



JAI HIND COLLEGE

Basantsing Institute of Science & J. T. Lalvani College of Commerce.

And Sheila Gopal Raheja College of Management

Affiliated to University of Mumbai

Autonomous

Bachelor of Commerce (B.Com Banking & Insurance)

Semester I

Course Code: CBB1101	Course Title: Effective Communication - I
---------------------------------	--

Learning Objectives:

1. make them expose to business writing,
2. To help them for preparation of reports
3. To train them to make presentations.

Learning Outcomes:

1. develop basic communication skills.
2. communicate appropriate & responsibly in the corporate and social world
3. Make presentations

Semester I

Course Code: CBB1102	Course Title: Foundation Course - I
---------------------------------	--

Learning Objectives:

1. To sensitize the students regarding numerous social issues
2. To make them aware about various social issues
3. To help students to develop awareness about caste and religion

Learning Outcomes:

1. create basic awareness regarding various social issues ranging from gender
2. Analyze social aspects like religion, caste, social justice etc.

3. Summarize different types of social issues

Semester I

Course Code: CBB103	Course Title: Accounting For Bankers
--------------------------------	---

Learning Objectives:

1. To familiarize the students with the basic accounting principles.
2. To make them aware about techniques of preparing and presenting the accounts
3. To help them to understand accounting principles.

Learning Outcomes:

1. Analyse framework & concepts of financial accounting.
2. Define how accounting fits into overall business environment of contemporary society
3. Solve problems on accounting,

Semester I

Course Code: CBB104	Course Title: Business Mathematics-I
--------------------------------	---

Learning Objectives:

This course prepares students to learn to apply commonly used mathematical concepts
To sensitize them with statistical methods in business contexts
To train them about how to interpret analyses performed by others]

Learning Outcomes:

analyse broad-based knowledge of mathematics with emphasis on business application
Interpret business mathematics
Solve problems on business mathematics.

Semester I

Course Code: CBBI105	Course Title: Overview Of Banking
---------------------------------------	--

Learning Objectives:

- Ø To make them study the role of banks in the current Indian Economy.
- 2. To make them study brief history of commercial banking in India.
- To help them analyse functions and major items of liabilities and assets.

Learning Outcomes:

- develop basic understanding about the banking sector, its working and various banking services.
- Interpret commercial banking in India.
- Analyze current Indian Economy.

Semester I

Course Code: CBBI106	Course Title: Overview & Practices of Insurance
---------------------------------------	--

Learning Objectives:

- 1. To create awareness about the backend features of insurance
- 2. To train them with working of insurance companies
- 3. To help them to understand Overview & Practices of Insurance

Learning Outcomes:

- create an overall understanding about the insurance business in India, its features and framework.
- Analyse Overview & Practices of Insurance

Assess backend features of insurance

Semester I

Course Code: CBB1107	Course Title: Business Economics - I
---------------------------------	---

Learning Objectives:

1. To have a grasp over the General Principles of Economics
2. To train them with significance of business economics
3. To make them aware about rules and regulations in economics

Learning Outcomes:

1. apply the various theories and principles of Economics in Business
2. Summarize Commercial Environments.
3. Interpret rules and regulations in economics

Semester II

Course Code: CBB1201	Course Title: Effective Communication- II
---------------------------------	--

Learning Objectives:

1. to Get exposure to business writing, preparation of reports and presentations.
2. to Get hands on experience of group discussions, personal interview
3. to train them with Basic knowledge of Verbal ability skills to help with competitive exams

Learning Outcomes:

1. develop advanced communication skills in the students
2. communicate appropriately in the corporate and social world
3. Practice verbal ability skills to help with competitive exams

Semester II

Course Code: CBB1202	Course Title: Foundation Course- II (Organizational Behaviour)
---------------------------------	---

Learning Objectives:

1. To expose students to the areas in OB theory, concepts, and research through this course.
2. To provide the knowledge base for understanding behaviour within organizations.
3. To provide basic knowledge about different personalities in organizations and how to deal with each of them

Learning Outcomes:

1. Implement various concepts and theories of organizational behavior.
2. apply them in predicting and influencing individual and group behavior in organizations.
3. analyze personalities in organizations and how to deal with each of them.

