



## Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

### Shri Vaishnav Institute of Science Department of Life Science B.Sc. (Major - Biotechnology)

#### SEMESTER III

COURSE CODE	Category	COURSE NAME	TEACHING & EVALUATION SCHEME								
			THEORY			PRACTICAL		Th	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BSCBT301	Major	Basic Microbiology	60	20	20	30	20	4	-	4	6

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

**\*Teacher Assessment shall be based following components: Quiz / Assignment / Project / Participation in Class, given that no component shall exceed more than 10 marks.**

**Course Objectives:** The objectives of this course are


- To introduce the field of microbiology and understand the significance and importance of microorganisms.
- To familiarize with general characters of prokaryotic and Eukaryotic microorganisms for conventional and molecular characterization using modern methods.
- To introduce students to the basics of microbial growth, nutrition, methods for control of microbes, gene transfer and host microbe interactions.


**Student Learning Outcomes:** Students should be able to:


- Identify major categories of microorganisms and analyze their classification, diversity, and ubiquity
- Demonstrate to culture and control the growth of microorganisms
- Understand the nutritional requirements of microorganisms, and the pattern of their growth and methods of controlling microbial growth
- Acquaintance with the diversity of viruses and techniques for their cultivation and identification
- Analyze the gene transfer mechanism in bacteria and evaluate interactions between microbes, hosts and environment.

#### Unit – I: History, Microbial Diversity and classification

History of Microbiology and major contributions; Microbial diversity-Structure and general characters of Bacteria, Archaea, Fungi and Algae, Protozoa. Bacterial Classification Systems; Advances in Bacterial Taxonomy using Ribotyping, r-RNA sequencing and fatty acid profiling.

  
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### Shri Vaishnav Institute of Science

#### Department of Life Science

#### B.Sc. (Major - Biotechnology)

#### BSCBT301 Basic Microbiology

##### Unit – II: Characteristics of Bacteria

Nutritional uptake mechanism in bacteria; Nutritional classes of Bacteria; Culture Media, Microbial Growth; Bacterial Growth Curve; Methods of Measurement; Factors affecting bacterial growth: Temperature, Oxygen, pH, Osmotic concentration, and water activity, Batch and Continuous Culture.

Bacterial genetics: mutation and recombination in bacteria, plasmids, transformation, transduction and conjugation; Operon concept.

##### Unit – III: Virology

Morphology and General Properties of Viruses, Viroids and Prions; Classification of Viruses; Plants and Animals Viruses; Bacteriophages – Morphology, Genome Organization and Life Cycle of T4, T7, M13, Lambda Phage; Cultivation of Viruses.

##### Unit – IV: Control of Microorganisms

Sterilization; Physical and Chemical Methods for Control of Microorganisms; Biological Control of Microorganisms; Antimicrobial agents and their Mechanism of action; Drug Resistance Mechanism; Antibiotic sensitivity testing.


##### Unit – V: Host-Microbe Interactions


Host-microbe interaction and their types; Rhizosphere and Phyllosphere Microorganisms; Symbiosis in Legumes and Ruminants, Plant Pathogens - Disease Symptoms, Transmission, Mechanism of Pathogenicity; Microbial Control of Insects and Pests.

Infectious Diseases in Humans – Mechanism of Pathogenesis; Host-pathogen interaction, Evasion of Host Defenses, Beneficial effects: Human microbiome, prebiotics and probiotics.

#### PRACTICAL

1. Isolation and characterization of microorganisms from extreme environments
2. Determination of bacterial growth rate and factors influencing it
3. Sterilization, disinfection and safety in microbiological laboratory
4. Preparation of media for cultivation of bacteria
5. Study of colony and growth characteristics of some common bacteria:  
*Bacillus*, *E. coli*, *Staphylococcus*, *Streptococcus*, etc.
6. Preparation of bacterial smear and Gram's staining.
7. Enumeration of bacteria: standard plate count.

  
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### Shri Vaishnav Institute of Science

#### Department of Life Science


#### B.Sc. (Major - Biotechnology)


#### BSCBT301 Basic Microbiology


8. Antimicrobial sensitivity test and demonstration of drug resistance
9. Maintenance of stock cultures: slants, stabs and glycerol stock cultures
10. Determination of phenol co-efficient of antimicrobial agents
11. Determination of Minimum Inhibitory Concentration (MIC)
12. Isolation of Bacteriophages
13. Study of colony and growth characteristics of some common fungi: *Penicillium*, *Rhizopus*, *Mucor*, *Aspergillus sp.*

