



Mohamed Sathak - Department of Management Studies (MS-DoMS)

Document Name: CDP & CAP

Review Period: Every Semester

Validation authority: IQAC

COURSE DELIVERY PLAN

(This document is to be presented to the students during the first week of commencement of classes by the course instructor)

Course Title: Merchant Banking and Financial Services	Course Code:
Course Category: Elective	Semester: III
Total Duration (Hrs): 45	Credits: 3
Subject Expertise: Prof. Ramani Karthikeyan Prof. Preeti Iyer	

Program Specific Outcomes:

PSO1 – Placement: To develop students with industry specific knowledge & skills added with right attitude towards becoming a successful professional in corporate world and in Public sector units.

PSO 2 - Entrepreneur: To create effective business service owners, with a growth mindset by enhancing their critical thinking, problem solving and decision-making skills.

PSO3 – Research and Development: To instill and grow a mindset that focuses efforts towards inculcating and encouraging the students in the field research and development.

PSO 4 – Contribution to Business World: To produce ethical and innovative business professionals to enhance growth of the business world.

PSO 5 – Contribution to the Society: To work and contribute towards holistic development of society by producing competent MBA professionals.

Program Outcomes:

PO1: Problem Solving Skill: Application of tools & techniques relevant to management theories and practices in analysing & solving business problems.

PO2: Decision Making Skill: Fostering analytical and critical thinking abilities for data-based decision making.

PO3: Ethical Value: Ability to develop value-based leadership attributes.

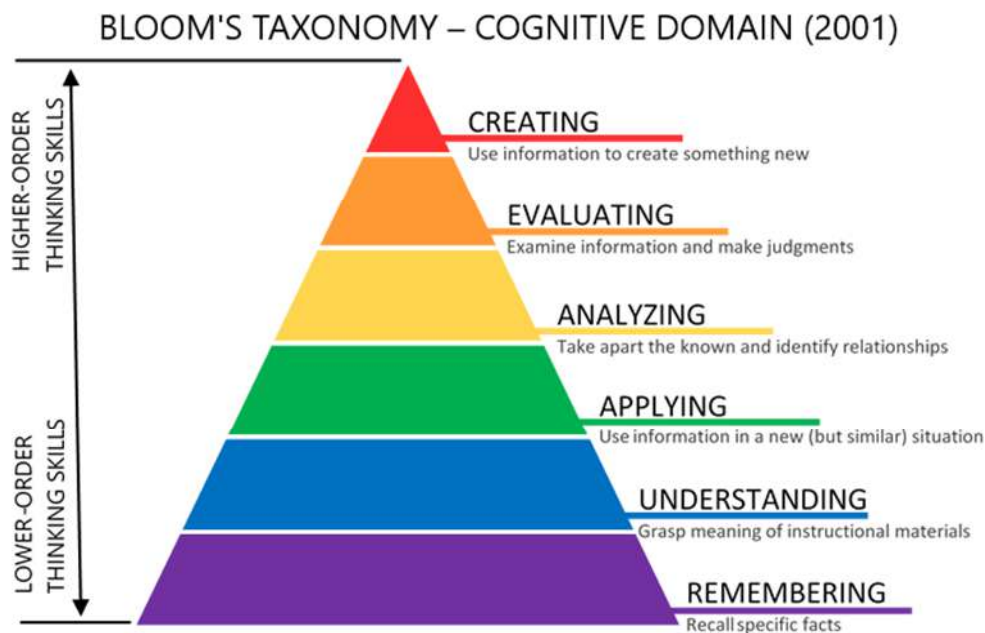
PO4: Communication Skill: Ability to understand, analyse and effectively communicate global, economic, legal and ethical aspects of business.

PO5: Individual and Team Leadership Skill: Ability to be self-motivated in leading & driving a team towards achievement of organizational goals and contributing effectively to establish industrial harmony.

PO6: Employability Skill: Foster and enhance employability skills through relevant industry subject knowledge.

