 Credit**

**with effect from  
Academic Year 2025-2026**

## Title: Economics for Professional Careers-II

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course is designed to equip students with essential economic concepts and tools relevant to decision-making in a professional and business environment. It introduces students to core aspects of business economics, cost estimation, market dynamics and price determination. By integrating theory with real-life examples, the course enables learners to analyze how market forces operate in various competitive settings. The course is tailored to develop critical thinking and economic reasoning skills needed for effective participation in the professional world.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lectures, Discussion, Presentation and Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	CO1: To understand demand forecasting and capital budgeting. CO2: To understand capital budgeting for new business. CO3: To equip learners with the knowledge and skills to understand, evaluate through case study of a business plan through capital budgeting. CO4: To understand traditional approach and modern approach of production function.
8	<b>Learning Outcomes: Student will be able to;</b>	<b>LO1:</b> Understand demand forecasting and capital budgeting. <b>LO2:</b> Understand capital budgeting for new business. <b>LO3:</b> Equip learners with the knowledge and skills to understand, evaluate through case study of a business plan through capital budgeting. <b>LO4:</b> Understand traditional approach and modern approach of production function.

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>Unit I: Demand Forecasting and Capital budgeting</b></p> <ul style="list-style-type: none"> <li>• <b>Demand Forecasting:</b> Meaning, Steps, Characteristics, Importance and Methods.</li> <li>• <b>Capital Budgeting for New Business:</b> Overview and Importance of capital Budgeting for new business, Steps for Business Plan - Project identification, Project Approval, Project report- Types of Capital Budgeting - Pay Back Period, Net Present Value &amp; Internal Rate of Return</li> <li>• <b>Case Study of a Business plan through Capital Budgeting.</b></li> </ul> <p><b>Unit II: Production Function</b></p> <ul style="list-style-type: none"> <li>• <b>New approach to Production Function:</b> Meaning of production function, Iso-quant, Iso-cost line and Producer’s Equilibrium, Types of production function: Short run- Law of variable proportions and long run returns to scale.</li> <li>• <b>Approaches to Production Function:</b> Traditional Approach and Modern Approach of Production function (Concepts – Technology, Innovation, Research &amp; Development human Capital and Sustainable Production).</li> <li>• <b>Industrial Visit to Parle G factory for understanding Production Functions</b></li> </ul>																					
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1.	Multiple choice questions	20																				
<b>Total</b>		<b>20</b>																				
11	<p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1) Mankiw, N.G., (2009), ‘Economics: Principles and Applications’, Cengage Learning</li> <li>2) Stiglitz, J.E. and C.E. Walsh, (2002), ‘Principles of Economics’, W.W. Norton</li> <li>3) Harold Bierman Jr. and Seymour Smidt ‘Capital Budgeting: Financial Appraisal of Investment Projects’, 8<sup>th</sup> Edition, MacMillan</li> <li>4) H. Craig Petersen, W. Cris Lewis, (2012), Managerial Economics, 4<sup>th</sup> Edition, Pearson, Delhi, India</li> <li>5) Nicolas Vandeput, (2018), ‘Demand Forecasting Best Practices’, Charleston, USA.</li> </ol>																					

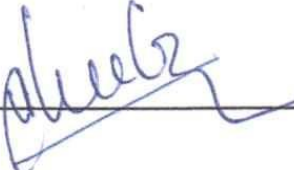
## Department of Economics:

Sr No	Name of the Faculty	Designation and College	Signature
1.	Prin. (Dr.) Manju Lalwani Pathak	Head, Department of Economics, Smt. CHM College, Ulhasnagar	
2.	Dr. Usha P. Oomman	Associate Professor, Smt. CHM College, Ulhasnagar	
3.	Prof. (Dr.) Gaikar Vilas B.	Professor, Smt. CHM College, Ulhasnagar	

Name & Signature of the Ad-hoc BoS, Chairperson: \_\_\_\_\_

(Prin. (Dr.) Manju Lalwani Pathak)

Name & Signature of the Dean: \_\_\_\_\_

 Dr. Prashant Kelkar.



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- II**

**Title: Negotiation Skills for Finance  
Professionals**

**Vertical 4 – VSC  
Credits - 2**

**with effect from  
Academic Year 2025-2026**

## Title: Negotiation Skills for Finance Professionals

**Course Code: CHMBFMII6**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course focuses on the fundamentals of negotiation and communication in financial contexts. It helps students develop analytical, interpersonal, and ethical decision-making skills required to handle negotiations in banking, investment, and corporate finance environments.
2	<b>Vertical 4</b>	VSC
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> CO(A) 1:To understand the fundamentals and key elements of financial negotiations. CO(A) 2:To develop effective communication and rapport-building skills. CO(A) 3:To analyze various negotiation strategies and styles in finance. CO(A) 4:To understand ethical and legal aspects of financial negotiations.	
8	<b>Course Outcomes:</b> Student will be able to CO1:Understand the fundamentals of negotiation in financial contexts. CO2:Apply effective communication and listening skills during negotiations. CO3:Use negotiation strategies to achieve mutually beneficial outcomes. CO4: Recognize ethical and legal boundaries in financial decision-making. CO5:Demonstrate professionalism through case-based negotiation practice.	

9

### Syllabus

#### UNIT I: Foundations of Negotiation

- Understanding negotiation fundamentals ,Identifying key elements in financial negotiations ,negotiation styles and approaches
- Verbal and non-verbal communication skills & techniques
- Digital Tools and AI in Financial Negotiations- Use of emails, video conferencing, and online meeting platforms, Use of AI tools for negotiation preparation and decision support.

#### UNIT II: Negotiation Strategies and Ethical Considerations

- Negotiation Strategies for Finance Professionals Creating value in financial negotiations - Handling difficult negotiations in the finance industry , Case studies and Role-playing exercises
- Navigating legal frameworks in Finance negotiations, Ethical considerations in financial decision-making, Compliance and Negotiation practices
- Ethical Dilemmas and Corporate Integrity: Real-life ethical challenges in financial decision-making

10

#### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

Attempt any 2 out of 3 questions

Question No	Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
	<b>TOTAL</b>	<b>30</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva/ Group discussion	10
	<b>Total 20</b>	

**REFERENCES:**

1. Indian Financial System - Authors: M. Y. Khan, P. K. Jain (2019)
2. Financial Markets and Services - Author: Gordon Natarajan (2017)
3. Investment Management: A Modern Approach- Author: R. K. Agarwal, S. P. Gupta(2014)
4. Financial Markets and Institutions in India- Author: Preeti Singh (2009)

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- II**

**Title: Personal Financial Planning**

**Vertical - 4  
VSC - 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Personal Financial Planning

**Course Code: CHMBFMII7**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course is designed for undergraduate students in B. Com (Financial Markets) to develop a comprehensive understanding of personal financial planning and management. It introduces the principles and applications of financial planning, including income and expenditure analysis, budgeting, savings, and investment avenues for individuals. The course also focuses on the financial planning process—client relationship management, goal setting, and risk profiling—while exploring behavioral finance concepts and the growing role of FinTech and robo-advisory in modern financial planning.
2	<b>Vertical 4</b>	VSC
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <b>CO(A) 1:</b> To introduce the concept and importance of personal financial planning and its applications in daily life. <b>CO(A) 2:</b> To develop skills in preparing income and expenditure statements, personal balance sheets, and budgets. <b>CO(A) 3:</b> To provide insights into behavioral finance, investor psychology, and the impact of technology in financial planning.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Understand the meaning, scope, and significance of personal financial planning and its role in achieving financial well-being. <b>CO2:</b> Prepare and interpret personal financial statements, budgets, and cash flow summaries to manage income and expenditure effectively. <b>CO3:</b> Evaluate the influence of behavioral biases and the role of FinTech and robo-advisory services in enhancing financial decision-making.	

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## Syllabus

### UNIT I: Introduction to Personal Financial Planning

- Meaning and importance of personal financial planning
- Key investment avenues for individuals
- Understanding income, expenses and cash flow
- Basics of budgeting and simple cash management
- Personal balance sheet and calculation of net worth.

### UNIT II: Personal Financial Planning Process

- Steps in the personal financial planning process
- Collecting and analysing client information
- Understanding investor risk profile
- Basics of behavioural finance and investor behaviour
- Role of FinTech and robo-advisory in modern financial planning

10

### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 2 out of 3 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
<b>Total</b>		<b>30</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options

**Internal Examination: Continuous Evaluation - 20 marks**



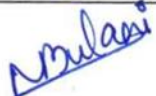
	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project and presentation / Viva/ Group Discussion	10
<b>Total</b>		<b>20</b>

**11**

**REFERENCES:**

1. Personal finance by Jack R Kapoor The McGraw Hill
2. Financial advising by MACMILLan IIBF
3. Personal financial planning The ICFAI university.

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year BCOM**

**Semester- II**

**Vertical – 5**

**Ability Enhancement Course (AEC) -2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Advanced Business Communication Skills**  
**Course Code: CHMBCOMAECII**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	<p>The modern business world demands communication that is strategic, data-driven, digitally fluent, and culturally intelligent. With virtual offices, global teams, and technology-integrated operations, communication skills have evolved beyond traditional correspondence.</p> <p><i>Advanced Business Communication Skills</i> builds on foundational knowledge and introduces students to executive-level communication abilities. The course focuses on strategic communication, digital workplace tools, persuasive writing, professional etiquette, intercultural communication, and analytical documentation, preparing learners for real-world corporate responsibilities.</p>
2	<b>Vertical 5</b>	<b>AEC: Advanced Business Communication Skills</b>
3	<b>Type</b> Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p>CO(A)1: To provide advanced understanding of business communication models and strategies.</p> <p>CO(A)2: To develop digital and intercultural communication skills essential for global workplaces.</p> <p>CO(A)3: To equip students with professional writing skills for reports, proposals, emails, and letters.</p> <p>CO(A)4: To enhance presentation, negotiation, and analytical communication abilities.</p> <p>CO(A)5: To build professionalism, etiquette, and ethical communication judgment.</p>

<b>8</b>	<p><b>Course Outcomes:</b> After completing this course, learners will be able to:</p> <p><b>CO-1:</b> Implement advanced communication strategies in professional business contexts.</p> <p><b>CO-2:</b> Communicate effectively using digital tools and virtual platforms.</p> <p><b>CO-3:</b> Draft structured, persuasive, and professional business documents.</p> <p><b>CO-4:</b> Demonstrate professional etiquette in meetings, group work, interviews, and corporate communication.</p> <p><b>CO-5:</b> Analyze and solve workplace communication problems through case-based approaches.</p>
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<b>9</b>	<p><b>Syllabus</b></p>
	<p><b>UNIT I: Advanced Concepts in Business &amp; Digital Communication (15 Hours)</b></p> <p><b>1. Strategic Business Communication</b></p> <ul style="list-style-type: none"> <li>• Advanced models of corporate communication</li> <li>• Managerial communication and decision-making</li> <li>• Communication ethics and governance</li> <li>• Communication in crisis and conflict situations</li> </ul> <p><b>2. Workplace Communication Dynamics</b></p> <ul style="list-style-type: none"> <li>• Multigenerational workforce communication</li> <li>• Communication across hierarchies and cross-functional teams</li> <li>• Basics of negotiation and conflict resolution</li> <li>• Professional listening and feedback skills</li> </ul> <p><b>3. Digital Communication &amp; Virtual Workplace</b></p> <ul style="list-style-type: none"> <li>• Email etiquette in global communication</li> <li>• Virtual meeting etiquette: scheduling, agendas, minutes</li> <li>• Writing for digital media: micro-content, announcements, social media tone</li> </ul> <p><b>4. Intercultural &amp; Global Communication</b></p> <ul style="list-style-type: none"> <li>• Cultural sensitivity in global communication</li> <li>• Communicating with international clients</li> <li>• Cross-border etiquette: greetings, tone, time zones</li> </ul>

**UNIT II: Professional Business Correspondence & Practical Documentation (15 Hours)**

• **Business Reports & Practical Documentation**

- 1 Project summary report
- 2 Market survey/product analysis report
- 3 Service recovery / apology letter as a customer care executive
- 4 Negotiation letter (discount / delivery terms)

• **Proposals, Social Media Writing & Corporate Profiles**

1. Proposal for a new campus event
2. Proposal for a small business idea
3. Writing Instagram captions for a brand
4. Preparing a short promotional message for a product

10

**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

All questions are compulsory:

Question No	Nature of Questions	Marks
Q. 1	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 1</b> <b>OR</b> Attempt <b>Essay Type</b> question. (1 out of 2) - <b>Unit 1</b>	15
Q. 2	<b>Short Notes</b> (Attempt any 3 out of 5) - Unit 2 <b>OR</b> Attempt <b>Essay Type</b> question. (1 out of 2) - Unit 2	15
	<b>Total</b>	<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	<b>Written Assignment:</b> The students are required to attempt <b>any one</b> of the following using AI applications: (Eg: Gamma AI, Beautiful.ai, etc) <ul style="list-style-type: none"> <li>• Preparing a short promotional message for a product</li> <li>• Market Survey Report / A Business Proposal</li> </ul>	20
	<b>Total</b>	<b>20</b>




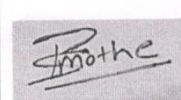
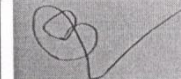
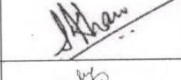
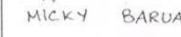
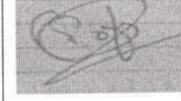
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**REFERENCES:**

- 1 Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
- 2 Bovee, Courtland L., and John V. Thill. *Business Communication Today*. 14th ed., Pearson, 2021.

- 3 Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
- 4 Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
- 5 Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
- 6 Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.
- 7 Krizan, A. C., et al. *Business Communication*. 8th ed., Cengage Learning, 2010.
- 8 Lesikar, Raymond V., et al. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
- 9 Locker, Kitty O., and Donna Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
- 10 Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
- 11 Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.
- 12 Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
- 13 Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
- 14 Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
- 15 Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
- 16 Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
- 17 Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
- 18 Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
- 19 Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
- 20 Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.

### Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute



Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester- II**

**Title: Communication Skills in Sindhi**

**Vertical - 5**

**Ability Enhancement Course - 2 Credit**

**with effect from  
Academic Year 2025-2026**

**Title: Communication Skills in Sindhi**  
**COURSE CODE: CHMSINIAEC**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	Sindhi communication skills (B.Com.) Communication is the core component of the commerce and trade. In communication, language plays very significant role. If a student has mastered the skills of language, undoubtedly, he or she would be able to communicate in the best manner. In this course basic part of Sindhi language would be taught based on the NEP 2020. The innovative approach likes critical thinking, creative mind, use of technology will lead to communicating and participating with the different groups. The vocabulary section would be given prominence. The course would be in the Devanagari script so that it can attract majority of the students. Even non-Sindhi students shall have opportunity to adopt this course.
2	<b>Vertical 1</b>	AEC – Ability Enhancement Course
3	<b>Type</b>	Theory+ Practicum (Teaching Method: Lecture/ Discussion/Reading)
4	<b>Credit</b>	2 credits (1 credit = 15 hours for theory or 30 hours of Practical work in a semester)
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50Marks
7	<b>Course Objectives:</b>	After successful completion of this course: <b>CO(A)1:</b> The learner will get understanding of communication skills. <b>CO(A)2:</b> The learner will understand how to accurate the pronunciation of special words in Sindhi <b>CO(A)3:</b> The learner will improve the conversation skill in Sindhi. <b>CO(A)4:</b> The learner will become best communicator in Sindhi language
8	<b>Course Outcomes:</b>	Student will be able to <b>CO1:</b> Know the basic special features of Sindhi language. <b>CO2:</b> Understand the skills of communication. <b>CO3:</b> Knowing the conversation with businessmen and customers <b>CO4:</b> Know the etiquettes with parents, relatives, friends and others in effective way

### Syllabus

#### Unit 1: Everyday & Professional Communication in Sindhi

- Daily Life Conversation Skills: Greetings and introductions, Asking for information, Making requests / giving instructions, Small talk in simple Sindhi
- Workplace & Business Communication: Customer interaction, Office enquiries, permissions, complaints, Bank/shop/travel conversation, Basic telephone conversation, Short Event Reports

#### Unit 2: Digital & Modern Communication in Sindhi

- Email & Message Writing: Professional emails, WhatsApp/SMS etiquette, Announcements, reminders
- Product and Promotive Communication: Short ads, Taglines & slogans, Simple product description, Pitch Presentation, Interview / Communication for Market Research

### Syllabus

#### यूनिट १:

- रोज़मरह जी ज़िंदगी में गुप्तगू(सिंधीअ में): वाकुफ़ियत डियण ऐ जाण हासुल करण ,वेनती मोकिलण, अर्जु करण,हिदायतू डियण, सौली सिंधीअ में गालाईण.
- कम करण वारी ज़गह ते राबतो ऐ कारोबारी राबतो: ग्राहकनि सा गुप्तगू ऑफिस में पूछताछ , परमीशन शिकायत पत्र,बैंक जे करमचारियुनि सा गुप्तगू ग्राहकनि सा गालिहाइणि,बेसिक टेलीफोनिक संवादु, नंडे जशन जी रिपोर्ट.

#### यूनिट २:

- डिजिटल ऐ आधुनिक संवादु(सिंधी में):
- ईमेल ऐ मैसेज लिखण, पेशेवर ईमेल, वाट्सप ऐ समसे (Message) जा शिष्टाचार (Etiquettes),घोषणा ,याद डियारण वारो नोट (Reminders),
- उत्पाद ऐ प्रचार प्रसार संवादु,,नंडो विज्ञापन (Small Ads), टैगलाइन ऐ स्लोगन सौलो उत्पाद वर्णन,, पिच प्रिज्न्टेशन, इंटरव्यू मार्केट रिसर्च जे लाइ संवादु.

**10****Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

<b>Question No</b>	<b>Nature of Questions</b>	<b>Marks</b>
Q1.A)	Objective Type Questions (Unit- I)	05
Q1. B)	Attempt ANY 2 out of 4- (5 marks each) (Unit-I)	10
Q2.A)	Objective Type Questions (Unit- II)	05
Q2. B)	Attempt ANY 2 out of 4- (5 marks each) (Unit-II)	10
<b>Total</b>		<b>30</b>
		<b>Total 30</b>

**Internal Examination: Continuous Evolution - 20 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	<b>Speaking Activities: (Presentation)</b> Making presentations in the classroom	10
2.	<b>Listening Activities: (Assignment)</b> Listening to speeches, dialogues, announcement and summarizing them	10
<b>Total</b>		<b>20</b>

**11****REFERENCE BOOKS:**

1. Sanchari Basha – By Dr. Pushpa Kodwani
2. Sindhi Pahakaa – Dr. Jetly M.K.
3. Sindhi Muhavahra – By Hardwani Lachhman
4. Sindhi Adhyat mak Shabdhkesh – By Hardwani Lachhman
5. Acho Sindhi Sikhu – By Hardwani Lachhman

**Syllabus Committee:**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Mrs. Kajal Ramchandani	H.O.D. of Jai Hind College	<i>Kajal</i>
2.	Mrs. Komal Totani	Assistant Teacher, Smt. CHM College	<i>Komal</i>

Name & Signature of the BoS Chairperson: (Mrs. Kajal Ramchandani) *Kajal*

Name & Signature of the Dean: (Dr. Pratima Das) *Pratima Das*



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester- II**

**Title: Environmental Management and Sustainable Development - II**

**Vertical - 5  
VEC Subject - 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Environmental Management and Sustainable Development - II

**Course Code: CHMVEC2**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course examines the relationship between environmental pollution and human health, with detailed coverage of air, water, soil, noise, thermal, and radioactive pollution and their sources, standards, and impacts. It enables learners to understand pollution generation processes, waste management challenges, and the assimilative capacity of the environment. The course also introduces environmental laws, constitutional provisions, and regulatory frameworks, along with tools such as Environmental Management Systems (ISO 14001), life cycle analysis, and cost–benefit analysis. Emphasis is placed on sustainable practices, pollution control measures, the 3R concept, ecolabeling, and global initiatives such as the Sustainable Development Goals and Mission LiFE.
2	<b>Vertical 5</b>	VEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> To develop a comprehensive understanding of various types of environmental pollution, their sources, standards, and impacts on human health and ecosystems.</p> <p><b>CO(A)2:</b> To familiarize students with environmental laws, constitutional provisions, and regulatory frameworks related to environmental protection and management.</p> <p><b>CO(A)3:</b> To equip learners with knowledge of environmental management tools, pollution control measures, and sustainable waste management practices.</p> <p><b>CO(A)4:</b> To create awareness about global and national sustainability initiatives such as the Sustainable Development Goals, Mission LiFE, and their role in achieving sustainable development.</p>

8	<p><b>Course Outcomes:</b> Student will be able to</p> <p><b>CO1:</b> Identify and analyze different types of environmental pollution and assess their impacts on human health and ecological systems.</p> <p><b>CO2:</b> Explain key environmental laws, constitutional provisions, and institutional mechanisms for environmental protection.</p> <p><b>CO3:</b> Apply environmental management tools and sustainable waste management practices in real-world contexts.</p> <p><b>CO4:</b> Evaluate sustainability initiatives such as the SDGs and Mission LiFE and relate them to environmental management and sustainable development practices.</p>
9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Environmental Pollution and Health</b></p> <ul style="list-style-type: none"> <li>• Understanding pollution: Production processes and generation of wastes; Assimilative capacity of the environment; Definition of pollution; Point sources and non-point sources of pollution.</li> <li>• Air pollution: Sources of air pollution; Primary and secondary pollutants; Indoor air pollution; Adverse health impacts of air pollutants; National Ambient Air Quality Standards.</li> <li>• Water pollution: Sources of water pollution; River, lake and marine pollution, groundwater pollution; water quality parameters and standards; adverse health impacts of water pollution on human and aquatic life.</li> <li>• Soil pollution and solid waste: Soil pollutants and their sources; Solid and hazardous waste; Impact on human health.</li> <li>• Noise pollution: Definition of noise; Unit of measurement of noise pollution; Sources of noise pollution; Noise standards; adverse impacts of noise on human health.</li> <li>• Thermal and Radioactive pollution: Sources and impact on human health and ecosystems.</li> </ul> <p><b>UNIT II: Environmental Management</b></p> <ul style="list-style-type: none"> <li>• Introduction to environmental laws and regulation: Constitutional provisions- Article 48A, Article 51A (g) and other derived environmental rights;</li> <li>• Introduction to environmental legislations on the forest, wildlife and pollution control. Environmental management system: ISO 14001 Life cycle analysis; Cost-benefit analysis</li> <li>• Pollution control and management; Waste Management- Concept of 3R (Reduce, Recycle and Reuse) and sustainability; Ecolabeling /Ecomark scheme.</li> <li>• Introduction to Millennium Development Goals, Sustainable Development Goals, &amp; Mission Life.</li> </ul>

**10****Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 3 out of 4 questions.**

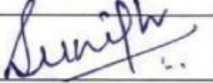
<b>Question No</b>	<b>Nature of Questions</b>	<b>Marks</b>
Q1	Theory Question based on Unit I	10
Q2	Theory Question based on Unit I	10
Q3	Theory Question based on Unit II	10
Q4	Theory Question based on Unit II	10
<b>TOTAL</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Assignment / Project	10
2.	Case Study / Assignment	10
<b>TOTAL</b>		<b>20</b>

**11****REFERENCES:**

1. Barrow, C. J. (2012). *Environmental management for sustainable development* (2nd ed.). Routledge.
2. Doabia, T. S. (2023). *Environmental and pollution laws in India* (4th ed.). Eastern Book Company.
3. Kumar, S. (2009). *Environmental policies in India*. Northern Book Centre.
4. Rajagopalan, R. (2023). *Environmental studies* (4th ed.). Oxford University Press India.
5. Rogers, P. P., Jalal, K. F., & Boyd, J. A. (2007). *An introduction to sustainable development*. Earthscan.
6. Singh, J., Singh, A., & Gupta, S. (2019). *Environmental science and engineering*. New Age International Publishers.