#### BOOKS

1. Pelczar, M. J., Reid, R. D., & Chan, E. C. (2001). Microbiology (5th Ed.). New York: McGraw-Hill.
2. Willey, J. M., Sherwood, L., Woolverton, C. J., Prescott, L. M., & Willey, J. M. (2011). Prescott's Microbiology (8th Ed, New York: McGraw-Hill.
3. Matthai, W., Berg, C. Y., & Black, J. G. (2005). Microbiology, Principles and Explorations. Boston, MA: John Wiley & Sons.
4. Cappuccino, J. G., & Welsh, C. (2016). Microbiology: a Laboratory Manual. Benjamin-Cummings Publishing Company.
5. Collins, C. H., Lyne, P. M., Grange, J. M., & Falkinham III, J. (2004). Collins and Lyne's Microbiological Methods (8th Ed.). Arnolds.
6. Tille, P. M., & Forbes, B. A., Bailey & Scott's Diagnostic Microbiology. (2018) 14th Edition

  
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### Shri Vaishnav Institute of Science

#### Department of Life Science

#### B.Sc. (Major - Biotechnology)

#### SEMESTER III

COURSE CODE	Category	COURSE NAME	TEACHING & EVALUATION SCHEME								
			THEORY			PRACTICAL		Th	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BSCCH301	Minor	Organic Chemistry	60	20	20	30	20	4	-	4	6

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

**\*Teacher Assessment shall be based following components: Quiz / Assignment / Project / Participation in Class, given that no component shall exceed more than 10 marks.**

#### Course Educational Objectives (CEOs):

The course Organic chemistry aims to provide the student with:

1. To understand the chemistry of saturated, unsaturated, and aromatic hydrocarbons.
2. To acquire the knowledge about Bayer's strain theory, Regioselectivity, and Thermodynamic aspects of organic reactions, and applications of Saytzeff rule.
3. To discuss the properties of Cycloalkanes, Cycloalkenes and Dienes.
4. To acquaint the students with practical knowledge and industrial applications of Organic chemistry.


#### Course Outcomes (COs):


1. Students will gain the basic knowledge of IUPAC nomenclature of alkanes, alkenes, dienes, and physical, chemical properties of the commercially important molecules.
2. Students can be able to understand Aromaticity, Kekule structure, Huckel's rule, and Aromatic electrophilic substitution reactions with mechanism.
3. They can understand the chemistry of Biomolecules with structures, properties, and biological importance of Carbohydrates and Aminoacids.
4. They can learn the industrial utility of Organic chemistry and practical knowledge to become good chemist.

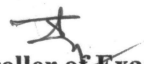
#### Syllabus

##### Unit I: Alkanes and Cycloalkanes

IUPAC nomenclature of branched and unbranched alkanes, the alkyl group, classification of carbon atom in alkanes, isomerism in alkanes, methods of preparation – Wurtz reaction, Kolbe reaction, Corey-House reaction, and decarboxylation of carboxylic acids. Physical properties and chemical reactions of alkanes. Mechanism of free radical halogenation of alkanes: orientation, reactivity, and selectivity. Cycloalkanes - nomenclature, preparation methods, chemical reactions. Bayer's strain theory and its limitations. Ring strain in small rings (Cyclopropane and cyclobutane). The case of cyclopropane ring, banana bonds.

  
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### Shri Vaishnav Institute of Science

#### Department of Life Science

#### B.Sc. (Major - Biotechnology)

#### BSCCH301 Organic Chemistry

##### Unit II: Alkenes and Cycloalkenes

IUPAC nomenclature of alkenes, methods of formation, mechanism and regioselectivity of dehydration of alcohols and dehydrohalogenation of alkyl halides. Saytzeff rule, Hofmann elimination, physical properties, and relative stabilities of alkenes. Chemical reactions of alkenes – hydrogenation, electrophilic and free radical additions, Markownikoff's rule, hydroboration-oxidation, oxymercuration-reduction. Epoxidation, ozonolysis, hydration, hydroxylation, and oxidation with  $\text{KMnO}_4$ . Polymerization of alkenes, Industrial applications of ethylene and propene. Methods of formation, physical properties, and chemical reactions of cycloalkenes.

##### UNIT III: Dienes and Alkynes

Nomenclature and classification of dienes: isolated, conjugated, and cumulated dienes, Structure of allenes and butadiene, methods of formation, chemical reaction – 1, 2 and 1, 4 additions, Diels-Alder reaction, and polymerization. Nomenclature, structure and bonding in alkynes, methods of formation, chemical reactions of alkynes, acidity of alkynes, hydroboration-oxidation, metal-ammonia reductions, oxidation, and polymerization.