Semester II

Course Code: CBBI203	Course Title: Business Organization And Management
---------------------------------	---

Learning Objectives:

1. To introduce the theory and practice of management and its development phases till date.
2. To discover, nourish and nurture managerial traits and talents among the students.
3. To enable students to learn about business management and its development
4. Inculcating basic management principles and application

Learning Outcomes:

1. Summarize theory and practice of management & business organization.
2. Practice basic management principles and application
3. nourish and nurture managerial trait.

Semester II

Course Code: CBB1204	Course Title: Practices Of Banking
---------------------------------	---

Learning Objectives:

1. to make them Create awareness among students about the banking systems
2. to inculcate Knowledge relating to banking regulations
3. to train students with the various technologies used in banking

Learning Outcomes:

1. Summerize backend functions of banks and regulations.
2. Creat Awareness about recent developments in Banking and Financial Services.
3. Analyse various technologies used in banking.

Semester II

Course Code: CBB1205	Course Title: Introduction To Life Insurance
---------------------------------	---

Learning Objectives:

- Ø To make them introduce students to various types of life insurance
- Ø To make them create awareness regarding the need for life insurance
To help them understand life insurance

Learning Outcomes:

1. Create Awareness of life insurance, its types, premiums and various riders.
2. Analyse various types of life insurance
3. Summerize the need for life insurance

Semester II

Course Code: CBBI206	Course Title: Quantitative Methods - II
---------------------------------	--

Learning Objectives:

- Ø This course prepares students to learn to apply commonly used mathematical concepts.
- 2. To help them with statistical methods in business contexts
- 3. To train them how to interpret analyses performed by others

Learning Outcomes:

Analyse broad-based knowledge of mathematics
Interpret business application
Practice and use statistical methods in business contexts

Semester II

Course Code: CBBI207	Course Title: Business Economics II
---------------------------------	--

Learning Objectives:

- Ø to make them understand the functioning of the economy as a whole, including how the economy's total output of goods and services.
- To sensitize them with employment of resources and determination and what causes these totals to fluctuate.
- To make them aware about business economical rules

Learning Outcomes:

Introduce mainstream approaches to the study of economics.
Analyse employment of resources and determination and what causes these totals to fluctuate.
Interpret business economical rules

Semester III

Course Code: CBBI301	Course Title: Business Law
---------------------------------	-----------------------------------

Learning Objectives:

1. This course intends to make the students familiar with the essential laws governing various sectors of our economy.
2. To sensitize with types of business law
3. To help them analyse importance of business law.

Learning Outcomes:

- a. summarize about Business Law
- b. interpret fundamental knowledge of the use of Law
2. Use various concepts & Acts governing the Indian Judiciary System

Semester III

Course Code: CBBI302	Course Title: Information Technology in Banking & Insurance
---------------------------------	--

Learning Objectives:

This course intends to make the students familiar with the essential contrivances for steering business transactions through the various resources of information technology.

To make the students aware about basic knowledge about computers, networks and to train them with information technology.

Learning Outcomes:

1. use information technology, networks and MS Office.
2. analyse fundamental knowledge of the use of computers in business.
3. define various concepts of information technology

Semester III

Course Code: CBI303	Course Title: E-commerce
--------------------------------	---------------------------------

Learning Objectives:

1. This paper intends to make the students familiar with the required mechanisms for conducting business transactions through electronic means.
2. To train them with basic knowledge about computers, networks and information technology.
3. To help them to analyse network and types

Learning Outcomes:

- a. use information technology, networks and internet
- b. interpret fundamental knowledge of the use of computers in business.
2. Summarize various concepts of e-commerce.

Semester III

Course Code: CBI304	Course Title: General insurance
--------------------------------	--

Learning Objectives:

1. The course will give a deep insight about the types, working and regulations of the general insurance business in India
2. To train them with insurer marketing activities and why they are performed
3. To help them to understand competitive property-casualty insurance marketplace

Learning Outcomes:

1. Describe the following attributes of the competitive property-casualty insurance marketplace: distinguishing characteristics of insurance customers, insurer marketing differentiations, and unique factors in the insurance marketplace
2. Explain how typical insurer marketing activities are performed and why they are performed
3. Describe the main types of insurance distribution systems and channels, including the principal characteristics that distinguish one distribution system from another

Semester III

Course Code: CBBI305	Course Title: Corporate & Retail banking
---------------------------------	---

Learning Objectives:

1. This module covers an extensive overview of retail and corporate banking.
2. To train them with viewing banks as financial intermediaries to considering the roles that a retail bank serves in the real economy.
3. To inculcate knowledge on support asset transformation and create money supply.