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Sunil Lalchandani	Dean, Faculty of Interdisciplinary	



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester- II**

**Title: Cocurricular Course I**

**Vertical - 6  
Cocurricular Course - 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Cocurricular Course - I**

**Course Code: CHMCCI6**


Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	<b>Vertical 6</b>	Cocurricular Course (Mandatory)
3	<b>Type Teaching Methods</b>	Non Theory Participation, Report Writing, Presentation etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<ol style="list-style-type: none"> <li>1. To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</li> <li>2. To enhance personal and interpersonal skills through real-life experiences and teamwork.</li> <li>3. To foster a sense of responsibility, leadership, and community engagement among students.</li> <li>4. To develop self-confidence and emotional well-being through creative expression and collaboration.</li> <li>5. To integrate classroom learning with experiential learning for holistic growth.</li> </ol>
8	<b>Learning Outcomes:</b>	<p>By the end of the course, students will be able to:</p> <p><b>LO1:</b> Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p><b>LO2:</b> Demonstrate improved communication, leadership, and teamwork skills.</p> <p><b>LO3:</b> Exhibit increased awareness of social responsibility and civic engagement.</p> <p><b>LO4:</b> Build confidence through creative, cultural, and intellectual expressions.</p> <p><b>LO5:</b> Maintain a portfolio or activity log to track participation and personal development.</p>

9	<b>Syllabus</b>																											
	<b>Unit I - Suggested Areas of Participation in the activities:</b> <ul style="list-style-type: none"> <li>• <b>Cultural Events:</b> Drama, dance, music, literary events, debates, etc.</li> <li>• <b>Social Outreach:</b> Blood donation, awareness campaigns, cleanliness drives.</li> <li>• <b>Clubs &amp; Societies:</b> Photography, quiz, environment club, shram club, etc.</li> <li>• <b>Sports &amp; Fitness:</b> College tournaments, yoga, marathons, fitness challenges.</li> <li>• <b>Institutional Events:</b> Foundation Day, Annual Day, College Festivals, Intercollegiate events.</li> <li>• <b>National Festivals:</b> Independence Day, Republic Day etc.</li> </ul> <b>Unit II - Program Specific Topics</b> <ul style="list-style-type: none"> <li>• <b>Workshops/Seminars:</b> Report Writing, Personality Development, Soft Skills, Leadership Talks.</li> <li>• <b>Speak, Show, Shine:</b> Presentation / Poster Presentation / Viva and Learning Experience</li> </ul> <b>Mode of Evaluation:</b> <ul style="list-style-type: none"> <li>• <b>Faculty Coordinator:</b> To guide and evaluate student progress.</li> <li>• <b>Participation Proof:</b> Certificates, photos, attendance records.</li> <li>• <b>Reflective Journal:</b> Minimum 2-3 pages summarizing experiences, learning, and growth.</li> <li>• <b>Final Viva/Presentation:</b> 5-minute talk on poster presentation and on overall learning.</li> </ul>																											
10	<b>Scheme of Examination and Assessment Pattern</b> <b>Based on 3 approved Activities</b> <b>Semester End External - 30 marks</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Activity No</th> <th style="width: 65%;">Nature of Activities</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Title of Approved Activity - 1</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Title of Approved Activity - 2</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">3.</td> <td>Title of Approved Activity - 3</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <b>Internal Examination: Continuous Evaluation – 20 marks</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / Evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Reflective journal</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Presentation/ poster presentation/viva</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>20</b></td> </tr> </tbody> </table>	Activity No	Nature of Activities	Marks	1.	Title of Approved Activity - 1	10	2.	Title of Approved Activity - 2	10	3.	Title of Approved Activity - 3	10	<b>Total</b>		<b>30</b>		Assessment / Evaluation	Marks	1.	Reflective journal	10	2.	Presentation/ poster presentation/viva	10	<b>Total</b>		<b>20</b>
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**Suggested Readings:**

- How to Win Friends and Influence People
- The 7 Habits of Highly Effective People
- Thinking, Fast and Slow
- Leaders Eat Last
- Talk Like Ted

**Name & Signature of the Principal & Chairperson, Academic Council:**

  
**Dr. Manju Lalwani Pathak**





**HSNC Board's**

**Smt. Chandibai Himathmal Mansukhani College, Ulhasnagar  
(Autonomous)  
Affiliated to the University of Mumbai**

**Bachelor of Commerce  
(Financial Markets)  
(Self-Financing Course)**

**Semester – III**

**Choice Based and Credit Based syllabus  
as per NEP 2020 with effect from the  
Academic Year 2025-2026**

# Credit Structure

## B.Com Financial Markets

### Semester-III

Level	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AEC, VEC, IKS	OJT , FP, CEP , CC, RP	Cum. Cr. / Sem.
		Mandatory	Electives						
	III	Equity Markets (4)  Debt Markets (4)		Industry and Services Management –II (4)		Day Trading Techniques & Practices (2)	AEC: 2	FP: 02 CC: 02	22
<b>TOTAL</b>		<b>08</b>	-	<b>04</b>	<b>02</b>	<b>02</b>	<b>02</b>	<b>04</b>	<b>22</b>

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.  
(Financial Markets)**

**Semester- III**

**Title: Equity Markets**

**Vertical - 1  
Major Subject - 4 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Equity Markets**  
**Course Code: CHMFMIII1**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This is an introductory course designed to provide a comprehensive understanding of equity markets and their role in the financial system. The course includes the concept and the development of equity investment culture. It examines the structure and functioning of the primary market, including methods of issuing shares such as IPOs, book building, rights issues, and various equity instruments like ESOPs, ADRs, and GDRs. The course also covers the secondary market, focusing on the role and evolution of stock exchanges, trading mechanisms, and market indices. Learners will study the importance of equity markets in economic development, the need for broader investor participation, and the interconnection between primary and secondary markets
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory+ Practicum Lecture/Discussion/Presentation/ Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b>To provide a comprehensive overview of the equity market, including its structure, participants, and key concepts.</p> <p><b>CO(A) 2:</b>To provide insights into how stock exchanges operate, including the processes of order placement, settlement, and pricing.</p> <p><b>CO(A) 3:</b>To develop an understanding of the relationship between risk and return in the equity market.</p> <p><b>CO(A) 4:</b>To provide students with the necessary knowledge and skills to pursue careers in investment banking, sales and trading, treasury, and other areas of finance. Equities.</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Understand the structure and functioning of equity markets and investment instruments.</p> <p><b>CO2:</b> Develop, manage informed equity investment decisions.</p> <p><b>CO3:</b> Analyze the impact of economic and market factors on equity prices.</p> <p><b>CO4:</b> Recognize emerging trends, innovations, and challenges in the Indian financial systems.</p>

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Equity Markets</b></p> <ul style="list-style-type: none"> <li>• Meaning ,Importance, Features and Types of Equity Markets</li> <li>• Types of Equities ,Types of Investors- QIB, HNIS, Retail Investors, FDI &amp; FPI</li> <li>• Regulators of Financial System in India- Meaning and Role of RBI, SEBI, PFRDA, IRDAI</li> </ul> <p><b>UNIT II: Primary Market</b></p> <ul style="list-style-type: none"> <li>• IPO - Methods followed, Role of Merchant bankers in fixing the stock price</li> <li>• Prospectus and Types</li> <li>• Equity-Based Incentive Schemes for Employees</li> </ul> <p><b>UNIT III: Secondary Market</b></p> <ul style="list-style-type: none"> <li>• Meaning and Functions of Stock Exchanges –NSE &amp; BSE</li> <li>• Pre-Demat and Post-Demat Phases of Stock Exchanges in India</li> <li>• Merger of SEBI with FMC</li> </ul> <p><b>UNIT IV: Artificial Intelligence (AI) in Equity Market Analysis</b></p> <ul style="list-style-type: none"> <li>• Meaning and Concept of Artificial Intelligence (AI)- Artificial Intelligence (AI) in Equity Market Analysis</li> <li>• Applications of AI in Stock Selection and Market Forecasting</li> <li>• Benefits and Challenges of AI in Investment Decision-Making</li> </ul>																																				
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b></p> <p style="text-align: center;">Paper – 100 Marks</p> <p><b>External Examination: Semester End External - 60 marks Time: 2:00 hours</b></p> <p style="text-align: center;">Format of Question Paper</p> <p><b>Attempt any 4 out of 6 questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Question No</th> <th style="width: 60%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q4</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q5</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q6</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td><b>60</b></td> </tr> </tbody> </table> <p><b>Internal Examination: Continuous Evolution - 40 marks</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>25</td> </tr> <tr> <td>2.</td> <td>Project and Presentation / Viva/Group Discussion</td> <td>15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td><b>40</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	Q4	Theory	15	Q5	Theory	15	Q6	Theory	15	<b>Total</b>		<b>60</b>		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25	2.	Project and Presentation / Viva/Group Discussion	15	<b>Total</b>		<b>40</b>
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11	<p><b>REFERENCES:</b></p> <ol style="list-style-type: none"> <li>1. Equity Markets in India- Shveta singh &amp; P K Jain</li> <li>2. Equity and Debt Markets- Hardeep Kaur</li> <li>3. An Introduction to Equity Markets- David Dasey</li> <li>4. Equity Market : Dr. P.G. Gopalakrishnan, Mrs. Nandini Jagannarayan</li> <li>5. Performance Evaluation of Equity Share Market: Dr. G. S. Lodhi</li> </ol>																																				

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.  
(Financial Markets)**

**Semester- III**

**Title: Debt Markets**

**Vertical - 1  
Major Subject - 4 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Debt Markets**  
**Course Code: CHMFMIII2**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course provides a comprehensive introduction to the debt market, with a specific focus on the Indian context. It covers the evolution, structure, and key participants in the debt market, including the primary and secondary markets. The course delves into various debt instruments, with a particular emphasis on bonds, their features, types, and issuers. Students will also learn about the regulatory framework governing the Indian debt market and the crucial role of bond ratings. Furthermore, the course will introduce the fundamental concepts of bond valuation, including determinants of value, bond mathematics, and yield curve analysis.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory+ Practicum Lecture/Discussion/Presentation/ Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A) 1:</b> To understand the evolution and current state of debt markets in India. <b>CO(A) 2:</b> To distinguish between the money market and the broader debt market in India. <b>CO(A) 3:</b> To understand the regulatory framework governing the Indian debt market. <b>CO(A) 4:</b> To recognize and describe the key instruments and players in the debt market, particularly focusing on government securities.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO 1:</b> Understand the fundamental concepts, characteristics, and functions of Debt Markets. <b>CO 2:</b> Categorize different types of bonds based on their features and issuers. <b>CO 3:</b> Describe the regulatory framework and the functions of regulatory authorities governing the Indian debt market <b>CO 4:</b> Identify and analyze the various debt market instruments, market participants, and the functioning of the government securities market.	

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Introduction to the Debt markets</b></p> <ul style="list-style-type: none"> <li>• Meaning, Structure &amp; Role of Debt Markets- Primary Market &amp; Secondary Market</li> <li>• Money Market &amp; Debt Market</li> <li>• Regulatory framework in the Indian debt market</li> </ul> <p><b>UNIT II: Instruments &amp; Players in debt markets</b></p> <ul style="list-style-type: none"> <li>• Central Government securities: Bonds, T-bills, State government bonds, Open market operations (OMO)</li> <li>• Securities Trading Corporation of India, Clearing Corporation of India.</li> <li>• Primary dealers in Government Securities</li> </ul> <p><b>UNIT III: Bonds, Ratings &amp; Valuation</b></p> <ul style="list-style-type: none"> <li>• Features, Types &amp; Issuers of bonds</li> <li>• Bond ratings- Importance &amp; rating agencies</li> <li>• Determinants of the value of the bonds, Techniques (Future and Present value), Yield curve Analysis &amp; Interest rate risk</li> </ul> <p><b>UNIT IV: Artificial Intelligence in Fixed Income Securities</b></p> <ul style="list-style-type: none"> <li>• AI in Credit Rating and Risk Assessment</li> <li>• AI in Interest Rate Forecasting</li> <li>• AI Applications in Fixed Income Investment Decision-Making</li> </ul>																																				
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b> Paper – 100 Marks</p> <p><b>External Examination: Semester End External - 60 marks Time: 2:00 hours</b> Format of Question Paper</p> <p><b>Attempt any 4 out of 5 questions.</b></p> <table border="1" data-bbox="332 1050 1494 1354"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q4</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q5</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q6</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 60</b></td> </tr> </tbody> </table> <p><b>Internal Examination: Continuous Evaluation - 40 marks</b></p> <table border="1" data-bbox="349 1386 1485 1606"> <thead> <tr> <th></th> <th>Assessment / evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>25</td> </tr> <tr> <td>2.</td> <td>Project/presentation / Viva/ Group Discussion</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 40</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	Q4	Theory	15	Q5	Theory	15	Q6	Theory	15			<b>Total 60</b>		Assessment / evaluation	Marks	1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25	2.	Project/presentation / Viva/ Group Discussion	15			<b>Total 40</b>
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**REFERENCES:**

1. Bhardwaj, Gautam, (2008), The Future of India's Debt Market, Tata McGraw Hill.
2. Suryanarayan, (2002), Debt Market, ICAI Publication Press.
3. Fabozzi, Frank, (2004), Fixed Income Analysis Workbook, 2nd edition , John Wiley & Sons
4. Shah, Ajay, Thomas, Sushan and Gorham, Michael, (2008), Indian Financial Markets, Elsevier, USA
5. PRMIA Institute. (2004). the professional risk managers' guide to fixed income securities. *McGraw-Hill*.

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B.Com.  
(Management Studies)**

**Semester - III**

**Title: Industry & Service Management (II)  
(Strategic Financial Management)**

**Vertical - 2  
Minor Subject - 4 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Industry & Service Management (II)**  
**(Strategic Financial Management)**  
**Course Code: CHMMSIII7**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course provides an advanced understanding of strategic financial management and its role in achieving long-term organizational objectives and sustainable value creation. It focuses on strategic financial planning, corporate valuation, capital budgeting, financing decisions, working capital management, and financial risk management from a managerial perspective. The course examines the integration of financial strategy with business strategy while addressing issues related to corporate governance, international finance, ethical decision-making, and technological transformation. It equips students with analytical and strategic skills required to make informed financial decisions in dynamic domestic and global business environments.
2	<b>Vertical 2</b>	Minor
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A)1:</b> To develop an understanding of strategic financial management concepts and their role in supporting corporate strategy and value creation. <b>CO(A)2:</b> To familiarize students with strategic financial planning, investment appraisal, financing decisions, and working capital management techniques. <b>CO(A)3:</b> To provide knowledge of financial risk management, international financial practices, and corporate governance principles for effective financial decision-making. <b>CO(A)4:</b> To expose students to emerging trends, technological innovations, and ethical considerations influencing strategic financial management.	
8	<b>Course Outcomes:</b> Student will be able to  <b>CO1:</b> Explain the concepts, principles, and strategic role of financial management in achieving organizational goals and enhancing shareholder value. <b>CO2:</b> Apply strategic financial planning, capital budgeting, financing, and working capital management techniques to support business decision-making.	

**CO3:** Analyze capital structure decisions, financial risks, international financial issues, and corporate governance practices using appropriate financial tools and frameworks.

**CO4:** Evaluate strategic financial alternatives, technological innovations, and ethical considerations to recommend sustainable financial strategies for organizational growth and competitiveness.

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## Syllabus

### **Module 1: Foundations of Strategic Financial Management**

1. **Introduction to Strategic Financial Management:** Meaning, scope, and objectives of SFM, Role of SFM in corporate strategy, Financial goals and strategy.
2. **Shareholder value maximization and stakeholder interests,** Strategic vs. operational finance, Emerging role of the finance manager.
3. **Financial Planning and Strategy Formulation,** Strategic planning process and financial implications, Financial modelling and forecasting.
4. **Types of financial plans,** Linking financial strategy with business strategy, Valuation Principles, Business valuation concepts and methods.

### **Module 2: Capital Budgeting & Capital Rationing**

1. **Concept** – Need & Importance of Capital budgeting, Steps in Capital Investment Decisions.
2. **Techniques & process of Capital Budgeting,** Risk analysis in Capital Budgeting.
3. **Concept of Decision Tree Analysis,** Decision Tree Applications, Evaluation of lease vs. buy decisions, Types of leases and their financial implications.
4. **Meaning, Significance, Types – Methods of Capital Rationing,** Practical Problems.

### **Module 3: Strategic Financing Decisions**

1. **Theories of capital structure,** Factors determining capital structure, Cost of capital, Leverage analysis, EBIT-EPS analysis.
2. **Theories of dividend policy,** Factors influencing dividend decisions, Types of dividend policies, Share buybacks.
3. **Types of shares,** Equity financing, types of Debt financing, Hybrid financing instruments, International financing options.
4. **Strategic importance of working capital,** Managing key components, Working capital financing strategies.

### **Module 4: Strategic Financial Risk Management**

1. **Types of financial risks,** Risk identification, measurement, and evaluation, International financial risk management.
2. **International financial markets and institutions,** Foreign direct investment decisions, Management of exchange rate risk, International taxation.
3. **Principles of corporate governance,** Role of finance in corporate governance, Ethical issues in financial management.
4. **Impact of technology on financial strategies,** Digital transformation in finance, Emerging financial instruments and markets, Financial and non-financial performance metrics.

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**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
<b>TOTAL</b>		<b>60</b>

**Internal Examination: Continuous Evaluation - 40 marks**




	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
<b>TOTAL</b>		<b>40</b>

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**REFERENCES:**

1. Khan & Jain, *Financial Management*, MC Graw Hill.
2. Van Horne & John Wachowiz, *Fundamentals of Financial Management*.
3. Dr. S. P. Gupta, *Financial Management*, Sahitya Bhawan Publication.
4. Prasanna Chandra, *Strategic Financial Management*, MC Graw Hill.
5. Ravi M. Kishore, *Strategic Financial Management*, Taxmann's.

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal, Smt. Chandibai Himathmal Mansukhani College	
2.	Ms. Vidhi Hassani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Faculty of Interdisciplinary**

**Vertical 3: List of Open Elective Skill Based Courses for Second Year: Semester – III**

Sr. No.	Nomenclature of the Paper
1	Data Analysis And Visualization Using Excel
2	2D Animation And Motion Graphics
3	Advance Tools Of AI For Economics And Education - I
4	English For Journalism And Advertising
5	Urbanization And Real Estate: Infrastructure, Technology And Urban Change
6	Tourism Marketing
7	Managing Family Wealth Through Family Office-III
8	Responsive & Modern Web Designing
9	Basics Of Nutrition -3
10	Reel Making For Media And Social Change
11	Preforming Art- Dance-3
12	Data Analysis With Excel And Power BI
13	Digital Political Strategy, AI And Public Engagement Skills
14	Psychology Of Personal Relationship-I
15	Introduction To Sociology And Digital Society
16	Mushroom Cultivation Training And Trading Level 3
17	Yogasanas: Intermediate Series
18	Perfumery Course Level 3
19	Workplace And Professional Skills
20	Beautician: Strategic Business Planning III
21	Current Trends In Fashion Designing: Financial Perspective Level 3
22	Basics Of Accounting-III
23	Digital Marketing -III
24	Advanced Trading Strategies In Stock Market



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.  
(Financial Markets)**

**Semester- III**

**Title: Day Trading Techniques & Practices**

**Vertical - 4  
VSC Subject - 2Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Day Trading Techniques & Practices**  
**Course Code: CHMFMIII5**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course is designed to equip students with essential skills in intraday trading, market analysis, and risk management. The course covers technical indicators, chart patterns, market psychology and real time trading strategies to help learners develop a structured approach to day trading
2	<b>Vertical 1</b>	VSC SEC (VSEC)
3	<b>Type Teaching Methods</b>	Theory+ Practicum Lecture/Discussion/Presentation/ Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> <b>CO(A) 1:</b> To understand day trading principles, strategies and market structures <b>CO(A) 2:</b> To apply technical indicators, chart patterns and volume analysis for short term trades. <b>CO(A) 3:</b> To develop trading discipline, risk management and execution speed. <b>CO(A) 4:</b> To practice live trading simulations for market exposure and strategy refinement <b>CO(A) 5:</b> To evaluate real-time price movements and trading opportunities using advanced tools.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Learn fundamentals of day trading and market structure. <b>CO2:</b> Identify and apply key technical indicators for day trading <b>CO3:</b> Execute scalping, momentum and breakout trading strategies. <b>CO4:</b> Implement risk management and position sizing techniques <b>CO5:</b> Analyse real time price movements and volume trends.	