##### UNIT IV: Arenes and Aromaticity

Nomenclature of benzene derivatives, Structure of benzene - Kekule structure, stability and carbon-carbon bond lengths of benzene, resonance structure, MO picture. Aromaticity: The Huckle rule, aromatic ions. Aromatic electrophilic substitution – general pattern of the mechanism, role of  $\sigma$  and  $\pi$  complexes, Mechanism of nitration, halogenation, sulphonation, mercuration and Friedel-Crafts reaction. Energy profile diagrams. Activating and deactivating substituents, orientation and ortho/para ratio, Birch reduction.

##### UNIT V: Biomolecules

[A] **Carbohydrates:** Introduction, classification, Osazone formation, epimerization, step-up and step-down reactions of monosaccharides, simple structures of glucose and fructose, Fischer's proof of configuration of D-glucose.


[B] **Amino acids:** Introduction of amino acid, Classification, and properties of amino acids, Zwitter ion, Isoelectric point, Strecker's and Gabriel phthalimide synthesis of amino acids.


##### Guidelines for Practical:

A two-credit lab is to be conducted by covering the most relevant and useful topics from above mentioned syllabus.


##### List of Textbooks:

1. Robert Thorn Morrison and Robert Neilson Boyd, Textbook of Organic Chemistry, Prentice Hall of India Pvt Ltd, New Delhi, 6<sup>th</sup> Edition, 1992.
2. Bhupinder M4. Arun Bahl, B. S. Bahl, Advanced Organic Chemistry, S. Chand & Company Ltd., New Delhi, 1<sup>st</sup> Edition, 2003.

  
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**Shri Vaishnav Institute of Science**

**Department of Life Science**


**B.Sc. (Major - Biotechnology)**


**BSCCH301 Organic Chemistry**

3. James B Hedrickson Donald J. Cram and George S. Hammond, Organic Chemistry, McGraw-Hill Kogakusha, Ltd., 3<sup>rd</sup> Edition.
4. Arun Bahl, B. S. Bahl, Advanced Organic Chemistry, S. Chand & Company Ltd., New Delhi, 1<sup>st</sup> Edition, 2003.
5. I.L.Finar, Organic Chemistry Vol-I & Vol-II, Pearson Education Ltd, New Delhi, 5<sup>th</sup> Edition, 2016.
6. G.Marc Loudon, Organic Chemistry, Oxford University Press, 4<sup>th</sup> Indian edition, 2010.
7. P.S.Kalsi, Text book of Organic Chemistry, MacMillan, India Pvt. Ltd., 1999.

**Reference Books:**

1. Pine, S., Hendrickson, J. B., Cram, D.J., Hammond, S. Organic Chemistry, 8<sup>th</sup> Edition, McGraw-Hill, New York. 2012
2. John McMurry, Brooks Cole, Organic Chemistry, 6<sup>th</sup> Edition, John-Wiley International Edition.
3. Graham, T.W., Solomons, S., and Craig B. Fryhle, Organic Chemistry, 8<sup>th</sup> Edition, John-Wiley International Edition.
4. Francis A. Carey and Richard J. Sundberg, Advanced Organic Chemistry Part-A & B, 7<sup>th</sup> Edition, McGraw-Hill, 2015.

  
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## SEMESTER IV

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		Th	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBAI501	Human Values and Professional Ethics	60	20	20	-	-	3	1	-	4

Legends: L-Lecture; T-Tutorial/Teacher Guided Student Activity; P-Practical; C-Credit;

\***Teacher Assessment** shall be based on following components: Quiz / Assignment / Project/ Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objectives:

The objective of the course is to disseminate the theory and practice of moral code of conduct and familiarize the students with the concepts of "right" and "good" in individual, social and professional context

### Course Outcomes:

1. Help the learners to determine what action or life is best to do or live.
2. Right conduct and good life.
3. To equip students with understanding of the ethical philosophies, principles, models that directly and indirectly affect business.

### Course Content:

#### UNIT I: Human Value

1. Definition, Essence, Features and Sources
2. Sources and Classification
3. Hierarchy of Values
4. Values Across Culture

#### UNIT II: Morality

1. Definition, Moral Behaviour and Systems
2. Characteristics of Moral Standards
3. Values Vs Ethics Vs Morality
4. Impression Formation and Management

## **BBAI501 Human Values and Professional Ethics (for UG Programs)**

### **UNIT III: Leadership in Indian Ethical Perspective**

1. Leadership, Characteristics
2. Leadership in Business (Styles), Types of Leadership (Scriptural, Political, Business and Charismatic)
3. Leadership Behaviour, Leadership Transformation in Terms of Shastras (Upanishads, Smritis and Manu-smriti).