Learning Outcomes:

- a. Explain how retail and corporate banks function to deliver financial intermediation, support asset transformation and create money supply.
- b. Evaluate the sources of risk that a retail bank manages in delivering these functions for customers and the wider economy.
2. Describe the core services of a retail bank and explain the value of these services to customers
- 3.

Semester III

Course Code: CBBI306	Course Title: Financial markets I
---------------------------------	--

Learning Objectives:

· To enlighten the students with the Concepts and Practical dynamics of Financial Markets and Financial Services

To help them with concept of modern portfolio theory and investment analysis.

To train them with fundamental quantitative models used in securities analysis and portfolio management.

Learning Outcomes:

1. analyse framework of modern portfolio theory and investment analysis.
2. evaluate alternatives relating to investing in financial securities and construct portfolios with desired risk/return characteristics.
3. examine capital markets and fundamental quantitative models used in securities analysis and portfolio management.

Semester III

Course Code: CBBI307	Course Title: Management accounting
---------------------------------	--

Learning Objectives:

· This course intends to make the students familiar with the essential of accounting used for decision making

To help them with Acts governing the Indian Judiciary System

To train them with concepts of use of ratios and cash flow

Learning Outcomes:

· analyze and interpret of books of accounts

· use fundamental knowledge of the use of ratios and cash flow

Summarize various concepts & Acts governing the Indian Judiciary System

Semester IV

Course Code: CBB1401	Course Title: Business Research Methods - I
---------------------------------	--

Learning Objectives:

Business Research Methods introduces students to the nature, scope, and significance of research and research methodologies.

, the course studies primary and secondary research methods with applications to specific problems.

To train them to use qualitative and quantitative designs for individual investigation on current problems within a student's area of interest.

Learning Outcomes:

- define basic understanding of the research methodology in changing business scenario.

- perform application of dynamic analytical techniques to face the stormy challenges, aimed at fulfilling the objective of business decision making.

Summarize qualitative and quantitative designs for individual investigation on current problems

Semester IV

Course Code: CBB1402	Course Title: Information Technology in Banking & Insurance-II
---------------------------------	---

Learning Objectives:

This course intends to make the students familiar with the essential contrivances for steering business transactions through the various resources of information technology.

To make the students aware of basic knowledge about computers, networks and information technology.

To help them to interpret types of softwares in IT .

Learning Outcomes:

Use information technology, networks and MS Office.

Practice fundamental knowledge of the use of computers in business.

implement various concepts of information technology.

Semester IV

Course Code: CBBI403	Course Title: Foundation Course IV-Auditing & Ethics in Banking & Insurance
---------------------------------	--

Learning Objectives:

To nurture Auditing and taxation Professionals who will become torch bearers of honesty and integrity and support business world to ensure sustainable socio economic growth of the country

To help students to analyse ethics in banking insurance

To sensitize them with ethics in insurance and roles.

Learning Outcomes:

- Discuss the concepts of Auditing and taxation and the other areas of Commerce
- Apply critical thinking skills by identifying and analyzing accounting issues using the relevant accounting framework.
- Analyze and evaluate ethical problems that occur at all levels of business decision making

Semester IV

Course Code: CBB1404	Course Title: Health Insurance
---------------------------------	---------------------------------------

Learning Objectives:

The course will aim at meeting the changing and challenging needs of the Insurance industry.

To train them with requisite knowledge about health insurance.

To help them to make rules on health insurance

Learning Outcomes:

- a) give insight into the principles and practices of health insurance
- b) summarize overview and understanding of the Indian Insurance Industry in the global set-up
- c) make strong foundation on the fundamentals of Insurance concepts and the regulatory environment for health insurance

Semester IV

Course Code: CBB1405	Course Title: Rural Banking
---------------------------------	------------------------------------

Learning Objectives:

This course delves into the structure, management and practices of investment banking (IB)—from larger more universal players to boutique operations.