PO7: Entrepreneurial Skill: Equipped with skills and competencies to become a global entrepreneur.

PO8: Contribution to Society: Strive towards becoming a global influencer and motivating future generation towards building a legacy that contributes to overall growth of humankind.



The Bloom's Taxonomy is to be followed in curriculum development, courseware development, planning and delivery of contents, Assessment, Mapping, Data Analysis and

Course Objectives	
C1	To enable a better understanding of the financial structure in India and various regulations in the Merchant Banking domain and also throw light on the rules and regulations governing the Indian securities market
C2	To familiarize the students with public issue management mechanism, role of issue manager, SEBI guidelines and marketing of securities
C3	To create an understanding on the trends in financial services, merger and acquisition, portfolio management services and credit rating
C4	Provide exposure to fund based financial services such as leasing and hire purchasing, financial evaluation
C5	Students can understand other fund based financial services such as consumer credit, real estate financing, bill discounting, factoring and venture capital

CQI (Continuous Quality Improvement)

MAPPING OF COs TO Pos		
Course Outcomes	On completion of this course, students will;	Program Outcomes
CO1	Possess better understanding of the financial structure in India and various regulations in the Merchant Banking Domain. Understand the rules and regulations governing the Indian securities market.	PO4,PO6
CO2	Possess knowledge on public issue management mechanism, various forms of issues, role of issue manager, SEBI guidelines and marketing of securities.	PO2, PO6
CO3	Possess insights on recent trends in financial services, merger and acquisition, portfolio management services and credit rating	PO2, PO4,PO6
CO4	Have exposure on fund based financial services such as leasing and hire purchasing, financial evaluation	PO2, PO6
CO5	Have better understanding on other fund based financial services such as consumer credit, real estate financing, bill discounting, factoring and venture capital.	PO4, PO6

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1				M		M		
CO2		M				M		
CO3		M		M		M		
CO4		M				M		
CO5				M		M		
		S-Strong		M-Medium		L-Low		
Reading List								
1.	Swati Dawan, Merchant Banking and Financial Services, Mcgraw Hill Education,2011							
2.	Pathak Barthi, Indian Financial System, 5 th Edition, Pearson Education, 2018							
3.	Indian Journal of Finance, ISSN: 0973-8711, Researchgate							
4.	Journal of Corporate Finance, Elsevier							
References Books								
1.	M.Y.Khan,FinancialServices,TataMcGraw-Hill,12thEdition,2012							
2.	NaliniPravaTripathy,FinancialServices,PHILearning,2011..							
3.	Machiraju,IndianFinancialSystem,VikasPublishingHouse,2ndEdition ,2010.							
4.	J.C.Verma,AManualofMerchantBanking,BharathPublishingHouse,NewDelhi							
5.	VarshneyP.N.&MittalD.K.IndianFinancialSystem,SultanChand&Sons, NewDelhi.							
6	Sasidharan,FinancialServicesandSystem,TataMcgrawHill,NewDelhi							
Methods of Evaluation								
Internal Evaluation	Continuous Internal Assessment Test – Assignments, Seminars, Attendance and Class Participation						25 Marks	
External Evaluation	End Semester Examination						75 Marks	
Total							100 Marks	
Methods of Assessment								
BTL 1 - Recall (K1)	Simple definitions, MCQ, Recall steps, Concept definitions							
BTL 2 -Understand/ Comprehend (K2)	MCQ, True/False, Short essays, Concept explanations, Short summary or overview							
BTL 3 - Application (K3)	Suggest idea/concept with examples, Suggest formulae, Solve problems, Observe, Explain							
BTL 4 - Analyze (K4)	Problem-solving questions, Finish a procedure in many steps, Differentiate between various ideas, Map knowledge							
BTL 5 - Evaluate (K5)	Longer essay/ Evaluation essay, Critique or justify with pros and cons							
BTL 6 – Create (K6)	Check knowledge in specific or off beat situations, Discussion, Debating or Presentations							