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## Syllabus

### UNIT I: Day Trading Fundamentals (Theory )

- Introduction to Day trading: Basics of intraday Vs. Positional trading. Understanding market participants and liquidity- market hours, volatility and trading sessions.
- Technical Analysis for Day trading: Charting tools (Candle stick patterns, OHLC charts, Tick charts)-Indicators (Moving averages, Bollinger banks, RSI, MACD. Support and Resistance. Trading Strategies & Execution: Scalping and high frequency trading (Quick trades in small price movements).
- Introduction to Algo trading -Momentum trading ( Trading stocks with strong price trends)- Breakout Trading- Identifying break out levels using volume and trend analysis- Reversal trading ( Spotting false breakouts & trend reversals) Risk Management & psychology: Position sizing, stop-loss placement, and risk reward ratios- trading psychology (fear, greed, over trading and emotional discipline)

### UNIT II: Day Trading Applications and Strategies (Practical)

- Charting & Indicator-Based analysis: Using Trading view, NSE/BSE platforms, and brokerage tools, back testing intraday trading strategies with historical data- Live chart reading exercises.
- Market simulation and live trading practice :( Paper trading and virtual stock market simulations –Executing trades on simulated platforms like Zerodha, Sensibull, etc.
- Risk Management and case study -Calculating risk-reward ratios and profit targets- Tracking real time price.

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### Scheme of Examination and Assessment Pattern

Paper – 30 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 2 out of 3 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
<b>Total</b>		<b>30</b>




**Internal Examination: Continuous Evolution - 20 marks**

	Assessment / Evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project/Presentation / Viva/ Group Discussion	10
<b>Total</b>		<b>20</b>

**REFERENCES:**

1. "Services Marketing: Concepts, Strategies & Cases" – by K. Rama Mohana Rao
2. "Retail Management" – by Dr. Harjit Singh
3. "E-Commerce and Mobile Commerce" – by C.S.V. Murthy
4. "Banking, Insurance, and Financial Services" – by Neelam C. Gulati
5. Temani, V.K. (Year). *Service Marketing*. Prism Pub.
6. Bhatia, B.S. (Year). *Management of Service Sector*. V.P. Pub.
7. Dhawan, Nidhi. (Year). *Introduction to E-Commerce*. International Book House.
8. Lusch, Robert F., Dunne, Patrick M., & Carver, James R. (Year). *Introduction to Retailing*. Cengage Learning.
9. Levy, Michael & Weitz, Barton A. (Year). *Retailing Management*. Tata McGraw Hill.

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal, Smt. Chandibai Himathmal Mansukhani College	
2.	Ms. Vidhi Hassani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.**

**Semester- III  
Vertical - 5**

**Ability Enhancement Course (English)  
2 Credits**

**(To be offered to Students who  
opted Sindhi AEC in Sem I & II)**

**with effect from  
Academic Year 2025-2026**

**Title: Business Communication Skills**  
**Course Code: CHMBCOMAECIII**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>In the contemporary business environment, communication is the cornerstone of success. Effective business communication enhances operational efficiency, fosters meaningful workplace relationships, and builds a strong public image. The evolution of digital tools and platforms has revolutionized traditional communication, making it crucial for aspiring professionals to master both conventional and modern techniques.</p> <p>This course equips learners with a comprehensive understanding of business communication- verbal, non-verbal, and digital- along with practical writing skills needed for professional documentation and correspondence. The aim is to prepare learners for real-world business interactions through a focus on clarity, conciseness, tone, structure, and etiquette across multiple communication formats and platforms.</p>
2	<b>Vertical 4</b>	Ability Enhancement Course
3	<b>Type</b> Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<p><b>Course Objectives:</b></p> <p>CO(A)1: To introduce learners to the theoretical foundations and principles of effective business communication.</p> <p>CO(A)2: To develop skills in digital, interpersonal, and cross-cultural communication essential for the workplace.</p> <p>CO(A)3: To enhance learners' proficiency in writing business documents such as emails, reports, notices, and letters.</p> <p>CO(A)4: To build awareness of professional communication etiquette and practical problem-solving in organizational settings.</p>	

<b>8</b>	<p><b>Course Outcomes:</b> Student will be able to</p> <p>CO-1: Understand and apply the core concepts and models of business communication in real-world contexts.</p> <p>CO-2: Demonstrate the ability to communicate professionally in digital and in-person formats.</p> <p>CO-3: Develop job-ready communication skills for writing effective business documents.</p> <p>CO-4: Exhibit awareness of communication dynamics in diverse, collaborative, and hierarchical workplace settings.</p>
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<b>9</b>	<h2><b>Syllabus</b></h2>
	<p><b>UNIT I: Foundations of Business Communication</b></p> <p><b>1. Basics of Communication in a Business Context</b></p> <ul style="list-style-type: none"> <li>• Meaning, definition, objectives, and elements of communication</li> <li>• The communication process: sender, message, channel, receiver, feedback</li> <li>• Barriers to communication and strategies to overcome them</li> </ul> <p><b>2. Types and Flows of Workplace Communication</b></p> <ul style="list-style-type: none"> <li>• Internal communication: downward, upward, horizontal</li> <li>• External communication: stakeholders, clients, public</li> <li>• Verbal vs. non-verbal communication; formal vs. informal channels</li> <li>• Role of emotional intelligence in workplace communication</li> </ul> <p><b>3. Digital and Social Media Communication</b></p> <ul style="list-style-type: none"> <li>• Professional use of email, MS Teams, and Zoom</li> <li>• Workplace etiquette on WhatsApp, LinkedIn, Slack</li> <li>• Writing for digital media: brevity, tone, and clarity</li> <li>• Data privacy, cyber etiquette, and responsible sharing</li> </ul> <p><b>UNIT II: Professional Business Correspondence and Documentation</b></p> <p><b>1. Business Letters</b></p> <ul style="list-style-type: none"> <li>• Key components and formats</li> <li>• Common types: Inquiry, Complaint, Order, Resignation</li> </ul> <p><b>2. Job-Related Correspondence</b></p> <ul style="list-style-type: none"> <li>• Job application with resume</li> <li>• Appointment, appreciation, and resignation letters</li> </ul>

**3. Professional Emails**

- Job applications via email
- Writing and responding to official emails (e.g., meeting requests, follow-ups)

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**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

Question No	Nature of Questions	Marks
Q. 1	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 1</b> <b>OR</b> <b>Essay-Type Question</b> (Attempt any 1 out of 2)- <b>Unit 1</b>	15
Q. 2	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 2</b> <b>OR</b> <b>Essay-Type Question</b> (Attempt any 1 out of 2)- <b>Unit 2</b>	15
	<b>Total</b>	<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Students are required to draft a job application letter along with a resume using the following AI assistance: Canva Resume Builder, Resume.oi, Zety, Novopresume, Rezi etc <b>OR</b> Prepare an effective LinkedIn profile for professional networking and career opportunities.	20
	<b>Total</b>	<b>20</b>



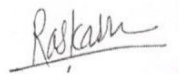
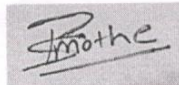
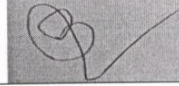
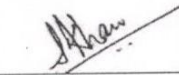
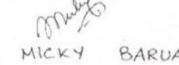

**11**

**REFERENCES:**

1. Bovee, Courtland L., and John V. Thill. *Business Communication Today*. 14th ed., Pearson, 2021.
2. Lesikar, Raymond V., Marie E. Flatley, and Kathryn Rentz. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
3. Guffey, Mary Ellen, and Dana Loewy. *Essentials of Business Communication*. 11th ed., Cengage Learning, 2021.
4. Murphy, Herta A., Herbert W. Hildebrandt, and Jane P. Thomas. *Effective Business Communication*. 7th ed., McGraw-Hill, 1997.
5. Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
6. Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.



7. Rai, Urmila. *Business Communication*. Himalaya Publishing House, 2010.
8. Mehra, Payal. *Business Communication for Managers*. Pearson Education, 2012.
9. Chaturvedi, P. D., and Mukesh Chaturvedi. *Business Communication: Concepts, Cases and Applications*. 3rd ed., Pearson Education, 2011.
10. Krizan, A. C., Patricia Merrier, Joyce Logan, and Karen Williams. *Business Communication*. 8th ed., Cengage Learning, 2010.
11. Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
12. Ober, Scot. *Contemporary Business Communication*. 9th ed., Cengage Learning, 2014.
13. Raman, Meenakshi, and Prakash Singh. *Business Communication*. Oxford University Press, 2012.
14. Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.
15. Gerson, Steven M., and Sharon J. Gerson. *Technical Communication: Process and Product*. 9th ed., Pearson, 2021.
16. Mohan, Krishna, and Meera Banerji. *Developing Communication Skills*. Macmillan India, 2001.
17. Balan, K. R. *Effective Communication*. Himalaya Publishing House, 2004.
18. Sehgal, M. K., and Vandana Khetarpal. *Business Communication*. Excel Books, 2006.
19. Locker, Kitty O., and Donna S. Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
20. Mitra, Barun K. *Effective Technical Communication: A Guide for Scientists and Engineers*. Oxford University Press, 2007.

### Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute

Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year  
(Hindi)**

**Semester - III**

**Title: हिंदी भाषा : कौशल के आधार**

**Vertical - 5  
AEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: हिंदी भाषा : कौशल के आधार**  
**Course Code: CHMAECHINIII**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	विद्यार्थियों के लिए हिंदी एक सामान्य भाषा होने के साथ विशेष भाषा तब बन जाती है जब वह हिंदी के माध्यम से अपने कौशल में अभिवृद्धि करें, हिंदी के माध्यम से रोजगार के कई अवसरों को प्राप्त करें, इस दृष्टि से पाठ्यक्रम अत्यंत लाभवर्धक और उपयोगी सिद्ध होगा। हिंदी भाषा में कौशल विकास की असीम संभावनाएँ हैं और कौशल के विभिन्न आयाम जुड़े हुए हैं, जो अलग-अलग दिशाओं में देखे जा सकते हैं। पाठ्यक्रम विद्यार्थियों में लेखन, वाचन कौशल की अभिवृद्धि करने के साथ रोजगारपरक अवसर प्रदान करता है।
2	<b>Vertical 5</b>	AEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> विद्यार्थियों को लेखन, वाचन कौशल का ज्ञान देना एवं रोजगार के अवसरों से जोड़ना।</p> <p><b>CO(A)2:</b> विद्यार्थियों को लेखन, वाचन कौशल से परिचय कराते हुए अभिव्यक्ति की शैलियों का विकास करना।</p> <p><b>CO(A)3:</b> विद्यार्थियों को भाषण कला के विविध रूपों को समझाना, मौलिकता में अभिवृद्धि लाना एवं विशेषता दिलाना।</p> <p><b>CO(A)4:</b> विद्यार्थियों को श्रवण कौशल की विशेषताओं से परिचय कराते हुए श्रवण कौशल के लाभों से अवगत कराना।</p>
8	<b>Course Outcomes:</b> Student will be able to	<p><b>CO1:</b> विद्यार्थियों का लेखन, वाचन कौशल के ज्ञान प्राप्ति के साथ मौलिक अभिव्यक्ति में बदलाव आएगा।</p> <p><b>CO2:</b> विद्यार्थियों का लेखन, वाचन कौशल द्वारा मानसिक विकास होगा, पठन शक्ति, शैली का विकास होगा।</p> <p><b>CO3:</b> विद्यार्थियों को लेखन, भाषण कौशल से भाषिक-शक्ति, शैलियों का संवर्धन होगा, विशेषता आएगी।</p> <p><b>CO4:</b> विद्यार्थियों को लेखन, वाचन, श्रवण, भाषण कौशल की विशेषताओं और उपयोगिता का ज्ञान प्राप्त होगा।</p>

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## Syllabus

### UNIT I : हिंदी भाषा कौशल के आधार

1.1 लेखन कौशल का अर्थ एवं स्वरूप, लेखन कौशल की उपयोगिता एवं महत्व

1.2 लेखन कौशल की विधियाँ एवं विशेषताएँ

1.3 वाचन कौशल का अर्थ, स्वरूप एवं विशेषताएँ

1.4 वाचन कौशल की उपयोगिता एवं विधियाँ

### UNIT II : हिंदी भाषा कौशल के आधार

2.1 भाषण कौशल का अर्थ एवं स्वरूप

2.2 भाषण कौशल का महत्व एवं उपयोगिता

2.3 भाषण कौशल की विधियाँ एवं विशेषताएँ

2.4 श्रवण कौशल का अर्थ, स्वरूप एवं विशेषताएँ

2.5 श्रवण कौशल का महत्व एवं उपयोगिता

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### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	<b>प्रश्न 1:</b> चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 1 – 15 अंक)
Q2	<b>प्रश्न 2:</b> चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 2 – 15 अंक)
<b>TOTAL</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

Assessment / evaluation	Marks
1. <ul style="list-style-type: none"> <li>• AI Writing Tools की सहायता से हिंदी लेखन कौशल का अभ्यास, भाषा-संपादन, व्याकरण सुधार, सारांश लेखन एवं</li> </ul>	20

			<p>रचनात्मक लेखन करना।</p> <ul style="list-style-type: none"> <li>• AI की सहायता से दिए गए विषयों पर भाषण, लेख, संवाद एवं लघु-प्रस्तुति तैयार करना तथा भाषा, शैली एवं प्रभावशीलता का विश्लेषण करना।</li> <li>• AI Voice Tools का उपयोग करके हिंदी वाचन, भाषण, उच्चारण, स्वर, गति एवं प्रवाह का अभ्यास करना तथा AI आधारित Feedback प्राप्त करना।</li> <li>• AI Speech-to-Text एवं Text-to-Speech Tools की सहायता से श्रवण एवं वाचन कौशल विकसित करना तथा उच्चारण की शुद्धता का अभ्यास करना।</li> <li>• AI की सहायता से Reading Comprehension, प्रश्नोत्तर, शब्दार्थ, शब्दावली (Vocabulary) एवं भाषा-अभ्यास गतिविधियाँ तैयार करना।</li> <li>• AI आधारित Mock Interview, Group Discussion तथा Public Speaking गतिविधियों के माध्यम से भाषण एवं संप्रेषण कौशल विकसित करना।</li> <li>• AI की सहायता से हिंदी Podcast, Audio Narration एवं Listening Exercises तैयार करना तथा श्रवण कौशल का मूल्यांकन करना।</li> </ul>	
		<b>TOTAL</b>		<b>20</b>
<b>11</b>	<b>REFERENCES:</b>			
	<ol style="list-style-type: none"> <li>1. हिंदी भाषा शिक्षण के विविध आयाम – प्राध्यापक डॉ. राठौर, किन्ले एडिशन।</li> <li>2. अभिनव पत्र लेखन – डॉ. अनिल सिंह।</li> <li>3. हिंदी के व्यावहारिक रूप – डॉ. संतोष मोटवानी, परिदृश्य प्रकाशन, मुंबई।</li> <li>4. हिंदी भाषा लेखन कौशल – गुलीवाला पब्लिकेशन प्राइवेट लिमिटेड।</li> </ol>			

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year BA/BCom/BSc/SFC  
(Marathi)**

**Semester - III**

**Title: लेखन कौशल्ये – १ (कायालयीन  
लेखनव्यवहार आणि पत्रव्यवहार)**

**Vertical - 5  
AEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: लेखन कौशल्ये – १ (कायाजलयीन लेखनव्यवहार आणि पत्रव्यवहार)**  
**Course Code: CHMAECMARIII**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	लेखन ओळख ते लेखन कौशल्य हा बराच मोठा प्रवास आहे. वाचन आणि लेखनाच्या सरावाने, लेखन कौशल्य णवकणसत करता येते. बहुतेक वेळा आपि णमळवलेले ज्ञान हे णलणखत स्वरूपात मांडावे लागते. त्यासाठी आपि लेखन कौशल्याचे योग्य उपयोजन करतो. लेखने म्हिजे मजकूर तांतोतांत उतरवि नव्हे. एखादे णनवेदन, वृत्त, णनबांध, पुस्तकाची णिपि, अजज यांसाठी लेखन आवश्यक असते. कायाजलयीन पत्रव्यवहार, कायजवृत्ते, नोंदी, जाणहरात, णिष्पी ही सवज उपयोजत लेखन कौशल्ये आहेत. कायाजलयीन पत्रव्यवहार करि हे एक वेगळ्या प्रकारचे कौशल्य आहे. त्यातील काही उपयोजन कौशल्यांचा णवचार या अभ्यासपणत्रकेत अपेणित आहे. कायाजलयीन लेखन व्यवहार आणि पत्रव्यवहार या अभ्यासपणत्रकेत णशकणवला जाईल.
2	<b>Vertical 5</b>	AEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p>CO(A)1: कायाजलयीन लेखन व्यवहार स्वरूप समजावून सांगि.</p> <p>CO(A)2: कायाजलयीन पत्रव्यवहाराचे स्वरूप समजावून सांगि.,</p> <p>CO(A)3: प्रभावी कायाजलयीन लेखनासाठी आवश्यक असिन्या िमता ऑणि तांत्रांचा पररचय करून देिे,</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p>CO1: णवद्यार्थ्यांना कायाजलयीन लेखन व्यवहाराचे स्वरूप समजेल,</p> <p>CO2: णवद्यार्थ्यांना कायाजलयीन पत्रव्यवहाराचे स्वरूप समजेल.</p> <p>CO3: प्रभावी कायाजलयीन लेखनासाठी आवश्यक असिन्या तांत्रांचा णवद्यार्थ्यांना पररचय होईल.</p>

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## Syllabus

### UNIT I कायालयीन लेखनव्यवहार

१. जाहीर णनवेदन आणि माणहतीपत्रक
२. इणतवृत्त लेखन
३. णिप्पी लेखन

(६० णमणनिांच्या १५ ताणसका, श्रेयांकन १)

(सूचना : णवद्यार्थ्यांमध्ये उपरोक्त कायाजलयीन लेखन व्यवहार व पत्रव्यवहार करण्यासाठी आवश्यक कौशल्ये व िमता णवकणसत

होतील या दृष्टीने णशिकांनी सराव करून घ्यावा.)

### UNIT II: कायालयीन पत्रव्यवहार

१. कायाजलयीन/प्रशासनक पत्र
२. नोकरीसाठी अजजलेखन
३. पत्रात्मक लेखन: नवी रूपे (शुभेच्छा, णनमांत्रि)

(६० णमणनिांच्या १५ ताणसका, श्रेयांकन-१)

(सूचना : णवद्यार्थ्यांमध्ये उपरोक्त कायाजलयीन लेखन व्यवहार व पत्रव्यवहार करण्यासाठी आवश्यक कौशल्ये व िमता णवकणसत

होतील या दृष्टीने णशिकांनी सराव करून घ्यावा.)

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### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	Essay type question on Unit 1	10
Q2	Essay type question on Unit 2	10
Q3	MCQs 15 out of 20, 10 MCQs on each module	10

<b>TOTAL</b>		<b>30</b>
<b>Internal Examination: Continuous Evaluation - 20 marks</b>		
	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	<ul style="list-style-type: none"> <li>• AI च्या साहाय्याने जाहीर णनवेदन आणि माणहतीपत्रक तयार करि. त्यामध्ये शीर्जक, उणिष्ट, कायजक्रमाचे वेळापत्रक, सांपकज इत्यादींची आकर्जक मांडी करि.</li> <li>• AI साधने वापरून सभेचे Audio/Video नुसार इणतवृत्त तयार करि. 20 त्यानांतर णवद्यार्थ्यांनी त्यात आवश्यक ती सुधारि करि.</li> <li>• AI चा वापर करून कायाजलयीन णिष्पी तयार करि. त्यातील भार्ा, रचना, औपचारकता इत्यादींचे परीिि करून सुधाररत णिष्पी तयार करि.</li> <li>• AI साधनांच्या माध्यमातून प्रशासणनक पत्रांचे णवणवध नमुनारूप तयार करि. भार्ेची औपचारकता तपासि.</li> <li>• AI साधनांच्या साहाय्याने नोकरीसाठी अजज तयार करि. णदलेल्या जाणहरातीवर आधाररत Cover Letter तयार करि.</li> <li>• णवणवध प्रसांगांसाठी AI साधनांच्या आधारे णनमांत्रिपत्र व शुभेच्छापत्र तयार करि.</li> </ul>	20
<b>TOTAL</b>		<b>20</b>
11	<b>REFERENCES:</b> १. प्रशासकीय लेखन, भाषा संचालनालय, महाराष्ट्र शासन, मुंबई, १९९६. २. भाषिक सर्जन आणि उपयोजन, राजन गवस, अरुण शिंदे, गोमटेश पाटील, दर्पण प्रकाशन, पुणे, २०२२. ३. परब प्रकाश, <i>व्यावहारिक मराठी</i> , मिथुन प्रकाशन, डोंबिवली पूर्व, मुंबई, १९९८. ४. नाईक सदानंद, <i>राजभाषा मराठी, व्यावहारिक मराठी</i> , प्रका-नागरी सेवा प्रबोधिनी, मुंबई, २००२. ५. तावरे स्नेहल (संपा.), <i>व्यावहारिक मराठी</i> , स्नेहवर्धन प्रकाशन, पुणे, चौथी आवृत्ती, २०११. ६. केतकी मोडक, संतोष शेणई, सुजाता शेणई (संपा.), <i>उपयोजित मराठी</i> , पद्मगंधा प्रकाशन, २०२२. ७. नसरीराबदकर ल. रा., <i>व्यावहारिक मराठी</i> , भाषा विकास संशोधन संस्था, कोल्हापूर, २०२३	

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.**

**Semester- III**

**Title: Field project**

**Vertical - 6  
Field Project 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Field Project

Course code:

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	The Field Project course, introduced under CHM Autonomy in alignment with the NEP 2020, aims to bridge theoretical knowledge with practical experience. It provides students with hands-on exposure to real-world socio-economic contexts through field visits, observation, and analysis in both urban and rural settings. By engaging directly with development-related issues, students enhance their research, problem-solving, and analytical skills while fostering social responsibility and environmental awareness. The course ultimately prepares learners for employability and active participation in nation-building.
2	<b>Vertical 6</b>	Field Project
3	<b>Type &amp; Teaching Methods</b>	Field work
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	
	1. To connect theoretical learning with real-world socio-economic contexts through practical field experiences.	
	2. To develop analytical, problem-solving, and teamwork skills in addressing contemporary social issues.	
	3. To cultivate an appreciation for research and its role in promoting societal and national development.	
8	<b>Learning Outcomes:</b> <b>students will be able to:</b>	
	<b>LO1:</b> Apply classroom knowledge to analyze real-life socio-economic challenges effectively.	
	<b>LO2:</b> Demonstrate critical thinking, teamwork, and decision-making skills through field-based activities.	
	<b>LO3:</b> Reflect on the relevance of research and experiential learning in contributing to social and national progress.	