To make them aware about business activities of mergers and acquisitions, financing and investment.

To train them with rules and regulations in rural banking

Learning Outcomes:

Ø develop intellectual framework used in the investment banking process: financial analysis, valuation and the mechanics of deal structuring.

analyse and valuation in M&A and LBO settings and understanding the sources of capital in the context of these transactions

Interpret results of banking transactions in rural and urban areas.

Semester IV

Course Code: CBB1406	Course Title: Investment Banking
---------------------------------	---

Learning Objectives:

The course aims to provide the students a basic knowledge about the Rural banking activities in India and its functioning

To train them about investment banking

To help them analyse about investment bank and rural banking

Learning Outcomes:

- design framework of modern rural banking activities in India
- examines the financing need of rural India and how banking institutions can streamline this process

Evaluate slabs in investment banking

Semester IV

Course Code: CBB1407	Course Title: Corporate Accounting
---------------------------------	---

Learning Objectives:

Ø To provide comprehensive understanding of all aspects relating to the presentation of financial statements of companies.

To make them aware about corporate governance

To help them with analysis of corporate accounting

Learning Outcomes:

Perform comprehensive understanding of corporate accounting practices
present financial statements as per legal requirements in the organizations
Analyse corporate governance and accounts

Semester V

Course Code: CBBI501	Course Title: Introduction to NBFC's
---------------------------------	---

Learning Objectives:

To make them aware about The NBFC sector assumes a critical role in financial inclusion as it caters to a wide range of financial activities.

To help them with a knowledge of NBFCs which play a crucial role in fostering inclusive growth, especially in sectors like MSMEs.

To help them to analyse credit needs of niche areas such as hire purchase, financing of physical assets, commercial vehicles and infrastructure loans.

Learning Outcomes:

define important role NBFC's play in nation building and pursue it as a lucrative field in the banking sector

Analyse credit needs of niche areas such as hire purchase,

Implement knowledge of NBFCs which play a crucial role in fostering inclusive growth, especially in sectors like MSMEs.

Semester V

Course Code: CBI502	Course Title: Microfinance in India
--------------------------------	--

Learning Objectives:

The course is aimed at evolving clear understanding of role of Microfinance and in addressing the problem of poverty and income generating activities to the poor people.

students will be equipped with Microfinance concepts, functions, products and strategies .

Train students to help in pertinent policy making in their respective departments/organizations.

Learning Outcomes:

- perform hands-on opportunity to develop leadership skills by tackling complex social issues from a policy perspective.
- 2. appreciate the Microfinance Institutions (MFIs) and NGOs as partners in socioeconomic development process of the poor.
- 3. Summarize microfinance as a vehicle for reducing poverty.

Semester V

Course Code: CBB1503	Course Title: Global Banking & Finance
---------------------------------	---

Learning Objectives:

This course intends to provide an overview of the international finance including forex markets, risks and various avenues

To train them about foreign exchange markets and international financial markets

To help them to Explain the various instruments traded in forex markets

Learning Outcomes:

- Discuss about foreign exchange markets and international financial markets
- Explain the various instruments traded in forex markets
- Analyze international investment avenues

Semester V

Course Code: CBBI504	Course Title: Securities Analysis & Portfolio Management
---------------------------------	---

Learning Objectives:

- To nourish and nurture students' knowledge about investment, speculation and portfolio management.
- To enhance their knowledge about portfolio valuation techniques.
To train them with security analysis.

Learning Outcomes:

summarize value addition to the knowledge and portfolio management skills of students
Frame solutions on security analysis.
Summarize investment, speculation and portfolio management.

Semester V

Course Code: CBBI505	Course Title: Marketing in Digital Era (Elective I)
---------------------------------------	--

Learning Objectives:

1. This course is designed to offer the fundamental aspects, ideas, concepts and examples of how marketing is understood and practiced to the students.
- 2.
3. The course will focus on establishing a strong understanding of the role played by the customer in the larger idea of business and how a marketer could spearhead business decisions by providing customer insights to the top management or decision makers.
- 4.
5. The course will discuss at length the philosophy behind marketing as a business orientation in comparison with other orientations such as production, product and sales.