COURSE DELIVERY PLAN

Period / Session	Session Topic Unit wise	Pertaining CO/CLOs & BTL	Topic Learning Outcome (TLO)	Instructional Methods	Assessment Method for TLO
1	Unit I –Introduction- An Over view of Indian Financial System	CO1 & BTL 2	Understand and over view of merchant banking.	Lecture / PPT	Discussion Forums
2	RecentDevelopments and Challenges ahead	CO1 & BTL 4	understanding and analysing	Lecture / PPT	Practice Quiz
3	Institutional Structure – Functions of Merchant Bank	CO1 & BTL 2	Understand and learning	Interactive Learning	Discussion Forums
4	Legal and Regulatory Framework	CO1 & BTL 2	To study and understand	Interactive Learning / Case Study	Discussion Forums

5	Relevant Provisions of Companies Act	CO 1 & BTL1	Remembering and understanding	Interactive Learning	Discussion Forums
6	SERA	CO 1 & BTL2	Understanding the principles	Interactive Learning	Discussion Forums
7	SEBI Guidelines	CO1 & BTL2	Understanding the guidelines	Interactive Learning	Discussion Forums
8	FEMA	CO1 & BTL2	Comprehend the role of RBI	Interactive Learning	Discussion Forums
9	Relation with Stock Exchanges and OTCEL.	CO1 & BTL4	Learning and understanding	Lecture / PPT	Discussion Forums / practise quiz
10	CIA	-----	----	----	Internal I
11	Unit II – Role of Merchant Banker in Appraisal of Projects	CO2 & BTL2	Understand and overview of credit syndication	Lecture	Discussion Forums
12	Designing Capital Structure and Instruments –Issue Pricing – Book Building	CO 2 & BTL 2	Design capital structure	Lecture/ PPT	Discussion Forums
13	Preparation of Prospectus Selection of Bankers, Advertising Consultants, etc.	CO 2 & BTL 3	Understand the Basic Concepts	Interactive Learning	Discussion Forums
14	Role of Registrars – Bankers to the Issue, Underwriters, and Brokers. – Offer for Sale	CO 2 & BTL 5	Learning	Interactive Learning	Practise quiz
15	Green Shoe Option –E-IPO , Private Placement	CO2 & BTL 2	Understanding	Lecture/ PPT	Discussion Forums
16	Boughtout Deals	CO2 & BTL 4	Understanding the market	Lecture/ PPT	Practise quiz
17	Placement with FIs ,MFs, FII, etc. Off-ShoreIssues.	CO2 & BTL 2	Understand the importance of issues	Lecture/ PPT	Discussion Forums
18	Issue Marketing – Advertising Strategies	CO2 & BTL2	Learning and understanding of market	Interactive Learning/ Case study	Discussion Forums
19	NRI Marketing–Post Issue Activities.	CO2 & BTL 3	Learning on NRI	Lecture/ PPT/ Case study	Discussion Forums
20	CIA	-----	----	----	Assignment & Student