## Guidelines for Field Project

Following are the general guidelines for the conduct of Field Project (Semester III & IV)

### Head of the Department (HOD)/ Field Project Co-ordinator

1. To ensure that FP program aligns with departmental and academic objectives as per NEP Structure within syllabus framework.
2. Appointment of field project incharges from the faculty of the department for group of Students.
3. To conduct orientation of FP Supervisor and decide the time line of the project.
4. To support the student for Filed Project.

### FP Supervisor:

1. To give Guidelines for the field project.
2. To monitor student progress and provide guidance.

### Project (Dissertation) Report:

Students are required to submit a report of the field project at the end of the semester in following suggested format.

The project should be typed on A4 sheets  
 Font Size 12, Times New Roman, 1.5 line Spacing  
 The project report shall have student details with signature of Field Project Incharge and photographs if any and it should be of minimum of 10 pages.

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### Scheme of Examination and Assessment Pattern



**External Examination: Semester End External - 30 marks**  
**Format of Question Paper**


Nature of Evaluation	Marks
Field Project Report	30
<b>Total 30</b>	

### **Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Involvement in Survey of Field Project /	05
2.	Field visit participation & completion	10
3.	Overall Impression	05
<b>Total 20</b>		

<p>11</p>	<p style="text-align: center;"><b>Appendix I</b></p> <p style="text-align: center;"><b>Attendance of the Student: Active Participation</b></p> <p>I, the undersigned Ms / Mr. _____ Roll No. ___ studying in the _____ Year of _____ Full-time Course is doing my project work under the guidance of Dr./Ms./Mr. _____, I wish to state that I have met my Internal guide on the following dates mentioned below for Project Guidance: -</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Sr.No.</th> <th style="text-align: center;">Date</th> <th style="text-align: center;">Signature of the Internal Guide</th> </tr> </thead> <tbody> <tr> <td style="height: 100px;"> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p style="display: flex; justify-content: space-between; margin-top: 20px;"> <span>_____ Signature of the Candidate Supervisor</span> <span>_____ Signature of Field Project Supervisor</span> </p>	Sr.No.	Date	Signature of the Internal Guide			
Sr.No.	Date	Signature of the Internal Guide					
	<p style="text-align: center;"><b>Appendix II</b></p> <p style="text-align: center;"><b>Name of the Department/College/Institute</b></p> <p style="text-align: center;"><b>Certificate</b></p> <p>I hereby certify that Mr./Ms. _____ Student of _____ studying in _____, has completed a project titled _____ in the area of _____ specialization for the academic year 2025-2026 to the best of my knowledge the work of the student is original and the information included in the project is correct.</p> <p style="display: flex; justify-content: space-between; margin-top: 20px;"> <span>_____ Field Project Supervisor</span> <span>_____ Head of the Department/Principal</span> </p>						

   
**Board of Examination**

  
**Principal & Chief Controller**  
**Board of Examination**

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year**

**Semester- III**

**Title: Cocurricular Course I**

**Vertical - 6  
Cocurricular Course - 2 Credits**

**with effect from  
Academic Year 2025-2026**

**Title: Cocurricular Course - I**

**Course Code: CHMCCI6**

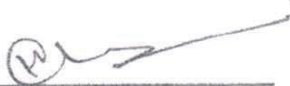
Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year.</p> <p>Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	<b>Vertical 6</b>	Cocurricular Course (Mandatory)
3	<b>Type Teaching Methods</b>	Non Theory Participation, Report Writing, Presentation etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<ol style="list-style-type: none"> <li>1. To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</li> <li>2. To enhance personal and interpersonal skills through real-life experiences and teamwork.</li> <li>3. To foster a sense of responsibility, leadership, and community engagement among students.</li> <li>4. To develop self-confidence and emotional well-being through creative expression and collaboration.</li> <li>5. To integrate classroom learning with experiential learning for holistic growth.</li> </ol>
8	<b>Learning Outcomes:</b>	<p>By the end of the course, students will be able to:</p> <p><b>LO1:</b> Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.</p> <p><b>LO2:</b> Demonstrate improved communication, leadership, and teamwork skills.</p> <p><b>LO3:</b> Exhibit increased awareness of social responsibility and civic engagement.</p> <p><b>LO4:</b> Build confidence through creative, cultural, and intellectual expressions.</p> <p><b>LO5:</b> Maintain a portfolio or activity log to track participation and personal development.</p>

9	<b>Syllabus</b>																											
	<b>Unit I - Suggested Areas of Participation in the activities:</b> <ul style="list-style-type: none"> <li>• <b>Cultural Events:</b> Drama, dance, music, literary events, debates, etc.</li> <li>• <b>Social Outreach:</b> Blood donation, awareness campaigns, cleanliness drives.</li> <li>• <b>Clubs &amp; Societies:</b> Photography, quiz, environment club, shram club, etc.</li> <li>• <b>Sports &amp; Fitness:</b> College tournaments, yoga, marathons, fitness challenges.</li> <li>• <b>Institutional Events:</b> Foundation Day, Annual Day, College Festivals, Intercollegiate events.</li> <li>• <b>National Festivals:</b> Independence Day, Republic Day etc.</li> </ul> <b>Unit II - Program Specific Topics</b> <ul style="list-style-type: none"> <li>• <b>Workshops/Seminars:</b> Report Writing, Personality Development, Soft Skills, Leadership Talks.</li> <li>• <b>Speak, Show, Shine:</b> Presentation / Poster Presentation / Viva and Learning Experience</li> </ul> <b>Mode of Evaluation:</b> <ul style="list-style-type: none"> <li>• <b>Faculty Coordinator:</b> To guide and evaluate student progress.</li> <li>• <b>Participation Proof:</b> Certificates, photos, attendance records.</li> <li>• <b>Reflective Journal:</b> Minimum 2-3 pages summarizing experiences, learning, and growth.</li> <li>• <b>Final Viva/Presentation:</b> 5-minute talk on poster presentation and on overall learning.</li> </ul>																											
10	<b>Scheme of Examination and Assessment Pattern</b> <b>Based on 3 approved Activities</b> <b>Semester End External - 30 marks</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Activity No</th> <th style="width: 65%;">Nature of Activities</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Title of Approved Activity - 1</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Title of Approved Activity - 2</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">3.</td> <td>Title of Approved Activity - 3</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>30</b></td> </tr> </tbody> </table> <b>Internal Examination: Continuous Evaluation – 20 marks</b> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 85%;">Assessment / Evaluation</th> <th style="width: 10%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1.</td> <td>Reflective journal</td> <td style="text-align: center;">10</td> </tr> <tr> <td style="text-align: center;">2.</td> <td>Presentation/ poster presentation/viva</td> <td style="text-align: center;">10</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>20</b></td> </tr> </tbody> </table>	Activity No	Nature of Activities	Marks	1.	Title of Approved Activity - 1	10	2.	Title of Approved Activity - 2	10	3.	Title of Approved Activity - 3	10	<b>Total</b>		<b>30</b>		Assessment / Evaluation	Marks	1.	Reflective journal	10	2.	Presentation/ poster presentation/viva	10	<b>Total</b>		<b>20</b>
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2.	Presentation/ poster presentation/viva	10																										
<b>Total</b>		<b>20</b>																										

**Suggested Readings:**

- How to Win Friends and Influence People
- The 7 Habits of Highly Effective People
- Thinking, Fast and Slow
- Leaders Eat Last
- Talk Like Ted

Name & Signature of the Principal & Chairperson, Academic Council:

  
 \_\_\_\_\_  
 Dr. Manju Lalwani Pathak





**HSNC Board's**  
**Smt. Chandibai Himathmal Mansukhani College, Ulhasnagar**  
**(Autonomous)**  
**Affiliated to the University of Mumbai**

**Bachelor of Commerce**  
**(Financial Markets)**  
**(Self-Financing Course)**

**Semester – IV**

**Choice Based and Credit Based syllabus**  
**as per NEP 2020 with effect from the**  
**Academic Year 2025-2026**

## Credit Structure B.Com (Financial Markets) Semester IV

Level	Semester	Major		Minor	OE	VSC, SEC (VSEC)	AE C, VE C, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. / Sem.
		Mandatory	Electives						
5.0	IV	Commodity Markets (4)  Treasury Management (4)	----	Industry & Service Management III (4)	List (2)	SEC:2  Sector Analysis in Financial Markets (2)	AEC:2  CC:2	FP: 2	22
<b>Total</b>		<b>8</b>	<b>-</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>22</b>

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B. Com.  
(Financial Markets)**

**Semester- IV**

**Title: Commodity Markets**

**Vertical - 1  
MAJOR- 4 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Commodity Markets**  
**Course Code: CHMBFMIV1**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	Introduces the structure and functioning of global and Indian commodity markets, their exchanges, regulations, and integration with financial systems.
2	<b>Vertical 1</b>	MAJOR
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A)1:</b> To understand the evolution and role of commodity markets. <b>CO(A)2:</b> To study trading, clearing, and regulatory frameworks. <b>CO(A)3:</b> To analyse price trends and institutional support mechanisms.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Learn the working of commodity exchanges. <b>CO2:</b> Assess regulatory and market linkages. <b>CO3:</b> Interpret price movements and market dynamics.	

9

**Syllabus**

**UNIT I: Commodity Market in India**

- Emergence & Dynamics of Commodity Market
- Commodity Exchanges in India
- Linkages between Equity markets and commodity markets
- Commodity markets - Logistics and Warehousing

**UNIT II: Commodity Exchanges**

- Function & Role
- Trading & Clearing methods
- Commodity Futures
- Commodity Specific Exchanges Vs Multi Commodity Exchanges

**UNIT III: Strengthening commodity markets in India.**

- Role of Government
- Role of Commodity Exchanges
- Training & Development of Dealers
- Training, Capacity Building & Investor Awareness for Market Participants

**UNIT IV: Technology and Innovation in Commodity Markets**

- Introduction to Technology in Commodity Markets
- Role of Artificial Intelligence (AI) in Commodity Trading
- Digital Platforms and Mobile Trading Applications
- Cyber security and Risk Management in Digital Commodity Markets

10

**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks, 10 marks + 5 marks and 5 marks + 5 marks + 5 marks. Internal options may be given however it is not mandatory.

<b>Internal Examination: Continuous Evolution - 40 marks</b>		
	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project and presentation / Viva	15
		<b>Total 40</b>
<b>11</b>	<b>REFERENCES:</b> <ol style="list-style-type: none"> <li>1. Commodities Market Module, Workbook from NSE o Chatnani, (2010)</li> <li>2. Commodity Markets, 1st edition, Tata McGraw Hill. o Kleinman, George, (2001)</li> <li>3. Commodity Futures &amp; Options, 2nd (revised, illustrated edition), Prentice Hall. Stephens, John. (2001)</li> <li>4. Managing Commodity Risk, John Wiley &amp; Sons. o Indian Institute of Banking &amp; Finance, (2007)</li> </ol>	

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- IV**

**Title: Treasury Management**

**Vertical - 1  
Major Subject - 4 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Treasury Management

Course Code: CHMBFMIV2

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course is designed for undergraduate students to build a strong foundation in treasury concepts and financial market operations. It provides an overview of treasury management functions, liquidity planning, cash forecasting, and organisational structure within financial institutions. The course introduces domestic and international treasury markets, treasury services, and global bond market practices. It also familiarizes students with cross-currency forwards, exchange rate movements, arbitrage opportunities, and practical currency calculations. By the end of the course, students will be equipped to understand, analyze, and manage treasury operations and risks in modern financial environments.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b>To define the fundamental concepts of Treasury Management, including its scope, functions, and operational structure.</p> <p><b>CO(A) 2:</b>To explain the structure of domestic and international treasury markets, their products, dimensions, and regulatory frameworks.</p> <p><b>CO(A) 3:</b>To apply techniques in liquidity management, currency exchange calculations, and treasury operations in practical scenarios.</p> <p><b>CO(A) 4:</b>To evaluate and develop risk mitigation strategies using AI-driven analytics, predictive modeling, and treasury management systems</p>

<b>8</b>	<p><b>Course Outcomes:</b> Student will be able to</p> <p><b>CO1:</b> The student will learn the basics of treasury management</p> <p><b>CO2:</b> Analyze domestic and international treasury markets, their products, and regulatory frameworks.</p> <p><b>CO3:</b> Apply concepts of cross-currency forwards, exchange rate movements, and arbitrage strategies.</p> <p><b>CO4: Implement</b> risk mitigation techniques using AI, predictive modeling, and blockchain security.</p>
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<b>9</b>	<p><b>Syllabus</b></p>
	<p><b>UNIT I: Introduction to Treasury Management</b></p> <ul style="list-style-type: none"> <li>• Treasury Management - Meaning, benefits, functions, scope, and challenges.</li> <li>• Structure and Organisation of Treasury Management</li> <li>• Roles and Responsibilities of Treasury Management Department – Cash Forecasting</li> <li>• Treasury Operations - Fund allocation, capital management, and financial decision-Making</li> </ul> <p><b>UNIT II: Classification of treasury market and Treasury Services</b></p> <ul style="list-style-type: none"> <li>• Domestic Treasury Market, International Treasury - Features, products, dimensions, ideal ticket size, regulatory framework</li> <li>• Treasury Services: Bank Treasury, Government Treasury, Corporate Treasury – Functions, Importance and Applications</li> </ul> <p><b>UNIT III: Cross Currency forwards, present and future value</b></p> <ul style="list-style-type: none"> <li>• Calculation of premium, discount etc., pre utilisation of contracts.</li> <li>• Exchange rate movement- volatility of major currencies Exchange rate and interest rate arbitrage- NDF Markets.</li> <li>• Cross Currency futures FEDAI Guidelines for merchant quotes.</li> <li>• Bid rate and Ask rate Practical sums on currency exchange.</li> </ul> <p><b>UNIT IV: Treasury Risk Management</b></p> <ul style="list-style-type: none"> <li>• Risk Management Framework - Policies, governance, and compliance (Basel III, IFRS 9).</li> <li>• Exposure Limits - Managing intraday, day-end, and overnight positions; algorithmic limit orders.</li> <li>• Risk Mitigation - AI-driven analytics, predictive modeling, Treasury management system (TMS), and cyber risk controls</li> <li>• AI-based cash flow forecasting, liquidity management, and decision support systems. Automation and Intelligent Treasury Operations - Machine learning applications in risk assessment, fraud detection, and regulatory compliance.</li> </ul>

<b>10</b>	<p><b>Scheme of Examination and Assessment Pattern</b></p> <p>Paper – 100 Marks</p> <p><b>External Examination: Semester End External - 60 marks Time: 2:00 hours</b></p> <p>Format of Question Paper</p> <p><b>Attempt any 4 out of 6 questions.</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Question No</th> <th style="width: 65%;">Nature of Questions</th> <th style="width: 20%;">Marks</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Q1</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q2</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q3</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q4</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q5</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td style="text-align: center;">Q6</td> <td>Theory</td> <td style="text-align: center;">15</td> </tr> <tr> <td colspan="2" style="text-align: right;"><b>Total</b></td> <td style="text-align: center;"><b>60</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15	Q4	Theory	15	Q5	Theory	15	Q6	Theory	15	<b>Total</b>		<b>60</b>
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Q6	Theory	15																							
<b>Total</b>		<b>60</b>																							

**Note:**

1. Equal Weightage is to be given to all the modules.
2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options




**Internal Examination: Continuous Evaluation - 40 marks**

	<b>Assessment / Evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	25
2.	Project /presentation / Viva/ Group Discussion	15
		<b>Total 40</b>

**11****REFERENCES:**

1. Foreign Exchange and Treasury Management – A.V. Rajwade (Tata McGraw-Hill) The Handbook of Global Corporate Treasury – Rajiv Rajendra (Wiley India) Treasury and Risk Management in Banks – N. S. Toor (Skylark Publications) Treasury Management – Indian Institute of Banking & Finance (IIBF) (Macmillan Publishers India)
2. Treasury Management – Steven M Bragg (Wiley Publications)
3. Treasury Management an Introduction to Forex and Derivatives - Raj Kumar Sharma  
Treasury Management in India - Dr. V.A. Avadhani (Himalaya Publishing House Pvt.)
4. Theory and Practice of Forex and Treasury Management – The Institute of Chartered Accountants of India (ICAI)

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year B.Com.  
(Management Studies)**

**Semester - IV**

**Title: Industry and Service Management - III  
(Project & Customer Relationship Management)**

**Vertical - 2**

**Minor Subject - 4 Credits**

**Title: Industry and Service Management - III**  
**(Project & Customer Relationship Management)**  
**Course Code: CHMBMSIV7**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course examines the integration of Project Management (PM) and Customer Relationship Management (CRM)—two crucial pillars in modern industry and service sectors. Students will learn foundational concepts of project planning, execution, and evaluation while exploring CRM principles, strategies, technologies, and their application in delivering successful customer-centric projects. The course highlights the synergy between PM and CRM, emphasizing stakeholder needs, customer data management, conflict resolution, CRM implementation, risk management, e-CRM tools, and analytical CRM.
2	<b>Vertical 2</b>	Minor
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> Build foundational understanding of project management methodologies, CRM concepts, and customer-centric project approaches.</p> <p><b>CO(A)2:</b> Equip students with practical skills for analyzing customer needs, managing stakeholders, and using CRM technologies for effective project execution.</p> <p><b>CO(A)3:</b> Strengthen the ability to design, implement, and monitor CRM-focused projects, including handling change, challenges, and project risks.</p> <p><b>CO(A)4:</b> Develop competencies in applying analytical CRM, e-CRM tools, and performance measurement techniques to enhance customer loyalty, satisfaction, and project success.</p>
8	<b>Course Outcomes:</b> Student will be able to	<p><b>CO1:</b> Explain key concepts of project management and CRM, their principles, types.</p> <p><b>CO2:</b> Analyze customer needs, stakeholder expectations, and CRM-based strategies that influence project planning and successful execution.</p> <p><b>CO3:</b> Develop and evaluate CRM implementation plans, project timelines, resource allocation, and risk mitigation strategies.</p> <p><b>CO4:</b> Apply advanced CRM tools such as e-CRM, customer segmentation, CLV analysis, and predictive analytics to improve customer experience and optimize project outcomes.</p>

## Syllabus

### **UNIT I: Foundations of Project Management and CRM**

- Concepts of Project Management, Features and Need for project management, Principles of Project Management, Project Life Cycle and Methodologies
- Concept of Customer Relationship Management, Core principles, importance, and the evolution of CRM, Types of CRM
- Relation in Project Management and CRM, Role of Project Manager, Role of Consultants in Project Management and CRM
- Customer-Centric Project Management, effect of project decisions on customer data, The role of projects in implementing CRM strategies.

### **UNIT II: CRM Strategies for Project Success**

- Customer Needs Analysis, Techniques for gathering and understanding customer requirements in projects, Stakeholder Management,
- Sales force automation, Customer service and support, customer data management
- Emerging CRM technologies, Effective communication strategies for managing customer expectations and project planning.
- Building Strong Customer Relationships, Techniques for fostering trust, managing conflict, and enhancing customer loyalty throughout the project.

### **UNIT III: Project Management for CRM Implementation**

- Defining CRM project goals and objectives, Developing a CRM implementation plan, Resource allocation and budgeting.
- Managing CRM project timelines and deliverables, tracking project progress and Performance, Addressing project challenges and risks.
- Customer feedback and expectations during project execution, Change management within CRM project implementation,
- Identifying and mitigating risks associated with CRM implementation, Proper communication with customers during project phases

### **UNIT IV: Advanced CRM Strategies and Project Optimization**

- E-CRM: Concept -Features of e-CRM-Benefits of e-CRM - Social Networking and CRM -Mobile CRM- CRM v/s Digital Marketing -CRM in service industry in India
- Customer segmentation and targeting, Customer lifetime value analysis, Data mining and predictive analytics, Using analytical CRM data to optimize future projects,
- Enhancing customer satisfaction and loyalty, Personalized customer interactions, Using CRM data to improve Customer experience (CX)
- Measuring CRM project success and ROI, Lessons learned and best practices, Measuring CRM project success, Future trends in CRM and project management.

10

**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
<b>TOTAL</b>		<b>60</b>

**Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
<b>TOTAL</b>		<b>40</b>

11

**REFERENCES:**

- Project Management: A Professional Approach by K. Nagarajan - Published by Pearson
- Fundamentals of Project Management by Joseph Heagney - Published by PMI
- Project Management: Concepts, Techniques and Tools by Aditi Jaiswal and Alok Gakhar - Published by Prentice-Hall India
- Project Management: The Indian Context by Prasanna Chandra and K.S. Rajasekaran - Published by McGraw-Hill Education
- Project Management: A Systems Approach to Planning, Scheduling, and Controlling by Raghavan Srinivasan - Published by McGraw-Hill Education
- Dilip Soman & Sara N-Marandi, "Managing Customer Value" 1st edition, 2014, Cambridge.
- Alok Kumar Rai, "Customer Relationship Management: Concepts and Cases", 2008, PHI.
- Ken Burnett, the Handbook of Key "Customer Relationship Management", 2010, Pearson Education.
- Mukesh Chaturvedi, Abinav Chaturvedi, "Customer Relationship Management- An Indian Perspective", 2010 Excel Books, 2nd edition.