Learning Outcomes:

- Define marketing and provide his/her own understanding (meaning) of marketing.
- Have clarity on the philosophy of marketing and how it affects overall business environment

Analyse how segmentation, targeting and positioning strategies are formulated and implemented.

Semester V

Course Code: CBB1506	Course Title: Human Resource Management in Banking & Insurance (Elective II)
---------------------------------	---

Learning Objectives:

1. This course is an introduction to the human resources function and related elements and activities.
2. The course outlines the roles and functions of members of the human resources department, as well as educating others outside human resources, in how their roles include human resources-related activities.
- 3.
4. To train The student to learn about the evolution in human resources management as we know it today.

Learning Outcomes:

1. Integrate the understanding of the human resources management framework with the management best practices, tools and models.
2. Plan, keeping in mind the changing roles of HR Managers while developing strategies.
3. Develop initiatives and programs in their organizations.

Semester V

Course Code: CBB1507	Course Title: Direct Taxation (Elective III)
---------------------------------	---

Learning Objectives:

- To help students gain knowledge about basic tax concepts and also to help them to learn about computation of income.

- To enhance their knowledge about various deductions and incomes exempt from tax.
- to make them aware about slabs in direct taxation

Learning Outcomes:

Use knowledge and improvise their taxation skills.

Apply knowledge about basic tax concepts

compute income tax

Semester VI

Course Code: CBB1601	Course Title: International Banking System
---------------------------------	---

Learning Objectives:

To build professional competence and enhance decision making skills in International banking system

To help them understand international banking system

To make them analyse initial and international banking system.

Learning Outcomes:

- create awareness of international banking system
- Will create awareness about international banks and authorities and its wide potential
- Analyse international banking system
- Enhance skills for International banking system

Semester VI

Course Code: CBB1602	Course Title: Introduction to Reinsurance
---------------------------------	--

Learning Objectives

The course is designed keeping in mind the dynamism and contemporary developments within the domestic and the international insurance and reinsurance markets.

The course is aimed to in maintaining relevance with newly emerging concepts, trends and practices at the market place, the contents of the course exhaustively deals with emerging ideas in respect of reinsurance markets, financial security.

To train them with alternatives to reinsurance and information processing for reinsurance decisions.

Learning Outcomes:

1. summarize the content as well as gaining knowledge of the reinsurance.
2. prepare for the fellowship examination,
3. use knowledge to understand emerging ideas in respect of reinsurance markets, financial security.

Semester VI

Course Code: CBB1603	Course Title: Financial Reporting & Analysis
---------------------------------	---

Learning Objectives

To make them understand about Financial Analysis and reporting which is an integral part of overall financial analysis carried out by various business organizations in India and all around the world.

To help them to analyze financial health of any company and helps the companies to augment their financial resources and management of generated funds efficiently.

To train them to work in business firms and to remain judicious in fund allocation to different activities and sub activities and use the generated funds carefully.

Learning Outcomes:

- summarize overall financial analysis carried out by various business organizations in India and all around the world.
- analyse the financial health of any company and helps the companies to augment their financial resources and management of generated funds efficiently.

- broaden their knowledge about Financial analysis that guides the companies about their future course of action and the direction that any particular company should move on.

Semester VI

Course Code: CBBI604	Course Title: Enterprise Risk Management
---------------------------------	---

Learning Objectives

1. To make them enhance their knowledge of various risk management techniques and strategies.
2. To make them recognize the origins and key concepts relating to risk management
3. To train them with different types of risk management.

Learning Outcomes:

1. analysis and interpret of various risks and techniques to manage such risks.
2. recognize the origins and key concepts relating to risk management
3. summarize different types of strategies in risk management.

Semester VI

Course Code: CBBI605	Course Title: Strategic Management
---------------------------------	---

Learning Objectives:

- To expose participants to various perspectives and concepts in the field of Strategic Management.

- To help participants develop skills for applying these concepts to the solution of business problems.
- To help students master the analytical tools of strategic management.

Learning Outcomes:

1. use methods of doing business environment analysis
2. apply alternative frameworks of business/ corporate strategy for attaining and sustaining competitive advantage.
3. Develop ability to make quality, reasoned strategic business decisions.