					Presentation
21	Unit III – Mergers and Acquisitions	CO3 & BTL 2	Comprehend on mergers	Lecture	Discussion Forums
22	Mergers and Acquisitions	CO 3 & BTL 2	Comprehend on mergers and acquisition	Lecture / PPT	Discussion Forums
23	Mergers and Acquisitions	CO 3 & BTL2	Comprehend on acquisition	Lecture / PPT	Discussion Forums
24	Portfolio Management Services	CO 3 & BTL2	Understanding on port folio	Lecture / PPT	Discussion Forums
25	Portfolio Management Services	CO 3 & BTL2	Understanding on port folio	Interactive Learning / Self - Study	Discussion Forums
26	Credit Syndication	CO 3 & BTL2	Learning about loan syndications	Interactive Learning / Self - Study	Discussion Forums
27	Credit Rating	CO3 & BTL2	Knowledge on credit rating	Interactive Learning	Discussion Forums
28	Business Valuation	CO3 & BTL2	Understanding the business	Lecture / PPT	Discussion Forums
29	Business Valuation	CO3 & BTL4	Applying the valuations	Interactive Learning	Assignment
30	CIA	-----	----	----	Internal II
31	Fund based financial services: Leasing and Hire Purchasing	CO4& BTL2	Understand the concept	Lecture	Discussion Forums
32	Leasing and Hire Purchasing	CO4& BTL2	Comprehend on leasing	Lecture / PPT	Discussion Forums
33	Leasing and Hire Purchasing	CO4& BTL2	Comprehend on hire purchasing	Interactive Learning	Discussion Forums
34	Basics of Leasing and Hire purchasing	CO4& BTL2	Following the agreements	Lecture / PPT	Discussion Forums
35	Basics of Leasing and Hire purchasing	CO4& BTL2	Following the agreements	Interactive Learning	Discussion Forums
36	Basics of Leasing and Hire purchasing	CO4& BTL2	Comprehend the deeds	Lecture / PPT	Assignment Peer Review
37	Financial Evaluation	CO4& BTL5	Understanding the benefits	Lecture / PPT	Discussion Forums
38	Financial Evaluation	CO4& BTL5	comprehend firr	Lecture	Discussion Forums
39	Financial Evaluation	CO4 & BTL5	Understand WACC	Interactive Learning	Discussion Forums
40	CIA	-----	----	----	Assignment & Student Presentation
41	Unit V – Other fund based financial services: Consumer Credit	CO5& BTL2	Understand the consumers	Lecture	Discussion Forums

42	Consumer Credit	CO5& BTL2	Learning on credit by consumers	Lecture	Discussion Forums
43	Credit Cards	CO5& BTL2	Comprehend on credit cards	Interactive Learning	Discussion Forums
44	Real Estate Financing	CO5& BTL2	Learning on real estate	Lecture / PPT	Discussion Forums
45	Real Estate Financing	CO5& BTL2	Learning on finance roles	Interactive Learning	Assignment Peer Review
46	Bills Discounting – factoring and Forfeiting	CO5& BTL2	Comprehend on bills	Lecture / PPT	Discussion Forums
47	Bills Discounting – factoring and Forfeiting	CO5& BTL2	Comprehend on bills	Interactive Learning	Discussion Forums
48	Venture Capital	CO5& BTL4	Learning on capital firms	Lecture / PPT	Discussion Forums
49	Venture Capital	CO5 & BTL4	Understanding equity financing	Interactive Learning	Assignment Peer Review
50	CIA	-----	----	----	Review& Improvement
Model Examination					

COURSE ASSESSMENT PLAN

Continuous Internal Assessment (CIA)	Learning Outcome for Assessment	CO/CLOs	Assessment Method / Activity	Corrective Action	Duration (Hrs)	Weightage
Unit I	To enable a better understanding of the financial structure in India and various regulations in the Merchant Banking domain and also throw light on the rules and regulations governing the Indian securities market.	CO1	Internal I	Assignment& Peer Review	1.5	15%1
Unit II	To familiarize the students with public issue management mechanism, role of issue manager, SEBI guidelines and marketing of securities.	CO2	Discussion Forums Practice Quiz	Assignment &Peer Review	1	10%
Unit III	To create an understanding on the trends in financial services, merger and acquisition, portfolio management services and credit rating.	CO3	Internal II	Assignment& Peer Review	1.5	15%
Unit IV	Provide exposure to fund based financial services such as leasing and hire purchasing, financial evaluation.	CO4	Discussion Forums &Practice Quiz	Assignment& Peer Review	1	10%
Unit V	Students can understand other fund based financial services such as consumer credit, real estate financing, bill discounting, factoring and venture capital.	CO5	Model Exam	Assignment &Peer Review	3	50%
Internal Marks – 25 (20 CIA + 5 Attendance)						

FACULTY SIGNATURE

Head - DoMS

Head - IQAC