HSNC Board's  
**Smt. Chandibai Himathmal Mansukhani College**

**(Autonomous)**

**(Affiliated to the University of Mumbai)**

University College Code: 217 | JD Office: T14



**Faculty of Interdisciplinary**

**List of Skill Based Open Electives for Second Year: Semester – IV**

Sr. No.	Semester IV Subject
1	Digital Interface, Web Design And Publishing
2	3D Modeling And Character Animation Fundamentals
3	Advance Tools Of AI For Economics And Education - II
4	English For Leadership and Strategic Communication
5	Urbanization And Real Estate: Applied Urban Planning, Design And Sustainable Cities
6	Travel Agency And Tour Operators Business
7	Managing Family Wealth Through Family Office-IV
8	Advanced Web Designing & Portfolio Development
9	Basics Of Nutrition - 4
10	Reel Strategy And Influencer Management
11	Performing Art- Dance-4
12	Data Analysis Project Based Approach
13	Strategic Political Communication, Digital Governance And AI-Driven Public Engagement Skills
14	Psychology Of Personal Relationship-II
15	Digital Society And Social Change
16	Mushroom Cultivation Training And Trading Level 4
17	Pranayama And Yogic Breathing Practices
18	Perfumery Course Level 4
19	Career Launchpad: Communication And Employability Skills
20	Beautician: Strategic Business Planning -IV
21	Current Trends In Fashion Designing: Financial Perspective Level 4
22	Basics Of Accounting-IV
23	Digital Marketing -IV
24	Online Trading For Investment Management



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**First Year B. Com.  
(Financial Markets)**

**Semester- IV**

**Title: Sector Analysis in Financial Markets**

**Vertical - 4  
VSC - 2 Credits**

**with effect from  
Academic Year 2025-2026**




## Title: Sector Analysis in Financial Markets

Course Code: CHMBFMIV5

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course is designed for undergraduate students in B. Com (Financial Markets) to develop a comprehensive understanding of personal financial planning and management. It introduces the principles and applications of financial planning, including income and expenditure analysis, budgeting, savings, and investment avenues for individuals. The course also focuses on the financial planning process—client relationship management, goal setting, and risk profiling—while exploring behavioral finance concepts and the growing role of FinTech and robo-advisory in modern financial planning.
2	<b>Vertical 4</b>	VSC
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<b>CO(A) 1:</b> To introduce the concept and importance of personal financial planning and its applications in daily life. <b>CO(A) 2:</b> To develop skills in preparing income and expenditure statements, personal balance sheets, and budgets. <b>CO (A) 3:</b> To provide insights into behavioral finance, investor psychology, and the impact of technology in financial planning.
8	<b>Course Outcomes:</b>	Student will be able to <b>CO1:</b> Understand the meaning, scope, and significance of personal financial planning and its role in achieving financial well-being. <b>CO2:</b> Prepare and interpret personal financial statements, budgets, and cash flow summaries to manage income and expenditure effectively. <b>CO3:</b> Evaluate the influence of behavioral biases and the role of FinTech and robo-advisory services in enhancing financial decision-making.

9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: Introduction to Sector Analysis</b></p> <ul style="list-style-type: none"> <li>• Meaning, Importance of sector analysis, Classification of sectors</li> <li>• Key sector performance indicators: Market Cap, P/E Ratio, EPS, ROE, Dividend Yield</li> <li>• Macroeconomic and Microeconomic Factors</li> <li>• Industry life cycle stages</li> </ul> <p><b>UNIT II: Sectoral Analysis Techniques and Applications</b></p> <ul style="list-style-type: none"> <li>• SWOT Analysis for Major sectors (Banking, IT, FMCG, Pharma)</li> <li>• Porter’s Five Forces: Sector Competitiveness</li> <li>• Ratio calculations for Sector Comparison</li> <li>• Identifying Emerging Trends and ESG (Environmental, Social, Governance) &amp; Impact on sectors -New-age industries: Fintech, AI, EVs, Green Energy</li> </ul>																											
10	<p style="text-align: center;"><b>Scheme of Examination and Assessment Pattern</b></p> <p style="text-align: center;">Paper – 50 Marks</p> <p><b>External Examination: Semester End External - 30 marks Time: 1:00 hours</b></p> <p style="text-align: center;">Format of Question Paper</p> <p><b>Attempt any 2 out of 3 questions.</b></p> <table border="1" data-bbox="331 856 1495 1087"> <thead> <tr> <th>Question No</th> <th>Nature of Questions</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Q1</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q2</td> <td>Theory</td> <td>15</td> </tr> <tr> <td>Q3</td> <td>Theory</td> <td>15</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 30</b></td> </tr> </tbody> </table> <p><b>Note:</b></p> <ol style="list-style-type: none"> <li>1. Equal Weightage is to be given to all the modules.</li> <li>2. 15 marks question may be subdivided into 8 marks + 7 marks with Internal options</li> </ol> <p><b>Internal Examination: Continuous Evaluation - 40 marks</b></p> <table border="1" data-bbox="347 1304 1490 1528"> <thead> <tr> <th></th> <th>Assessment / Evaluation</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Class Test (Short notes/ MCQ’s/ Match the Pairs/ Answer in one sentence/ Puzzles)</td> <td>10</td> </tr> <tr> <td>2.</td> <td>Project and presentation / Viva/ Group Discussion</td> <td>10</td> </tr> <tr> <td colspan="2"></td> <td style="text-align: right;"><b>Total 20</b></td> </tr> </tbody> </table>	Question No	Nature of Questions	Marks	Q1	Theory	15	Q2	Theory	15	Q3	Theory	15			<b>Total 30</b>		Assessment / Evaluation	Marks	1.	Class Test (Short notes/ MCQ’s/ Match the Pairs/ Answer in one sentence/ Puzzles)	10	2.	Project and presentation / Viva/ Group Discussion	10			<b>Total 20</b>
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11	<p><b>REFERENCES:</b></p> <ol style="list-style-type: none"> <li>1. Personal finance by Jack R Kapoor The McGraw Hill</li> <li>2. Financial advising by MACMILLan IIBF</li> <li>3. Personal financial planning The ICFAI university</li> </ol>																											

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**



**Smt. Chandibai Himathmal Mansukhani College**  
(Autonomous)

**Second Year B. Com.**

**Semester- IV**  
Vertical - 5

**Ability Enhancement Course (English)**  
**2 Credits**

**(To be offered to Students who opted Sindhi  
AEC in Sem I & II)**

**with effect from Academic Year 2025-  
2026**

## Title: Advanced Business Communication Skills

**Course Code:CHMBCOMAECIV**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	<p>The modern business world demands communication that is strategic, data-driven, digitally fluent, and culturally intelligent. With virtual offices, global teams, and technology-integrated operations, communication skills have evolved beyond traditional correspondence.</p> <p><i>Advanced Business Communication Skills</i> builds on foundational knowledge and introduces students to executive-level communication abilities. The course focuses on strategic communication, digital workplace tools, persuasive writing, professional etiquette, intercultural communication, and analytical documentation, preparing learners for real-world corporate responsibilities.</p>
2	<b>Vertical 5</b>	<b>AEC: Advanced Business Communication Skills</b>
3	<b>Type</b> Teaching Methods:	Theory+ Practicum (Lecture/ Discussion/ Presentation/ Reading sessions/ Worksheets/ etc.)
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p>CO(A)1: To provide advanced understanding of business communication models and strategies.</p> <p>CO(A)2: To develop digital and intercultural communication skills essential for global workplaces.</p> <p>CO(A)3: To equip students with professional writing skills for reports, proposals, emails, and letters.</p> <p>CO(A)4: To enhance presentation, negotiation, and analytical communication abilities.</p> <p>CO(A)5: To build professionalism, etiquette, and ethical communication judgment.</p>

<b>8</b>	<p><b>Course Outcomes:</b> After completing this course, learners will be able to:</p> <p><b>CO-1:</b> Implement advanced communication strategies in professional business contexts.</p> <p><b>CO-2:</b> Communicate effectively using digital tools and virtual platforms.</p> <p><b>CO-3:</b> Draft structured, persuasive, and professional business documents.</p> <p><b>CO-4:</b> Demonstrate professional etiquette in meetings, group work, interviews, and corporate communication.</p> <p><b>CO-5:</b> Analyze and solve workplace communication problems through case-based approaches.</p>
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<b>9</b>	<p><b>Syllabus</b></p>
	<p><b>UNIT I: Advanced Concepts in Business &amp; Digital Communication (15 Hours)</b></p> <p><b>1. Strategic Business Communication</b></p> <ul style="list-style-type: none"> <li>• Advanced models of corporate communication</li> <li>• Managerial communication and decision-making</li> <li>• Communication ethics and governance</li> <li>• Communication in crisis and conflict situations</li> </ul> <p><b>2. Workplace Communication Dynamics</b></p> <ul style="list-style-type: none"> <li>• Multigenerational workforce communication</li> <li>• Communication across hierarchies and cross-functional teams</li> <li>• Basics of negotiation and conflict resolution</li> <li>• Professional listening and feedback skills</li> </ul> <p><b>3. Digital Communication &amp; Virtual Workplace</b></p> <ul style="list-style-type: none"> <li>• Email etiquette in global communication</li> <li>• Virtual meeting etiquette: scheduling, agendas, minutes</li> <li>• Writing for digital media: micro-content, announcements, social media tone</li> </ul> <p><b>4. Intercultural &amp; Global Communication</b></p> <ul style="list-style-type: none"> <li>• Cultural sensitivity in global communication</li> <li>• Communicating with international clients</li> <li>• Cross-border etiquette: greetings, tone, time zones</li> </ul>

**UNIT II: Professional Business Correspondence & Practical Documentation (15 Hours)**

• **Business Reports & Practical Documentation**

- 1 Project summary report
- 2 Market survey/product analysis report
- 3 Service recovery / apology letter as a customer care executive
- 4 Negotiation letter (discount / delivery terms)

• **Proposals, Social Media Writing & Corporate Profiles**

1. Proposal for a new campus event
2. Proposal for a small business idea
3. Writing Instagram captions for a brand
4. Preparing a short promotional message for a product

**10**

**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hour**

Format of Question Paper

All questions are compulsory:

Question No	Nature of Questions	Marks
Q. 1	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 1</b> <b>OR</b> Attempt <b>Essay Type</b> question. (1 out of 2) - <b>Unit 1</b>	15
Q. 2	<b>Short Notes</b> (Attempt any 3 out of 5) - <b>Unit 2</b> <b>OR</b> Attempt <b>Essay Type</b> question. (1 out of 2) - <b>Unit 2</b>	15
<b>Total</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	<b>Written Assignment:</b> The students are required to attempt <b>any one</b> of the following using AI applications: (Eg: Gamma AI, Beautiful.ai, etc) <ul style="list-style-type: none"> <li>• Preparing a short promotional message for a product</li> <li>• Market Survey Report / A Business Proposal</li> </ul>	20
<b>Total</b>		<b>20</b>

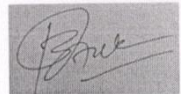
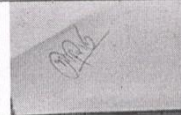
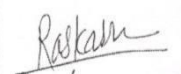
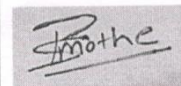
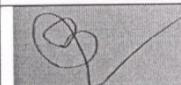

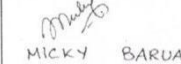

**11**

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- 6 Kaul, Asha. *Business Communication*. 2nd ed., PHI Learning, 2009.
- 7 Krizan, A. C., et al. *Business Communication*. 8th ed., Cengage Learning, 2010.
- 8 Lesikar, Raymond V., et al. *Business Communication: Making Connections in a Digital World*. 12th ed., McGraw-Hill Education, 2015.
- 9 Locker, Kitty O., and Donna Kienzler. *Business and Administrative Communication*. 11th ed., McGraw-Hill Education, 2021.
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- 18 Sharma, R. C., and Krishna Mohan. *Business Correspondence and Report Writing*. 4th ed., Tata McGraw-Hill, 2007.
- 19 Sinha, K. K. *Business Communication*. Galgotia Publishing, 2003.
- 20 Taylor, Shirley. *Model Business Letters, Emails and Other Business Documents*. 7th ed., Pearson Education, 2012.

### Syllabus Committee:

Sr. No	Name of the Faculty	Designation and College	Signature
1.	Prof. (Dr.) Kailas Aute	Professor & Head, Dept. of English, Smt. CHM College	
2.	Prof. (Dr.) B. R. Hiramani,	(VC Nominee, University of Mumbai) Pancham Khemraj College, Sawantwadi	
3.	Prof. (Dr.) Vikas Raskar	(Subject Expert outside University) Hutatma Rajguru Mahavidyalay, Rajguru Nagar, Khed, (Affiliated to Savitribai Phule University)	
4.	Prof. (Dr.) Prashant Mothe	(Subject Expert outside University) Aadarsh Mahavidyalay, Umerga, Dharashiv, (Affiliated to Dr. Baba Saheb Ambedkar Marathwada University)	
5.	Mr. Ananda Pandhare	Asst. Professor, Dept. of English, Smt. CHM College	
6.	Ms. Sana Khan	Asst. Professor, Dept. of English, Smt. CHM College	
7.	Dr. Micky Barua	Faculty Vidyalankar Institute of technology, Alumni Member	 MICKY BARUA
8.	Ms. Sofy Verghese	Accenture, Industry Representative	

Name & Signature of the Ad-hoc BoS Chairperson: Prof. (Dr.) Kailas Aute



Name & Signature of the Dean: Prof. (Dr.) Nitin Arekar



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year  
(Hindi)**

**Semester - IV**

**Title: हिंदी भाषा : व्यावहारिक प्रयोग**

**Vertical - 5  
AEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: हिंदी भाषा : व्यावहारिक प्रयोग**  
**Course Code: CHMAECHINIV**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>भाषा का जीवन में सदैव महत्व रहा है। जीवन और भाषा का चोली-दामन का संबंध है। जब हमारी भाषा मधुर और सार्थक होती है तो श्रोता पर विशिष्ट प्रभाव पड़ता है। भाषा का यदि सही और सार्थक रूप से प्रयोग किया जाए तो मनुष्य जीवन में कभी भी असफल नहीं हो सकता है। इसी भाषा के माध्यम से हम सभी को अपनी ओर आकर्षित भी कर लेते हैं।</p> <p>वर्तमान युग में रोजगार से बहुत से क्षेत्र भाषा से जुड़े हुए हैं, जिसके माध्यम से विद्यार्थी इनका लाभ ग्रहण कर सकते हैं। भाषाई क्षमता हमारे विचारों की संवाहक होती है। आज डिजिटल युग में अभिव्यक्ति के कई माध्यमों का प्रसार हुआ है। इन माध्यमों में भाषा ही सशक्त तत्व है, जो आपकी अभिव्यक्ति को पूरे जगत को अवगत कराती है। भाषा का महत्व हर समय, हर माध्यम में रहा है, परंतु भाषा का सार्थक रूप का प्रयोग आज बहुत आवश्यक है।</p>
2	<b>Vertical 5</b>	AEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> विद्यार्थियों को राजभाषा हिंदी का विविधत ज्ञान प्रदान करना।</p> <p><b>CO(A)2:</b> विद्यार्थियों को राजभाषा हिंदी के संवैधानिक महत्व से परिचित करवाना।</p> <p><b>CO(A)3:</b> विद्यार्थियों को संज्ञा आदि का ज्ञान प्रदान करना।</p> <p><b>CO(A)4:</b> विद्यार्थियों को कारकों, वाक्य रचना एवं भाषिक चिन्हों आदि का ज्ञान प्रदान करना।</p>
8	<b>Course Outcomes:</b> Student will be able to	<p><b>CO1:</b> विद्यार्थियों को राजभाषा हिंदी का ज्ञान प्राप्त होगा एवं दक्षता प्राप्त होगी।</p> <p><b>CO2:</b> विद्यार्थियों को राजभाषा हिंदी के संवैधानिक महत्व की जानकारी प्राप्त होगी।</p> <p><b>CO3:</b> विद्यार्थियों को हिंदी-संज्ञा आदि का ज्ञान प्राप्त होने के साथ भाषा के शुद्ध, व्यावहारिक रूप का ज्ञान होगा।</p> <p><b>CO4:</b> विद्यार्थियों को कारकों, वाक्य रचना एवं भाषिक चिन्हों आदि का ज्ञान प्राप्त होगा।</p>
9	<b>Syllabus</b>	<b>UNIT I</b>

1. हिंदी भाषा – सामान्य परिचय
2. राजभाषा हिंदी – संवैधानिक महत्व
3. वर्णमाला – स्वर एवं व्यंजन
4. शब्द भेद – सामान्य परिचय (संज्ञा आदि)

## UNIT II

1. वाक्य – सामान्य परिचय
2. वर्तनी – शुद्धता का प्रयोग एवं सावधानियाँ
3. कारक एवं विराम चिन्ह
4. निबंध लेखन – (सामाजिक निबंध, आत्मकथात्मक निबंध, समसामयिक निबंध)

10

### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	<b>प्रश्न 1:</b> चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 1 – 15 अंक)
Q2	<b>प्रश्न 2:</b> चार प्रश्नों में से किन्हीं दो प्रश्नों के उत्तर लिखिए।	(इकाई 2 – 15 अंक)
<b>TOTAL</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	<ul style="list-style-type: none"> <li>• AI की सहायता से हिंदी भाषा, राजभाषा हिंदी एवं उसके संवैधानिक महत्व पर शोध, सारांश एवं डिजिटल प्रस्तुति (Presentation) तैयार करना।</li> <li>• AI Grammar एवं Writing Tools का उपयोग करके वर्णमाला, शब्द-भेद, वाक्य-रचना, कारक, विराम-चिह्न तथा वर्तनी शुद्धता का अभ्यास करना एवं त्रुटियों का विश्लेषण करना।</li> <li>• AI की सहायता से हिंदी व्याकरण पर आधारित प्रश्नसंच (Question Bank), Quiz तथा Interactive अभ्यास-पत्र तैयार करना।</li> <li>• AI Writing Tools का उपयोग करके सामाजिक, आत्मकथात्मक एवं समसामयिक विषयों पर निबंध लेखन करना तथा AI द्वारा तैयार निबंध और विद्यार्थी द्वारा लिखे गए निबंध का तुलनात्मक विश्लेषण करना।</li> <li>• AI की सहायता से कठिन शब्दों के अर्थ, पर्यायवाची, विलोम, शब्दावली तथा सरल भाषा में व्याख्या तैयार करना।</li> <li>• AI Voice Tools का उपयोग करके शुद्ध उच्चारण, वाचन एवं मौखिक अभिव्यक्ति का अभ्यास करना तथा उच्चारण संबंधी Feedback प्राप्त करना।</li> </ul>	20
<b>TOTAL</b>		<b>20</b>

**REFERENCES:**

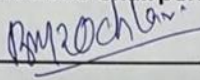
1. बाबूराम सक्सेना — सामान्य भाषा विज्ञान, हिंदी साहित्य सम्मेलन, प्रयाग।
2. कामताप्रसाद गुरु — हिंदी व्याकरण, लोकभारती प्रकाशन, इलाहाबाद।
3. आचार्य देवेन्द्र नाथ शर्मा — भाषा विज्ञान की भूमिका, राधाकृष्ण प्रकाशन, दिल्ली।
4. भाषा विज्ञान एवं भाषा शास्त्र — कपिलदेव द्विवेदी, विश्वविद्यालय प्रकाशन, वाराणसी।
5. भोलानाथ तिवारी — भाषा विज्ञान, किताब महल, इलाहाबाद।

Bos in Hindi :

Sr No	Name of the Faculty	Designation and College
1.	Dr. Bhavna M.Rochlani	I/C HOD Asst. Professor CHM College Ulhasnagar
2.	Dr. Ajeet Kumar Rai	Associate Professor KC College Mumbai
3.	Dr. Santosh Motwani	Associate Professor RKT College Ulhasnagar

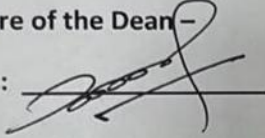
Name & Signature of the Ad-hoc BoS Chairperson -

Dr. Bhavna M. Rochlani :



Name & Signature of the Dean -

Dr. Nitin Arekar :





**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year BA/BCom/BSc/SFC  
(Marathi)**

**Semester - IV**

**Title: लेखन कौशल्ये - २ (महाजालावरील लेखन)**

**Vertical - 5  
AEC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: लेखन कौशल्ये - २ (महाजालावरील लेखन)**

**Course Code: CHMAECMARIV**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>राष्ट्रीय शैक्षणिक धोरण - २०२० विद्यार्थ्यांच्या सर्वांगीण विकासावर (Wholistic Development) भर देते. या धोरणात सर्वांगीण विकासाचा भाग म्हणून क्षमता वर्धन अभ्यासक्रम (Ability Enhancement Course) या स्तंभांतर्गत भाषिक कौशल्य अभ्यासक्रमाचा समावेश करण्यात आला आहे. कला, वाणिज्य व विज्ञान या विद्यार्थ्यांमध्ये अभ्यासक्रमाच्या विद्यार्थ्यांना तिसऱ्या सामान्य 'आधुनिक भारतीय भाषांचे' अध्ययन अनिवार्य करण्यात आले आहे. सदर क्षमता वर्धन अभ्यासक्रमाचा स्वरूप मातृभाषेची असावे, असेही राष्ट्रीय शैक्षणिक धोरणात नमूद करण्यात आले आहे. विद्यार्थ्यांनी विविध प्रकारच्या भाषिक कौशल्यांचा तपशीलवार परिचय करून घेणे, तसेच ती कौशल्ये आत्मसात करण्याची संधी विद्यार्थ्यांना उपलब्ध करून देणे, हा या अभ्यासक्रमाचा महत्त्वाचा उद्देश आहे. ही उद्दिष्टे लक्षात घेऊन '<b>लेखन कौशल्ये - २ (महाजालावरील लेखन)</b>' (श्रेयांक २) या अभ्यासपत्रिकेची आखणी करण्यात आली आहे.</p> <p>आंतरजालामुळे २१विसाव्या शतकातील अंतराचा प्रभावी साधन आहे. जगभरातील संगणक एकमेकांशी जोडले जाऊन त्यांचे जाळे तयार झाले आहे. विविध सामाजिक माध्यमस्थळांवर स्वतःचे खाते (अकाऊंट) तयार करून आणि त्यावर मराठी भाषा व देवनागरी लिपीत लिहिणे, ही समकालीन संपर्क व्यवहारातील आवश्यक बाब झाली आहे. यास अनुसरून आपल्या अभिव्यक्तीला व्यासपीठ मिळवून देणारी अनुदिनी (ब्लॉग) तयार करणे, विकिपीडियावर माहितीलेखन, सामाजिक माध्यमांवरील माहितीपूर्ण व विश्लेषणात्मक नोंदी लिहिणे, सामाजिक माध्यमस्थळांवरील आपल्या खात्यावर सातत्याने अभ्यासपूर्ण लेखन करणे, स्वखर्चाने निर्मित समाजमाध्यम / आभासी समूह (कम्युनिटी ग्रुप) तयार करणे, या बाबींसाठी आवश्यक सामाजिक माध्यमस्थळ साक्षरता आणि मराठी भाषा व देवनागरी लिपीत लिहिण्याची क्षमता '<b>लेखन कौशल्ये - २ (महाजालावरील लेखन)</b>' (श्रेयांक २) या अभ्यासपत्रिकेच्या अध्ययनातून विद्यार्थ्यांमध्ये निर्माण होईल.</p>
2	<b>Vertical 5</b>	AEC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks

7	<p><b>Course Objectives:</b></p> <p><b>CO(A)1:</b> महाजालावरील लेखन कौशल्याचे स्वरूप समजावून सांगणे.</p> <p><b>CO(A)2:</b> महाजालावर प्रभावी लेखन करण्यासाठी आवश्यक असणाऱ्या तंत्रांचा परिचय करून देणे.</p> <p><b>CO(A)3:</b> नेहमीच्या पद्धतीतील लेखन व महाजालावरील लेखन यांमधील साम्य-भेद स्पष्ट करणे.</p> <p><b>CO(A)4:</b> विविध सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित करणे.</p>
8	<p><b>Course Outcomes:</b> प्रस्तुत अभ्यासक्रम शिकल्यानंतर:</p> <p><b>CO1:</b> विद्यार्थ्यांना महाजालावरील लेखन कौशल्याचे स्वरूप समजेल.</p> <p><b>CO2:</b> विद्यार्थ्यांना महाजालावर प्रभावी लेखन करण्यासाठी आवश्यक तंत्रांचा परिचय होईल.</p> <p><b>CO3:</b> विद्यार्थ्यांना नेहमीच्या पद्धतीतील लेखन व महाजालावरील लेखन यांमधील साम्य-भेद स्पष्ट होईल.</p> <p><b>CO4:</b> विद्यार्थ्यांमध्ये विविध सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील.</p>
9	<p style="text-align: center;"><b>Syllabus</b></p> <p><b>UNIT I: सामाजिक माध्यमस्थळांवर मराठी भाषा व देवनागरी लिपीचा वापर करून लेखन (भाग - १)</b></p> <ol style="list-style-type: none"> <li>1. माध्यम साक्षरता</li> <li>2. अनुदिनी (ब्लॉग) लेखन</li> <li>3. विकिपीडियावरील लेखन</li> </ol> <p>(६० मिनिटांच्या १५ तासिका, श्रेयांक १)</p> <p>(सूचना : विद्यार्थ्यांमध्ये उपरोक्त सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील या दृष्टीने शिक्षकांनी सराव करून घ्यावा.)</p> <p><b>UNIT II: सामाजिक माध्यमस्थळांवर मराठी भाषा व देवनागरी लिपीचा वापर करून लेखन (भाग - २)</b></p> <ol style="list-style-type: none"> <li>1. फेसबुक, इन्स्टाग्राम, एक्स यांवरील लेखन</li> <li>2. समाज गट (कम्युनिटी ग्रुप), आभासी कॅफे यांवरील लेखन</li> </ol> <p>(६० मिनिटांच्या १५ तासिका, श्रेयांक - १)</p> <p>(सूचना : विद्यार्थ्यांमध्ये उपरोक्त सामाजिक माध्यमस्थळांवर लेखन करण्यासाठी आवश्यक कौशल्ये व क्षमता विकसित होतील या दृष्टीने शिक्षकांनी सराव करून घ्यावा.)</p>

**Scheme of Examination and Assessment Pattern**

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	Essay type question on Unit 1	10
Q2	Essay type question on Unit 2	10
Q3	MCQs 15 out of 20, 10 MCQs on each module	10
<b>TOTAL</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	<ul style="list-style-type: none"> <li>• विकिपीडियासाठी माहिती संकलन, संदर्भ व्यवस्थापन, तथ्य पडताळणी (<b>Fact Checking Tool</b>) तयार करणे आणि लेख तयार करणे.</li> <li>• <b>AI</b> साधने वापरून <b>Facebook, Instagram आणि X (Twitter)</b> साठी मराठीतील पोस्टर, <b>Caption, Hashtags</b> आणि <b>Content Calendar</b> तयार करणे.</li> <li>• <b>AI Copywriting Tools</b> चा वापर करून सामाजिक माध्यमांसाठी आकर्षक व लक्षित (<b>Targeted</b>) मजकूर तयार करणे.</li> <li>• <b>AI</b> साधनांच्या सहाय्याने <b>Social Media Content</b> चे भाषा विश्लेषण, शुद्धलेखन तपासणी आणि देवनागरी लिपीतील लेखन सुधारणे.</li> <li>• <b>AI</b> साधनांच्या सहाय्याने <b>Community Groups</b> आणि <b>Virtual Discussion Platforms</b> साठी माहितीपूर्ण पोस्टर, जनजागृती मोहीम आणि संवादात्मक मजकूर तयार करणे.</li> <li>• <b>AI Image Generation</b> आणि <b>Video Tools</b> च्या सहाय्याने सामाजिक माध्यमांसाठी <b>Creative Campaign</b> तयार करणे.</li> <li>• <b>Blog, Wikipedia आणि Social Media Content</b> यांची <b>AI-assisted comparative analysis</b> करून प्रभावी डिजिटल लेखनाचा अभ्यास करणे.</li> </ul> <p><b>AI साधने:</b> ChatGPT, Google Gemini, Claude, Perplexity AI, NotebookLM, Canva, CapCut, InVideo, Grammarly, QuillBot, Whisper, ElevenLabs.</p>	20
<b>TOTAL</b>		<b>20</b>

**REFERENCES:**

1. शमराठी व्याकरण आणि लेखन, विनायक गंधे व मीरा जोशी, निराली प्रकाशन, पुणे, २०२२.
2. उपयोजित मराठी, (संपा.) केतकी मोडक व अन्य, पद्मगंधा प्रकाशन, पुणे, २०२२.
3. मराठी भाषिक कौशल्य विकास, (संपा.) पृथ्वीराज तोरे, अथर्व पब्लिकेशन्स, धुळे, २०१८.
4. व्यावहारिक मराठी, ल. रा. नसराबादकर, भाषा विकास संशोधन संस्था, कोल्हापूर, २०२३.
5. Aayushi International Interdisciplinary Research Journal (ISSN 2349-638X), Peer Reviewed Journal, [www.aiirjournal.com](http://www.aiirjournal.com).

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year**

**Semester- IV**

**Title: Field project**

**Vertical - 6  
Field Project 2 Credits**

**with effect from  
Academic Year 2025-2026**

## Title: Field Project

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	The Field Project course, introduced under CHM Autonomy in alignment with the NEP 2020, aims to bridge theoretical knowledge with practical experience. It provides students with hands-on exposure to real-world socio-economic contexts through field visits, observation, and analysis in both urban and rural settings. By engaging directly with development-related issues, students enhance their research, problem-solving, and analytical skills while fostering social responsibility and environmental awareness. The course ultimately prepares learners for employability and active participation in nation-building.
2	<b>Vertical 6</b>	Field Project
3	<b>Type &amp; Teaching Methods</b>	Field work
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	
	1. To connect theoretical learning with real-world socio-economic contexts through practical field experiences.	
	2. To develop analytical, problem-solving, and teamwork skills in addressing contemporary social issues.	
	3. To cultivate an appreciation for research and its role in promoting societal and national development.	
8	<b>Learning Outcomes:</b>	
	<b>students will be able to:</b>	
	<b>LO1:</b> Apply classroom knowledge to analyze real-life socio-economic challenges effectively.	
	<b>LO2:</b> Demonstrate critical thinking, teamwork, and decision-making skills through field-based activities.	
	<b>LO3:</b> Reflect on the relevance of research and experiential learning in contributing to social and national progress.	

## Guidelines for Field Project

Following are the general guidelines for the conduct of Field Project (Semester III & IV)

### Head of the Department (HOD)/ Field Project Co-ordinator

1. To ensure that FP program aligns with departmental and academic objectives as per NEP Structure within syllabus framework.
2. Appointment of field project incharges from the faculty of the department for group of Students.
3. To conduct orientation of FP Supervisor and decide the time line of the project.
4. To support the student for Filed Project.

### FP Supervisor:

1. To give Guidelines for the field project.
2. To monitor student progress and provide guidance.

### Project (Dissertation) Report:

Students are required to submit a report of the field project at the end of the semester in following suggested format.

The project should be typed on A4 sheets  
 Font Size 12, Times New Roman, 1.5 line Spacing  
 The project report shall have student details with signature of Field Project Incharge and photographs if any and it should be of minimum of 10 pages.

10

### Scheme of Examination and Assessment Pattern

**External Examination: Semester End External - 30 marks**

**Format of Question Paper**

Nature of Evaluation	Marks
Field Project Report	30
<b>Total 30</b>	

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / evaluation	Marks
1.	Involvement in Survey of Field Project /	05
2.	Field visit participation & completion	10
3.	Overall Impression	05
<b>Total 20</b>		

<p>11</p>	<p style="text-align: center;"><b>Appendix I</b></p> <p style="text-align: center;"><b>Attendance of the Student: Active Participation</b></p> <p>I, the undersigned Ms / Mr. _____ Roll No. ___ studying in the _____ Year of _____ Full-time Course is doing my project work under the guidance of Dr./Ms./Mr. _____, I wish to state that I have met my Internal guide on the following dates mentioned below for Project Guidance: -</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Sr.No.</th> <th style="text-align: center;">Date</th> <th style="text-align: center;">Signature of the Internal Guide</th> </tr> </thead> <tbody> <tr> <td style="height: 100px;"> </td> <td> </td> <td> </td> </tr> </tbody> </table> <p style="text-align: center;">_____</p> <p style="text-align: center;"><b>Signature of the Candidate Supervisor</b></p> <p style="text-align: center;">_____</p> <p style="text-align: center;"><b>Signature of Field Project Supervisor</b></p>	Sr.No.	Date	Signature of the Internal Guide			
Sr.No.	Date	Signature of the Internal Guide					
	<p style="text-align: center;"><b>Appendix II</b></p> <p style="text-align: center;"><b>Name of the Department/College/Institute</b></p> <p style="text-align: center;"><b>Certificate</b></p> <p>I hereby certify that Mr./Ms. _____ Student of _____ studying in _____, has completed a project titled _____ in the area of _____ specialization for the academic year 2025-2026 to the best of my knowledge the work of the student is original and the information included in the project is correct.</p> <p style="text-align: center;">_____</p> <p style="text-align: center;"><b>Field Project Supervisor</b></p> <p style="text-align: center;">_____</p> <p style="text-align: center;"><b>Head of the Department/Principal</b></p>						

*[Handwritten Signature]*  
**Board of Examination**

*[Handwritten Signature]*  
**Principal & Chief Controller**  
**Board of Examination**

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Second Year**

**Semester - IV**

**Title: Cocurricular Course I**

**Vertical - 6  
CC Subject - 2 Credits**

**With effect from  
Academic Year 2025-2026**

**Title: Cocurricular Course I**  
**Course Code: CHMCCI6**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	<p>This student-friendly Co-Curricular Course is uniquely designed to promote holistic development through active participation in various college-based activities. Unlike traditional theory-based subjects, this course emphasizes hands-on involvement and experiential learning. Students are encouraged to explore their interests and talents by engaging in cultural, social, literary, sports, extension, or club-based events conducted by the college throughout the academic year. Participation will be recorded and assessed based on involvement, initiative, team spirit, creativity, and consistency. The aim is to nurture essential life skills such as leadership, communication, collaboration, and responsibility in a supportive, informal setting.</p> <p>This non-theory course offers students the opportunities and the freedom to learn beyond the classroom and grow into well-rounded individuals, contributing positively to campus life and society.</p>
2	<b>Vertical 6</b>	CC
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> To inculcate a spirit of active participation in cultural, social, environmental, and creative activities.</p> <p><b>CO(A)2:</b> To enhance personal and interpersonal skills through real-life experiences and teamwork.</p> <p><b>CO(A)3:</b> To foster a sense of responsibility, leadership, and community engagement among students.</p> <p><b>CO(A)4:</b> To develop self-confidence and emotional well-being through creative expression and collaboration.</p> <p><b>CO(A)5:</b> To integrate classroom learning with experiential learning for holistic growth.</p>

**8** **Course Outcomes:** Student will be able to  
**CO1:** Participate meaningfully in diverse co-curricular activities and reflect on their learning experiences.  
**CO2:** Demonstrate improved communication, leadership, and teamwork skills.  
**CO3:** Exhibit increased awareness of social responsibility and civic engagement.  
**CO4:** Build confidence through creative, cultural, and intellectual expressions.  
**CO5:** Maintain a portfolio or activity log to track participation and personal development.

**9** **Syllabus**

**Unit I – Suggested Areas of Participation in the Activities**

- **Cultural Events:** Drama, dance, music, literary events, debates, etc.
- **Social Outreach:** Blood donation, awareness campaigns, cleanliness drives.
- **Clubs & Societies:** Photography, quiz, environment club, shram club, etc.
- **Sports & Fitness:** College tournaments, yoga, marathons, fitness challenges.
- **Institutional Events:** Foundation Day, Annual Day, College Festivals, Intercollegiate events.
- **National Festivals:** Independence Day, Republic Day, etc.

**Unit II – Program Specific Topics**

- **Workshops/Seminars:** Report Writing, Personality Development, Soft Skills, Leadership Talks.
- **Speak, Show, Shine:** Presentation / Poster Presentation / Viva and Learning Experience.

**Mode of Evaluation**

- **Faculty Coordinator:** To guide and evaluate student progress.
- **Participation Proof:** Certificates, photos, attendance records.
- **Reflective Journal:** Minimum 2–3 pages summarizing experiences, learning, and growth.
- **Final Viva/Presentation:** 5-minute talk on poster presentation and on overall learning.

**10** **Scheme of Examination and Assessment Pattern**  
Based on 3 approved activities

**External Examination: Semester End External - 30 marks**


Activity No	Nature of Activities	Marks
Q1	Title of approved activity 1	10
Q2	Title of approved activity 1	10
Q3	Title of approved activity 1	10

	<b>TOTAL</b>	<b>30</b>
<b>Internal Examination: Continuous Evaluation - 20 marks</b>		
	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Reflective journal	10
2.	Presentation / Poster presentation / Viva	10
<b>TOTAL</b>		<b>20</b>

**Suggested Readings**

- *How to Win Friends and Influence People*
- *The 7 Habits of Highly Effective People*
- *Thinking, Fast and Slow*
- *Leaders Eat Last*
- *Talk Like TED*

Name & Signature of the Principal & Chairperson, Academic Council:

  
 Dr. Manju Lalwani Pathak





**HSNC Board's**  
**Smt. Chandibai Himathmal Mansukhani College, Ulhasnagar**  
**(Autonomous)**  
**Affiliated to the University of Mumbai**

**Bachelor of Commerce**  
**(Financial Markets)**  
**(Self-Financing Course)**

**Semester – V**

**Choice Based and Credit Based syllabus**  
**as per NEP 2020 with effect from the**  
**Academic Year 2026-2027**

**Credit Structure**  
**Program B.Com Financial Markets**  
**Sem-V**

Level	Semester	Major Mandatory	Major Electives	Minor	O E	VSC, SEC (VSEC)	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cu m. Cr. / Se m.
5.5	V	Technical Analysis (4)  Marketing for Financial Services (4)  Indian Knowledge System in Finance (2)	Mutual Fund Management (4)	Industry and Service Management IV - Production, Operations and Design Thinking	- -	VSC: 2, Artificial Intelligence in Financial Markets (2)	-	CEP	
	<b>TOTAL</b>	<b>10</b>	<b>04</b>	<b>04</b>	-	<b>02</b>	-	<b>02</b>	<b>22</b>

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Technical Analysis**

**Vertical - 1  
Major - 4 Credits**

**With effect from  
Academic Year 2026-2027**

**Title: Technical Analysis**  
**Course Code: CHMBFMV1**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course provides a comprehensive understanding of Technical Analysis, focusing on the charts, patterns, theories and risk management aspects in trading decision making. It Equips students with the understanding of these analytical tools needed for trading in the financial markets.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A) 1:</b> To Understand the concepts related to technical analysis <b>CO(A) 2 :</b> To analyze the charts and patterns used in technical analysis <b>CO(A) 3 :</b> To evaluate the technical indicators and its application in trading <b>CO(A) 4 :</b> To study risk management techniques and understand trading strategies	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> To understand the concepts and principles of technical analysis. <b>CO2:</b> To analyze various chart patterns and their use <b>CO3:</b> To evaluate the technical indicators and their application in trading decisions <b>CO4:</b> To develop the market strategies and manage risk in trading	

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### Syllabus

#### UNIT I: Introduction to Technical Analysis

- Meaning and Principles of Technical Analysis
- Fundamental Analysis- Meaning & Components
- Difference between Fundamental and Technical Analysis
- Technical Analysis Theories: Dow Theory and Elliott Wave theory

#### UNIT II: Tools and chart patterns used in Technical Analysis

- Charts used in Technical Analysis: Line, Candle, Bar, Point & Figure
- Candlestick Patterns: One, Two and Three Candle Patterns, Doji and its types
- Introduction to Chart Patterns - Support and Resistance, Head and Shoulders, Triangles, Double Tops & Bottoms, Rounded Top & Bottom, Gap Theory

#### UNIT III: Technical Indicators

- Introduction to Technical Indicators: Leading, Lagging and Oscillators
- Meaning and application of Indicators: Moving Averages, Relative Strength Index (RSI), Money Flow Index (MFI), Bollinger Bands, William’s R%
- MACD - Moving Averages Convergence Divergence
- Fibonacci Series and Retracement : Theory and application

#### UNIT IV: Trading Strategies and Risk Management

- Market Psychology and Impact of sentiments
- Discipline in Trading and its Importance
- Trading Strategies : Day Trading, Swing Trading, Trend Following Strategies, Contrarian Trading, Momentum trading, Use of AI for analyzing Market Data
- Risk Management and use of risk management components in trading

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#### Scheme of Examination and Assessment Pattern

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:**

15 marks question is subdivided into 8 marks + 7 marks.

**Internal Examination: Continuous Evaluation - 40 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Project /Presentation / Viva/ Group Discussion/Role Play/Case Study	20
		<b>Total 40</b>

**11**

**REFERENCES:**

1. Technical Analysis of the Financial Markets, John Murphy, 1999.
2. Technical Analysis from A to Z. McGraw-Hill. .Achelis, Steven B. 2001
3. Trading for a Living, Elder, Alexander. 2014
4. New Concepts in Technical Trading Systems, Wilder, J. Welles.1978

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Marketing for Financial Services**

**Vertical - 1  
Major Subject – 4 Credits**

**With effect from  
Academic Year 2026-2027**

**Title: Marketing for Financial Services**  
**Course Code: CHMBFMV2**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course introduces students to the fundamentals of services marketing with a special focus on financial services such as banking, insurance, and investment products. It covers key concepts including service characteristics, market segmentation, targeting, positioning, and the extended services marketing mix. The course also examines service delivery processes, customer satisfaction, service quality, and the role of technology in modern financial services marketing, equipping students with practical insights for managing and marketing services effectively.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO (A) 1:</b> To understand the fundamental concepts, characteristics, and importance of services marketing with special reference to financial services. <b>CO (A) 2:</b> To familiarize students with service market segmentation, targeting, positioning, and promotion strategies in the services sector. <b>CO (A) 3:</b> To analyze service delivery processes, extended marketing mix, and distribution challenges in services marketing. <b>CO (A) 4:</b> To develop an understanding of social media marketing and digital customer engagement in financial institutions.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> To understand core concepts of services marketing and apply them to retail financial services such as banking, insurance, and investments. <b>CO2:</b> To apply segmentation, targeting, positioning, and differentiation strategies to real-world service marketing scenarios. <b>CO3:</b> To evaluate service delivery systems, service quality models, and distribution strategies in the services sector. <b>CO4:</b> To assess the role and significance of digital marketing in financial services.	

## Syllabus

### UNIT I: Foundation of Services Marketing

- Introduction to Marketing and Financial Services Marketing ,Nature, Characteristics and Classification of Financial Services
- Meaning of services, Characteristics of services, Classification of services, Importance of services, Growth in services.
- Types of Financial Services: Banking, Insurance, Mutual Funds, Stock-broking, NBFCs
- Four I's of services – Intangibility, Inconsistency, Inseparability and Inventory,

### UNIT II: Services Market Segmentation

- Meaning of segmentation, Importance of segmentation, Basis of segmentation, Process of segmentation,
- Market targeting-Meaning and targeting strategies, Positioning – Meaning and Positioning strategies, Differentiation-Meaning and Differentiation strategies, Promotion and Communication, Branding of Financial Institution.
- Meaning, 4 tools of promotion (Advertising, Sales promotion, Public relation and Direct marketing) and Promotion through Product Life Cycle. Service Environment
- Branding of Banks, Insurance Companies and Mutual Funds

### UNIT III: Issues in Marketing of Services

- Meaning, Purpose, Dimensions, Designing and managing service process, Managing People for service advantage, Managing Jay customers, Customer relationship management.
- Service Delivery Process, Service Blueprints, Service Mapping
- Distribution Strategies of Services, Channels and Challenges in Distribution of Financial Services
- Extended Services Marketing Mix: Going Beyond the 4 Ps. (7Ps of Services Marketing),

### UNIT IV: Digital Marketing and Emerging Trends in Financial Services

- Digital Marketing Concepts and Application Strategies for Financial Services, Social Media Marketing for Financial Services.
- Digital Financial Services -FinTech, InsurTech and WealthTech Marketing
- Regulatory and Ethical Issues in Financial Services Marketing
- AI and Predictive Analytics in Financial Services Marketing.

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**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks.

**Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Project /Presentation / Viva/ Group Discussion/Role Play/Case Study	20
		<b>Total 40</b>

11

**REFERENCES:**

1. Customer Service Meaning and Measurement: La Londe, B.J. and Zinszer, P.H: National
2. Council of Physical Distribution Management (NCPDM.)
3. Financial Services Marketing: Harrison, Tina: Pearson Education

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Indian Knowledge System in Finance**

**Vertical - 1  
Major Subject – 2 Credits**

**with effect from  
Academic Year 2026-2027**

## Title: Indian Knowledge System in Finance

### Course Code: CHMBFMV3

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	India possesses a rich and time-tested financial wisdom rooted in its ancient texts, traditions, and practices. Concepts of public finance, taxation, trade, ethics, wealth management, risk sharing, and governance were systematically addressed in classical Indian literature. This course introduces students to Indian Knowledge System (IKS) perspectives on finance, linking traditional wisdom with modern financial thought
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 arks
7	<b>Course Objectives:</b>	<b>CO(A) 1:</b> To understand the foundations of finance in Indian Knowledge Systems <b>CO(A) 2:</b> To explore ancient Indian texts and practices related to finance, trade, and wealth <b>CO(A) 3:</b> To appreciate ethical and sustainable approaches to financial decision-making <b>CO(A) 4:</b> To connect traditional Indian financial wisdom with modern financial systems
8	<b>Course Outcomes:</b>	Student will be able to CO1: To explain financial concepts embedded in Indian Knowledge Systems CO2: To identify ancient Indian approaches to taxation, trade, and wealth management CO3: To analyze ethical and value-based finance from Indian traditions CO4: To relate Indian financial wisdom to financial practices

## Syllabus

### UNIT I: Foundations of Indian Knowledge System in Finance

#### 1. Introduction to Indian Knowledge System (IKS)

- Meaning, scope, and significance of IKS
- Indian worldview on wealth (Artha, Dharma, Kama, Moksha)
- Concept of Artha as a balanced pursuit of wealth

#### 2. Financial Thought in Ancient Indian Texts

- Public finance and governance in Arthashastra
- Revenue systems, taxation principles, and state expenditure
- Trade, commerce, and market regulation in ancient India

#### 3. Traditional Indian Economic Practices

- Guild system (Shreni) and collective entrepreneurship
- Indigenous banking and credit systems
- Role of temples and institutions in economic activity

### UNIT III: Indian Financial Wisdom and Contemporary Relevance

#### 1. Ethics and Values in Indian Financial Thought

- Concept of Dharma in economic and financial decisions
- Wealth creation with social responsibility
- Trusteeship and inclusive growth

#### 2. Risk, Investment, and Sustainability

- Risk sharing and diversification in traditional practices
- Long-term orientation and sustainability in Indian finance
- Indian perspectives on savings, investment, and consumption

#### 3. Relevance of IKS in Modern Finance

- IKS principles in modern banking and finance
- Ethical finance, ESG, and Indian philosophical roots
- Lessons from Indian Knowledge Systems for contemporary financial challenges

### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

Question No	Nature of Questions	Marks
Q1	Practical/Theory (Any 2 out of 3)	15
Q2	Practical/Theory (Any 2 out of 3)	15
<b>Total</b>		<b>30</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks

**Internal Examination: Continuous Evaluation - 20 marks**

	Assessment / Evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/Puzzles)	10
2.	Project /Presentation / Viva/ Group Discussion/Case Study/Role Play	10
<b>Total</b>		<b>20</b>

**REFERENCES:**

1. **The Indian Knowledge System: A New Paradigm** – M. K. Kaw  
A comprehensive reference on Indian worldview, epistemology, and applied knowledge systems.
2. **Kautilya: The Arthashastra** – Translated by L. N. Rangarajan  
Modern translation with economic interpretations of taxation, state finance, and markets.
3. **Trusteeship: Gandhian Perspectives on Economic Ethics** – R. R. Diwakar  
Explores social responsibility, inclusive growth, and ethical wealth creation.
4. **Indian Traditions in Economic Thought** – Suresh Prasad  
Detailed reference on ancient and medieval Indian economic institutions and practices.
5. **Ethical Foundations of Indian Business and Finance** – P. L. Dhar
6. Examines Dharma, sustainability, ESG concepts, and Indian philosophical roots of ethical finance.

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Mutual Fund Management**

**Vertical - 1  
Major Subject – 4 Credits**

**With effect from  
Academic Year 2026-2027**

**Title: Mutual Fund Management**  
**Course Code: CHMBFMV4**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	The course is designed to provide basic knowledge about the Growth and Role of Mutual funds, Investors Protection and Regulation of Mutual funds etc
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A) 1:</b> To understand the development of Mutual funds <b>CO(A) 2:</b> To analyze the extent to which Investors are Protected <b>CO(A) 3:</b> To analyze the Mutual fund Regulation <b>CO(A) 4:</b> To know the recent developments in Mutual fund Industry	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> To develop an appropriate portfolio for a given investor and market conditions. <b>CO2:</b> To use adjusted financial statements to produce a sound valuation of a company <b>CO3:</b> To analyze various performance measurements <b>CO4:</b> To evaluate the accounting and tax elated valuation of securities	

## Syllabus

### UNIT I: Mutual Fund Organization and Management

- Introduction: Meaning of Mutual Fund, Structure in India, Sponsors, Trust, Role of AMC, NFOs , Registrars, Agents,
- Types of Mutual Fund schemes
- Objectives of AMFI, Advantage of Mutual Funds, Systematic Investment Plan (SIP), Systematic Transfer Plan (STP), Systematic Withdrawal Plan ( SWP)
- Offer Document : NFO, SID, SAI, KIM and Fact Sheets

### UNIT II: Mutual Fund Products

- Mutual Fund Products and Features: Equity funds: Definition, Features of Equity Funds, Types of Funds, Types of Equity Schemes
- Gold Exchange Trade Funds (ETFs): Introduction, Features, Working of ETFs, Market Making with ETFs, Creation Units, Portfolio Deposit and Cash Component
- Debt Funds: Features, Interest Rate Risk, Credit Risk, Pricing of Debt Instrument Schemes and Plans.
- Liquid funds: Features, Floating rate scheme, Portfolio of liquids

### UNIT III: Investment and Performance Measurement

- Fund Performance, Measuring Return, Measuring Risk,
- Risk adjusted return & Comparing Fund Performance with a reference
- Limitations of Performance measurement and evaluation
- AI Application in Mutual Fund Performance Analysis

### UNIT IV: Accounting and Taxation of Mutual Funds

- Accounting: Net Asset Value (NAV)-Meaning- computation- Factors affecting NAV- Pricing of Units- Fees
- Expenses- Investment Management and Advisory Fees –Initial Expenses- Recurring Expenses- Total expenses accounting policies.
- Valuation-: Valuation of thinly traded securities- Valuation of Non trade securities- Valuation and disclosure of illiquid securities.
- Taxation: Dividends- Capital Gains- Tax Rebate- Restrictions on Dividends Stripping

**10****Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:****Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Project /Presentation / Viva/ Group Discussion/Role Play/Case Study	20
		<b>Total 40</b>

**11****REFERENCES:**

1. Indian Mutual Funds Handbook : Sundar Sankaran: Vision Books
2. Morningstar Guide to Mutual Funds: 5-Star Strategies for Success : Christine Benz.: Wiley
3. Working of Mutual Fund Organisations in India: P Mohana Rao: Kanishka Publications
4. Mutual Funds in India: Amitabh Gupta: Anmol Publications
5. Bogle on Mutual Funds: New Perspectives for The Intelligent Investor: Jogn C Bogle: Wiley
6. Mutual Funds for Dummies Positioning Investment Portfolio for Growth By Eric Tyson

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B.Com.  
(Management Studies)**

**Semester - V**

**Title: Industry and Service Management IV -  
Production, Operations and Design Thinking**

**Vertical - 2  
Minor Subject - 4 Credits**

**With effect from  
Academic Year 2026-2027**

**Title: Industry and Service Management IV - Production, Operations and Design Thinking**  
**Course Code: CHMBMSV13**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course introduces students to the fundamentals of production and service management with emphasis on planning, quality, efficiency, and innovation. It explores the principles of production systems, service operations, quality management, and design thinking as tools for solving business problems and creating customer value. The course also familiarizes students with emerging Artificial Intelligence (AI) tools and their applications in production and service industries, enabling learners to understand technology-driven business transformation.
2	<b>Vertical 2</b>	Minor
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> <b>CO(A)1:</b> Develop an understanding of production and service management concepts and practices. <b>CO(A)2:</b> Familiarize students with production planning, quality management, and process improvement techniques. <b>CO(A)3:</b> Introduce design thinking as a structured approach to innovation and problem-solving. <b>CO(A)4:</b> Enhance students' ability to analyze operational challenges in manufacturing and service organizations.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Explain the concepts and significance of production and service management. <b>CO2:</b> Apply production planning and quality management principles to business situations. <b>CO3:</b> Use design thinking techniques to identify and solve organizational problems. <b>CO4:</b> Evaluate operational processes and suggest improvements for efficiency and customer satisfaction.	

## Syllabus

### Unit 1: Fundamentals of Production and Service Management

- Meaning and Importance of Production Management
- Meaning and Importance of Service Management
- Manufacturing vs Service Operations
- Types of Production Systems
- Service Delivery Process
- Challenges in Production and Service Industries

### Unit 2: Production Planning and Quality Management

- Production Planning and Control
- Capacity Planning
- Process Layout and Workflow
- Quality Management Concepts
- Lean Management Basics
- Six Sigma Basics

### Unit 3: Design Thinking and Innovation

- Meaning and Importance of Design Thinking
- Stages of Design Thinking: Empathize, Define, Ideate, Prototype, Test
- Customer-Centric Innovation
- Problem Solving through Design Thinking
- Applications in Business and Services

### Unit 4: AI Tools in Production and Service Management

- Introduction to AI, Meaning and Scope of Artificial Intelligence, Role of AI in Business Operations, AI Tools and Applications, ChatGPT for problem-solving and process improvement, Microsoft Copilot for reports and analysis, Gemini for research and idea generation, Canva AI for process presentations, Power BI for business dashboards
- Customer Service Automation
- Demand Forecasting
- Inventory Monitoring
- Service Quality Analysis
- Workflow Optimization
- Ethical Use of AI
- Data Privacy
- Responsible AI Usage
- Limitations of AI

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**Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
<b>TOTAL</b>		<b>60</b>

**Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
<b>TOTAL</b>		<b>40</b>

11

**REFERENCES:**

1. Mahadevan, B. (2015). *Operations management: Theory and practice* (3rd ed.). Pearson India.
2. Chary, S. N. (2019). *Production and operations management* (7th ed.). McGraw Hill Education India.
3. Heizer, J., Render, B., & Munson, C. (2023). *Operations management: Sustainability and supply chain management* (14th ed.). Pearson.
4. Fitzsimmons, J. A., Fitzsimmons, M. J., & Bordoloi, S. (2022). *Service management: Operations, strategy, information technology* (10th ed.). McGraw-Hill Education.

**Smt. Chandibai Himathmal Mansukhani College  
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**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Artificial Intelligence in Financial  
Markets**

**Vertical – 4  
VSC, SEC - 2 Credits**

**With effect from  
Academic Year 2026-2027**

## Course Code: CHMBFMV6

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course introduces the concepts and applications of Artificial Intelligence (AI), Machine Learning, and Deep Learning in financial markets and services. It covers AI- driven stock analysis, algorithmic trading, portfolio management, credit scoring, fraud detection, and customer analytics. Students will explore ethical, regulatory, and practical aspects of AI, including bias, transparency, and AI tools for investment decisions. The course combines theory with hands-on practice through case studies, AI-enabled tools, and a mini project to develop skills in AI- assisted financial decision-making
2	<b>Vertical 1</b>	VSC
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A) 1:</b> To introduce Artificial Intelligence concepts relevant to financial markets</p> <p><b>CO(A) 2:</b> To understand AI applications in trading, banking, and investments</p> <p><b>CO(A) 3:</b> To enable AI-assisted financial decision-making</p> <p><b>CO(A) 4:</b> To create awareness about ethical and regulatory issues in AI-driven finance</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p>CO1: To explain fundamental AI concepts used in financial markets</p> <p>CO2: To identify AI applications across financial services</p> <p>CO3: To apply AI tools for basic financial analysis</p> <p>CO4: To evaluate ethical and regulatory challenges of AI in finance</p>

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## Syllabus

### UNIT I: Artificial Intelligence and Financial Markets (Theory)

#### 1. Introduction to Artificial Intelligence

- Meaning and evolution of AI
- AI, Machine Learning and Deep Learning – overview
- Scope and importance of AI in financial markets

#### 2. AI Applications in Financial Markets

- AI in stock market analysis and price prediction
- Algorithmic trading – conceptual understanding
- AI in portfolio management and robo-advisory services

#### 3. AI in Banking and Financial Services

- Credit scoring and loan decision-making using AI
- Fraud detection and risk management
- Customer analytics and personalized financial services

#### 4. Ethical and Regulatory Aspects

- Ethical issues: bias, transparency, explain ability
- Risks and limitations of AI in finance
- Overview of AI regulation in Indian financial markets

### UNIT II: Practical Applications of AI in Financial Markets

1. Introduction to AI-enabled financial tools and platforms
2. AI-assisted stock trend analysis
3. Financial ratio interpretation using AI tools
4. AI-based comparison of investment alternatives
5. Portfolio construction using AI or robo-advisory tools
6. Case study analysis of AI usage in fintech companies
7. Ethical bias analysis through real-life financial cases

Mini project: AI-assisted financial decision or strategy

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### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

Question No	Nature of Questions	Marks
Q1	Practical/Theory (Any 2 out of 3)	15
Q2	Practical/Theory (Any 2 out of 3)	15
		<b>Total 30</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks.

**Internal Examination: Continuous Evaluation - 20 marks**

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project /Presentation / Viva/ Group Discussion/Role Play/Case Study	10
		<b>Total 20</b>

**11**

**REFERENCES:**

1. CFA Institute – AI in Investment Management Reports
2. RBI & SEBI publications on FinTech and AI
3. NSE Academy, Investopedia
4. AI-enabled financial analysis platforms
5. Artificial Intelligence in Finance (Springer) – comprehensive book on AI techniques and real financial applications.
6. Machine Learning and AI in Finance (Routledge) – theory and applied perspectives on AI models for financial problems.
7. Foundations of Artificial Intelligence in Finance: Insights for Practitioners – covers predictive analytics, NLP, case studies, and ethical/regulatory topics.
8. Machine Learning and Data Sciences for Financial Markets (Cambridge) – modern practices in data science and machine learning applied to trading and asset decisions.
9. AI in Asset Management: Tools, Applications & Frontiers – CFA Institute publication focusing on AI for portfolio design and risk oversight

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- V**

**Title: Community Engagement Project (CEP)**

**Vertical - 6  
VSC - 2 Credits**

**With effect from  
Academic Year 2026-2027**

## Title: Community Engagement Project (CEP)

**Course Code: CHMBFMV7**




Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	The Community Engagement Program is an experiential learning course designed to connect students with society through meaningful community service and field-based activities. The course encourages students to identify social issues, work collaboratively with community stakeholders, and contribute towards sustainable development. It promotes civic responsibility, ethical values, leadership, teamwork, and problem-solving skills while enabling students to apply classroom knowledge to real-life community challenges.
2	<b>Vertical 6</b>	Community Engagement Project (CEP)
3	<b>Type Teaching Method</b>	Discussion + Report Writing
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	45Hours Field Work Survey=30Hours Discussion +Reporting Writing 15 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b> Student will be able to <b>CO(A) 1:</b> Develop a sense of social responsibility, civic consciousness, and community participation. <b>CO(A) 2:</b> Understand community needs and contribute to solving local social, environmental, and economic issues. <b>CO(A) 3:</b> Enhance leadership, communication, teamwork, and interpersonal skills through field-based activities. <b>CO(A) 4:</b> Apply academic knowledge and ethical values in planning and executing community development initiatives.	
8	<b>Course Outcomes:</b> <b>CO1:</b> Demonstrate active participation in community service and civic engagement activities. <b>CO2:</b> Identify and analyze community issues and propose practical, sustainable solutions. <b>CO3:</b> Collaborate effectively with community members and organizations while exhibiting leadership and teamwork skills. <b>CO4:</b> Reflect on the social impact of their engagement and demonstrate ethical values, empathy, and responsible citizenship.	

## Indicative Topics for CEP

- Household Budget Preparation Assistance for Low-Income Families Managing seasonal
- Helping Families Create Monthly Savings and Emergency Fund Plans
- Teaching Daily Wage Earners How to Manage Irregular Income
- Financial Literacy Sessions on Avoiding Debt Traps and Moneylenders
- Helping Women SHGs Plan Savings and Simple Investments
- Teaching Compounding Through Practical Saving Examples
- Assisting Families in Opening Basic Bank Accounts (awareness + guidance)
- Helping Senior Citizens Understand Interest Income and Safe Investments
- Financial Planning Support for Families with School-Going Children
- Teaching the Importance of Emergency Funds for Medical Needs
- Mutual Fund SIP Awareness and Enrollment Guidance Camps
- Teaching First-Time Investors How to Avoid Investment Frauds
- Helping Small Earners Understand Risk–Return Before Investing
- Awareness Programs on Government-Backed Investment Schemes
- Helping Families Shift from Idle Savings to Productive Investments
- Teaching Safe Investment Options for Retirement Planning
- Helping Informal Workers Understand Pension Schemes (APY, NPS-Lite)
- Investment Awareness for Women on Long-Term Wealth Creation
- Digital Payment Training for Street Vendors and Small Shops
- Teaching UPI, QR Codes, and Transaction Safety
- Helping Elderly People Use Digital Banking Safely
- Awareness Sessions on Online Investment and Payment Scams
- Teaching Use of Simple Financial Apps for Expense Tracking
- Insurance Awareness Camps for Health and Life Protection
- Helping Families Choose Suitable Health Insurance Plans

<b>10</b>	<b>Scheme of Examination and Assessment Pattern</b>		
	<b>Paper – 50 Marks</b>		
	<b>30 hrs (Field Work+ Survey) + 15hrs (Discussion + Report Writing): Total - 45 hrs.</b>		
	Question No	Questions	Marks
	Q1	Objectives, Literature Review , Methodology, Data Analysis, Conclusion and Recommendations	20
	Q2	Overall Project Report Structure and Style	05
	Q3	Presentation Skills & Communication	15
			<b>Total 30</b>
	<b>Internal Examination: Continuous Evaluation - 20 marks</b>		
		<b>Assessment / Evaluation</b>	<b>Marks</b>
1.	Attendance, Community interactions completion and interaction with Supervisor	10	
2.	Overall Report quality	10	
		<b>Total 20</b>	

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**





**HSNC Board's  
Smt. Chandibai Himathmal Mansukhani College,  
Ulhasnagar  
(Autonomous)  
Affiliated to the University of Mumbai**

**Bachelor of Commerce  
(Financial Markets)  
(Self-Financing Course)**

**Semester – VI**

**Choice Based and Credit Based syllabus  
as per NEP 2020 with effect from the  
Academic Year 2026-27**

## Credit Structure

### Program B.Com Financial Markets Sem-VI

Level	Semester	Major	Electives	Minor	O E	VSC, SEC (VSEC)	AE C, VE C, IKS	OJT, FP, CEP, CC, RP	Cu m. C r. / Se m.
5.6	VI	Financial Derivatives (4)  Risk Management (4)  Venture Capital  and Private Equity (2)	Security Analysis & Portfolio Managemen t (4)	Industry and Service Management V -  Integrity, Ethics and Sustainability Management (o4)	- -	----		OJ T:4	
	<b>TOTAL</b>	10	04	04	-	-		04	22

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- VI**

**Title: Financial Derivatives**

**Vertical - 1  
Major Subject – 4 Credits**

**with effect from  
Academic Year 2026-2027**

## Title: Financial Derivatives

Course Code: CHMBFMV11

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course provides a comprehensive introduction to financial derivatives, including forwards, futures, options, and swaps. It focuses on the pricing, trading strategies, and risk management techniques using derivative instruments in various markets. The course balances conceptual clarity with practical insights, including regulatory aspect and live market applications, particularly in the Indian context.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>	<b>CO(A)1:</b> To Introduce fundamental concepts and types of derivatives <b>CO(A)2:</b> To equip students with practical knowledge of pricing and trading derivative instruments. <b>CO(A)3:</b> To equip students with practical knowledge of pricing and trading derivative instruments. <b>CO(A)4:</b> To understand the regulatory environment and the functioning of derivatives markets in India.
8	<b>Course Outcomes:</b> Student will be able to	<b>CO1:</b> Understand the nature, types, and functions of financial derivatives. <b>CO2:</b> Apply pricing techniques and strategies using forwards, futures, and options. <b>CO3:</b> Analyze trading and hedging strategies for managing financial risk using derivatives <b>CO4:</b> Evaluate the role of exchanges and regulatory frameworks governing derivatives markets

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## Syllabus

### UNIT I: Introduction to Derivatives

- Meaning and Evolution of Derivatives. Types of Derivatives.
- Forwards, Futures, Options, and Swaps. Functions and Significance of derivatives. Participants: Hedgers, speculators, arbitrageurs.
- Underlying assets – equity, index, currency, commodities. Structure of Indian derivatives markets – NSE, BSE, MCX, and International platforms

### UNIT II: Futures and Forwards

- Forwards & Futures – Features, Valuation, and Limitations.
- Types, Features, margin mechanism, Mark-to-market, settlement, and Clearing Futures pricing (cost of carry model).
- Hedging, speculation, and arbitrage strategies with futures. Contract specifications on NSE. Practical analysis of charts and identification of patterns

### UNIT III: Options

- Options – Types & Features, Payoff profiles of calls and puts. Intrinsic value and time value.
- Option pricing fundamentals – binomial approach, Black-Scholes Model.
- Option strategies – spreads, straddles, strangles, butterfly, covered call, protective put. Option Greeks – Delta, Gamma, Theta

### UNIT IV: Swaps and Regulatory Environment

- Swaps – interest rate swaps, currency swaps – structure and applications. Introduction to credit derivatives.
- Regulatory framework in India – SEBI, RBI, FEMA. Risk containment measures by exchanges.
- Use of AI for risk assessment, market monitoring, and decision support in derivative trading.

10

### Scheme of Examination and Assessment Pattern

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
<b>Total</b>		<b>60</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks

**Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test	20

		(Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	
	2.	Project /Presentation / Viva/ Group Discussion/ Role play/ Case study	20
			<b>Total 40</b>
<b>11</b>	<b>REFERENCES:</b> <ol style="list-style-type: none"> <li>1. Financial Derivatives: Theory, Concepts and Problems, PHI Learning Pvt. Ltd., <b>2018</b></li> <li>2. Options, Futures, and Other Derivatives, <b>10th Edition</b>, Pearson Education, <b>2017</b></li> <li>3. Derivatives and Risk Management, Oxford University Press, <b>2014</b>.</li> <li>4. Risk Management and Derivatives, South-Western College Publishing, <b>2003</b></li> </ol>		

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- VI**

**Title: Risk Management**

**Vertical - 1  
Major Subject – 4 Credits**

**with effect from  
Academic Year 2026-2027**

**Title: Risk Management**  
**Course Code: CHMBFMVI2**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	Risk Management introduces students to the systematic identification, analysis, and control of risks faced by organizations in a dynamic business environment. The subject covers strategic, operational, financial, foreign exchange, and interest rate risks along with practical tools used to evaluate and manage them. It emphasizes Enterprise Risk Management (ERM), corporate governance, and the role of risk managers in decision-making. The course equips learners with practical skills to minimize uncertainty and enhance organizational Stability and performance..
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b>To equip students with practical understanding of business and financial risks faced by modern organizations.</p> <p><b>CO(A)2:</b> To introduce students to Enterprise Risk Management (ERM) practices used by companies for governance and sustainability.</p> <p><b>CO(A)3:</b>To build working knowledge of foreign exchange and interest rate risks relevant to finance, banking, and corporate sectors.</p> <p><b>CO(A)4:</b>To prepare students for entry-level roles in finance, risk, compliance, and management support functions</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Describe the concept of risk and uncertainty and explain the risk management process used by organizations.</p> <p><b>CO2:</b> Apply Enterprise Risk Management (ERM) tools such as SWOT analysis, risk matrix, Three Lines of defense to real business situations.</p> <p><b>CO3:</b> Identify and manage foreign exchange risks arising from international trade and financial transactions.</p> <p><b>CO4:</b> Measure and analyze interest rate risk using interest rate concepts and basic financial mathematics.</p>

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## Syllabus

### UNIT I: Introduction to Risk Management

- Concept of Risk and Uncertainty, Objectives
- Process of Risk Identification and Risk Management
- Types of Risk and Impact of Common Business Risk, Market, Credit , Liquidity, Operational ,Technological, Legal, Environmental, Reputation, Country

### UNIT II: Evaluation of Risk

- Evaluation of Organization's ability to bear risks & Risk Measurement Quantitative and Qualitative, Role of Risk Manager and Risk Committee in identifying and managing risk.
- Enterprise Risk Management- Framework, ERM Process, ERM Matrix, SWOT Analysis
- Risk and Three Lines of Defense, Risk Management and Corporate Governance

### UNIT III: Foreign Exchange Risk Management

- Foreign Exchange Market: Meaning, Features and Participants
- Identifying, Measuring and Analyzing Foreign Exchange Risk
- Managing Forex Risk through Hedging Techniques: Forward Contracts, Futures, Options and Swaps

### UNIT IV: Interest Rate Risk

- Interest Rate Market, Yield Curve and Time Value of Money.
- Identifying, Analyzing ,Measuring and Managing Interest Rate Risk
- AI-based Interest Rate Forecasting and Analytics in Treasury and Banking Risk Management

10

### Scheme of Examination and Assessment Pattern

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15
Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks

**Internal Examination: Continuous Evaluation - 40 marks**

	<b>Assessment / Evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Project /presentation / Viva/ Group Discussion/ Role play/ Case study	20
		<b>Total 40</b>

**11**

**REFERENCES:**

1. A Practical Guide to Risk Management by Thomas S. Coleman (Author)
2. Financial Risk Management A Practitioner's Guide to Managing Market and Credit Risk by Steve L. Allen (Author)
3. Financial Risk Management For Dummies by Aaron Brown (Author)
4. Risk Management and Financial Institutions (Wiley Finance)

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- VI**

**Title: Venture Capital and Private Equity**

**Vertical - 1  
Major Subject – 2 Credits**

**with effect from  
Academic Year 2026-2027**

**Title: Venture Capital and Private Equity**  
**Course Code: CHMBFMVI3**

Sr. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course provides a comprehensive understanding of Venture Capital (VC) and Private Equity (PE) as alternative investment mechanisms. It introduces students to the conceptual foundations, structures, regulatory frameworks, and valuation approaches associated with VC and PE investments. The course examines the roles of VC and PE firms in financing, nurturing, and scaling businesses, with a special focus on fund structures, investment processes, risk– return dynamics, and valuation methodologies. Emphasis is placed on the Indian VC/PE ecosystem while also Integrating global perspectives.
2	<b>Vertical 1</b>	Major
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	2 Credits
5	<b>Hours allotted</b>	30 Hours
6	<b>Marks allotted</b>	50 Marks
7	<b>Course Objectives:</b>	<p><b>CO(A)1:</b> Develop a strong conceptual understanding of Venture Capital and Private Equity as distinct investment classes.</p> <p><b>CO(A)2:</b> Differentiate between Venture Capital, Private Equity, and Hedge Funds.</p> <p><b>CO(A)3:</b> Familiarize students with the business cycle, players, and regulatory aspects of VC/PE investments, particularly in India.</p> <p><b>CO(A)4:</b> Enable students to assess investment risks, returns, and fund performance in VC/PE investments.</p>
8	<b>Course Outcomes:</b>	<p>Student will be able to</p> <p><b>CO1:</b> Understand the fundamental concepts, features, types, and roles of Venture Capital and Private Equity.</p> <p><b>CO2:</b> Distinguish between Venture Capital, Private Equity, and Hedge Funds.</p> <p><b>CO3:</b> Evaluate the regulatory aspects governing Venture Capital and Private Equity investments in India.</p> <p><b>CO4:</b> Assess risk–return characteristics and performance analysis of VC and PE funds</p>

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## Syllabus

### UNIT I: Conceptual Understanding of Venture Capital and Private Equity

- Concept, definition, features, and types of Venture Capital
- Role and significance of Venture Capital in business growth
- Concept, characteristics, and nature of Private Equity
- Difference between Venture Capital, Private Equity, and Hedge Funds
- Players in the Venture Capital and Private Equity ecosystem
- Private Equity funds: legal structure, investment features, and financing considerations

### UNIT II: Structure and Valuation Approaches

- Structure and business cycle of Venture Capital and Private Equity firms
- Limited Liability Partnerships (LLPs) and fund structures
- Routes of Venture Capital and Private Equity investments in India
- Regulatory framework governing VC and PE investments
- Risk and return analysis in Venture Capital and Private Equity investments
- Valuation approaches: Conventional Method and Revenue Multiplier Method
- Applications of AI in investment analysis, valuation, risk assessment, due diligence.

10

### Scheme of Examination and Assessment Pattern

Paper – 50 Marks

**External Examination: Semester End External - 30 marks Time: 1:00 hours**

Format of Question Paper

**Attempt any 2 out of 3 questions.**

Question No	Nature of Questions	Marks
Q1	Theory (Any 2 out of 3)	15
Q2	Theory (Any 2 out of 3)	15
<b>Total</b>		<b>30</b>

**Internal Examination: Continuous Evaluation - 20 marks**

Sr. No	Assessment / evaluation	Marks
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	10
2.	Project /presentation / Viva/ Group Discussion/Role play/Case study	10
<b>Total</b>		<b>20</b>

**REFERENCES:**

1. Private Equity and Venture Capital: Theory, Evolution and Valuation – Serena Gallo & Vincenzo Verdoliva — Focuses on theory, trends, and valuation approaches in VC/PE.
2. Research Handbook on the Structure of Private Equity and Venture Capital – Edited by Brian Broughman & Elisabeth de Fontenay — Scholarly reference on structure, governance, and regulation.
3. The Palgrave Encyclopedia of Private Equity – Edited by Douglas J. Cumming & Benjamin Hammer — Comprehensive reference covering terms, strategies, and industry topics.
4. Venture Deals: Be Smarter Than Your Lawyer and Venture Capitalist – Brad Feld & Jason Mendelson — Practical reference on VC deal terms and negotiations.
5. Venture Capital Deal Terms: A Guide to Negotiating and Structuring Venture Capital Transactions – Various Authors — Detailed reference on legal and financial structures of VC deals

**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- VI**

**Title: Security Analysis and Portfolio  
Management**

**Vertical -  
Major Subject – 4 Credits**

**with effect from  
Academic Year 2026-2027**

## Title: Security Analysis and Portfolio Management

**Course Code: CHMBFMVI3**

r. No.	Heading	Particulars
1	<b>Description of the Course:</b>	This course introduces students to investment principles, security analysis techniques, and portfolio management strategies. It covers fundamental and technical analysis, risk-return evaluation, and modern theories like CAPM and APT, with a focus on real-world application in Indian financial markets
2	<b>Vertical 1</b>	Major / Electives
3	<b>Type Teaching Methods</b>	Theory + Practicum Lecture/Discussion/Presentation/Case Studies
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> CO(A)1: To introduce learners to basic investment concepts, avenues, and security types. CO(A)2: To understand and apply portfolio construction and evaluation models. CO(A)3: To explore efficient market theories, CAPM, and APT and assess their practical relevance	
8	<b>Course Outcomes:</b> Student will be able to CO1: Explain the principles of investment and assess security risks and returns. CO2: Apply models of portfolio construction, diversification, and performance evaluation. CO3: Analyze market efficiency, apply CAPM and APT for investment decision-making	

## Syllabus

### UNIT I: Introduction to Investment and Security Analysis

- Meaning of investment – speculation and Gambling, Investment avenues, Types of investors – Investment objectives, the investment process.
- Security Analysis – Meaning of security – Types of securities – Meaning of security analysis Risk and Return – Computation of return.
- Meaning and definition of risk ,Types of Risk and Risk measurement

### UNIT II: Fundamental Analysis & Financial Statement Evaluation

- Economic Analysis :-Impact of GDP, Inflation and Interest Rates on security prices-Fiscal and Monetary Policy implications on investment returns
- Industry Analysis -Industry life cycle and profitability-Cost structure and entry barriers-Competitive advantage and financial sustainability
- Company Analysis -Analysis of financial statements-Ratio Analysis: Liquidity Ratios- Profitability Ratios-Solvency Ratios-Efficiency Ratios-Earnings quality and cash flow analysis.

### UNIT III: Portfolio Management – Introduction and Process

- Portfolio Management -Meaning, and phases Portfolio Management- valuation.
- Portfolio Analysis – Selection and Evaluation — Reasons to hold portfolio, Diversification analysis – Markowitz’s Model – Assumptions – Specific model –
- Portfolio evaluation measures – Sharpe’s Performance Index – Treynor’s Performance Index – Jensen’s Performance Index.

### UNIT IV: Theories of Security Analysis

- Dow Theory and Elliott Wave Theory ,Random Walk Hypothesis and Forms of Efficient Market Hypothesis
- Capital Asset Pricing Model (CAPM) ,Capital Market Line (CML) and Security Market Line (SML)
- Applications of AI in security analysis, market prediction, risk assessment, portfolio optimization, and investment decision-making.

### Scheme of Examination and Assessment Pattern

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt any 4 out of 6 questions.**

Question No	Nature of Questions	Marks
Q1	Theory	15
Q2	Theory	15
Q3	Theory	15
Q4	Theory	15

Q5	Theory	15
Q6	Theory	15
		<b>Total 60</b>

**Note:** 15 marks question is subdivided into 8 marks + 7 marks

**Internal Examination: Continuous Evaluation - 40 marks**


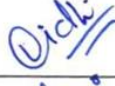

	<b>Assessment / evaluation</b>	<b>Marks</b>
1.	Class Test (Short notes/ MCQ's/ Match the Pairs/ Answer in one sentence/ Puzzles)	20
2.	Project /presentation / Viva/ Group Discussion/Role play/ case study	20
		<b>Total 40</b>

**11**

**REFERENCES:**

1. Ranganatham M. & Madhumathi R. – *Investment Analysis and Portfolio Management*, Pearson India
2. Preeti Singh – *Investment Management*, Himalaya Publishing House
3. Punithavathy Pandian – *Security Analysis and Portfolio Management*, Vikas Publishing
4. Avadhani V. A. – *Investment and Securities Market in India*, Himalaya Publishing House

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak



Name & Signature of the Dean: Dr. Gopichand Shamnani



**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B.Com.  
(Management Studies)**

**Semester - VI**

**Title: Industry and Service Management V - Integrity, Ethics  
And Sustainability Management**

**Vertical - 2  
Minor Subject - 4 Credits**

**With effect from  
Academic Year 2026-2027**

**Title: Industry and Service Management V - Integrity, Ethics and Sustainability Management**  
**Course Code: CHMBMSVI13**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	This course focuses on ethical business practices, corporate governance, sustainability, and responsible management in contemporary organizations. It introduces students to the principles of integrity, ethical decision-making, corporate social responsibility, environmental and social sustainability, and governance frameworks. The course also explores the use of Artificial Intelligence (AI) tools in governance, sustainability reporting, compliance monitoring, and responsible business practices, preparing students for emerging trends in ethical and sustainable management.
2	<b>Vertical 2</b>	Minor
3	<b>Type &amp; Teaching Methods</b>	Theory + Practicum Lectures/Discussions/Presentations/Case Studies, etc.
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	60 Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b>  <b>CO(A)1:</b> Develop an understanding of ethics, integrity, and responsible business conduct. <b>CO(A)2:</b> Familiarize students with sustainability concepts and sustainable business practices. <b>CO(A)3:</b> Introduce the principles and importance of corporate governance and corporate social responsibility. <b>CO(A)4:</b> Enable students to analyze ethical and sustainability challenges faced by organizations.	
8	<b>Course Outcomes:</b> Student will be able to <b>CO1:</b> Explain the concepts of ethics, integrity, sustainability, and corporate governance. <b>CO2:</b> Analyze ethical issues and sustainability challenges in business organizations. <b>CO3:</b> Evaluate the role of corporate governance and CSR in responsible business management. <b>CO4:</b> Apply sustainability and ethical principles in organizational decision-making.	

## Syllabus

### Unit 1: Business Ethics and Professional Responsibility

- Meaning of Ethics and Integrity
- Professional Ethics
- Ethical Decision Making
- Ethical Issues in Organizations
- Role of Ethics in Business Success

### Unit 2: Sustainability and ESG

- Meaning of Sustainability
- Triple Bottom Line
- Sustainable Development Goals (SDGs)
- Environmental Sustainability
- Social Sustainability
- Introduction to ESG

### Unit 3: Corporate Governance and CSR

- Meaning and Importance of Corporate Governance
- Principles of Good Governance
- Corporate Social Responsibility (CSR)
- CSR Framework in India
- Transparency and Accountability
- Responsible Business Practices

### Unit 4: AI Tools for Ethics, Governance and Sustainability

- Introduction to AI in Governance
- AI and Business Decision-Making
- AI in Sustainability Reporting
- AI Tools: ChatGPT, Microsoft Copilot, Gemini, Perplexity AI, Canva AI Applications
- ESG Report Preparation
- Sustainability Analysis
- CSR Project Planning
- Governance Reporting
- Ethical Risk Assessment
- Responsible AI Usage
- Bias and Accuracy
- Academic Integrity
- Ethical Concerns in AI

**10****Scheme of Examination and Assessment Pattern**

Paper – 100 Marks

**External Examination: Semester End External - 60 marks Time: 2:00 hours**

Format of Question Paper

**Attempt all questions.**

Question No	Nature of Questions	Marks
Q1	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q2	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q3	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q4	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q5	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
Q6	A. Descriptive / Practical Question OR B. Descriptive / Practical Question	10
<b>TOTAL</b>		<b>60</b>

**Internal Examination: Continuous Evaluation - 40 marks**

	Assessment / evaluation	Marks
1.	Class Test during the lectures. (MCQs Based)	20
2.	Project / Presentation / Viva / Case Study / Role Play (Any 2)	20
<b>TOTAL</b>		<b>40</b>

**11****REFERENCES:**

1. Fernando, A. C. (2022). *Business ethics and corporate governance: Principles and practice* (3rd ed.). Pearson India.
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**Smt. Chandibai Himathmal Mansukhani College  
(Autonomous)**

**Third Year B. Com.  
(Financial Markets)**

**Semester- VI**

**Title: Guidelines for On-Job Training (OJT)  
(For Undergraduate Programmes under  
NEP 2020)**

**Vertical - 6  
Minor Subject – 4 Credits**

**with effect from  
Academic Year 2026-2027**

## Title: Guidelines for On-Job Training (OJT)

**Course Code: CHMBFMVI6**

Sr. No.	Heading	Particulars
1	<b>Description the Course:</b>	The <b>On-the-Job Training (OJT)</b> course provides students with practical industry exposure by placing them in organizations where they can apply classroom knowledge in real-world business environments. The training enables students to gain hands-on experience, develop professional competencies, understand workplace ethics, and enhance employability skills. Through structured learning, mentoring, and reflective reporting, students bridge the gap between academic learning and industry expectations.
2	<b>Vertical 6</b>	OJT
3	<b>Type Teaching Method</b>	OJT Guidance
4	<b>Credit</b>	4 Credits
5	<b>Hours allotted</b>	120 OJT Hours
6	<b>Marks allotted</b>	100 Marks
7	<b>Course Objectives:</b> Student will be able to	<b>CO(A)1:</b> Gain practical exposure to professional work environments and organizational practices. <b>CO(A)2:</b> Apply theoretical concepts learned in the classroom to real-world business and financial situations. <b>CO(A)3:</b> Develop professional competencies such as communication, teamwork, problem-solving, and time management. <b>CO(A)4:</b> Understand workplace ethics, corporate culture, and professional responsibilities while enhancing career readiness.
8	<b>Learning Outcomes:</b>	<b>LO1:</b> Apply academic knowledge and technical skills effectively in a professional work environment. <b>LO2:</b> Demonstrate professional behavior, workplace ethics, communication skills, and teamwork while performing assigned responsibilities. <b>LO3:</b> Analyze workplace challenges and recommend practical solutions using appropriate business and financial concepts. <b>LO4:</b> Evaluate their learning experience through reflective reports, presentations, and feedback, demonstrating enhanced employability and career preparedness.

## **Guidelines for On-Job Training (OJT)**

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  9. Assessment and Evaluation
  10. OJT Report
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  16. Appendix III: Resume Template
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  24. OJT Guidelines Draft Committee

### **Guidelines for Students:**

- Complete the required 120 hours of OJT.
- Obtain approval for a self-acquired OJT from the Department.
- Follow the rules and work culture of the host organisation.
- Maintain an OJT logbook/attendance record.
- Prepare and submit an OJT report after completion.
- Participate in presentation or viva-voce evaluation.
- Adhere to professional conduct and institutional guidelines.

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**Scheme of Assessment and Evaluation Pattern**  
**The OJT course shall be evaluated out of 100 marks**

Components	Marks
Internal Assessment (Report + Presentation/Viva)	60
External Evaluation (Industry Supervisor)	40

**Format of OJT Report**




**Title Page should include:**

- Full Name
- UID
- Class
- Academic Year
- Duration of OJT (Start date- End date)
- Name of Organisation/Company
- Location of Work
- Designation and Role
- Date of Submission:

**The following is a suggested outline. However, the students are advised to consult their respective OJT Mentors.**

- Introduction
- Company Overview
- Training Objectives
- Description of tasks and responsibilities
- Skills Developed & Key Learning Outcomes
- Value addition/s to domain knowledge, professional capacities, and personal growth
- Challenges Faced
- Lessons Learned
- Conclusion
- Appendices (such as Geo-tagged photos, )
- References

**Department of B.Com (Financial Markets):**

Sr No	Name of the Faculty	Designation and College	Signature
1.	Dr. Manju Lalwani Pathak	Principal Smt. Chandibai Himathmal Mansukhani College	
2.	Mrs. Vidhi Hassani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	
3.	Ms. Naina Bulani	Assistant Professor, BFM Department Smt. Chandibai Himathmal Mansukhani College	

**Name & Signature of the Ad-hoc BoS Chairperson: Dr. Manju Lalwani Pathak**



**Name & Signature of the Dean: Dr. Gopichand Shamnani**