### **UNIT IV: Human Behavior – Indian Thoughts**

1. Business Ethics its meaning and definition, need.
2. Types, Objectives, Sources, Relevance in Business organizations.
3. Theories of Ethics, Codes of Ethics.

### **UNIT V: Globalization and Ethics**

1. Sources of Indian Ethos & its impact on human behavior
2. Corporate Citizenship and Social Responsibility – Concept (in Business),
3. Work Ethics and factors affecting work Ethics.

### **Suggested Readings**

1. Beteille Andre (1991), Society and Politics in India, Athlone Press.
2. Chakraborty S. K. (1999), Values and Ethics for Organizations, oxford university press.
3. Fernando, A.C.(2009), Business Ethics - An Indian Perspective, Pearson Education :India.
4. Fleddermann, Charles D. (2012), "Engineering Ethics", Pearson Education / Prentice Hall.
5. Boatright, John R (2012), "Ethics and the Conduct of Business", Pearson Education, New Delhi.
6. Crane, Andrew and Matten Dirk (2015), Business Ethics, Oxford University Press Inc.: New York.
7. Murthy, C.S.V.(2016), Business Ethics – Text and Cases, Himalaya Publishing House Pvt. Ltd.: Mumbai.
8. Naagrajan, R.R (2016), Professional Ethics and Human Values, New Age International Publications: New Delhi.





# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MBA–INTERNATIONAL BUSINESS III SEMESTER (20-22)

### MBAI 301C ADVANCED HUMAN VALUES AND PROFESSIONAL ETHICS

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assesse nt*	END SEM University Exam	Teachers Assesse nt*				
MBAI301C	Advanced Human Values and Professional Ethics	60	20	20	-	-	4	-	-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

The objective of the course is to disseminate the theory and practice of moral code of conduct and familiarize the students with the concepts of “right” and “good” in individual, social and professional context

### Examination Scheme

The internal assessment of the students’ performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

1. Help the students to understand right conduct in life.
2. To equip students with understanding of the ethical philosophies, principles, models that directly and indirectly affect personal and professional life.

## COURSE CONTENT

### Unit I: Inculcating Values at Workplace

1. Values: Concept, Sources, Essence
2. Classification of Values.
3. Values in Indian Culture and Management: Four False Views, Value Tree
4. Eastern and Western Values; Values for Global Managers



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## Unit II: Professional Ethics

1. Ethics: Concept, Five P's of Ethical Power, Organisational Tools to Cultivate Ethics
2. Theories of Ethics: Teleological and Deontological
3. Benefits of Managing Ethics in an Organisation
4. Ethical Leadership

## Unit III: Indian Ethos and Management Style

1. Indian Ethos and Workplace
2. Emerging Managerial Practices
3. Ethical Considerations in Decision Making and Indian Management Model
4. Core Strategies in Indian Wisdom and Ethical Constraints

## Unit IV: Human Behavior – Indian Thoughts

1. Guna Theory
2. Sanskara Theory
3. Nishkama Karma
4. Yoga: Types, Gains; Stress and Yoga

## Unit V: Spirituality and Corporate World

1. Spirituality: Concept, Paths to Spirituality
2. Instruments to achieve spirituality
3. Vedantic Approach to Spiritual and Ethical Development
4. Indian Spiritual Tradition.

## Suggested Readings

1. Kausahl, Shyam L. (2006). *Business Ethics – Concepts, Crisis and Solutions*. New Delhi: Deep and Deep Publications Pvt. Limited
2. Murthy, C.S.V. (2012). *Business Ethics –Text and Cases*. Himalaya Publishing House: Mumbai
3. Chakraborty, S. K. (1999). *Values and Ethics for Organizations*. Oxford university press
4. D.Senthil Kumar and A. SenthilRajan (2008). *Business Ethics and Values*. Himalaya Publishing House: Mumbai



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MBAI302C PROJECT MANAGEMENT

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME							
		THEORY			PRACTICAL		L	T	P
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*			
MBAI302C	Project Management	60	20	20	-	-	4		-

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objectives

The course is intended to develop the knowledge of the students in the management of projects. It is aimed at imparting knowledge on managing entire life cycle of a project – from conceptualization to commissioning.

### Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

1. Understanding of various phases in a project life cycle.
2. Ability to establish feasibility of a project and various methods of project financing
3. Learn to organize and coordinate with different functions for successful project implementation
4. Develop ability to monitor and control projects and risk involved.

## COURSE CONTENT

### Unit I: Concept of Project

1. Overview, key concepts, classification, characteristics of project
2. Project life cycle and its phases
3. Project Feasibility: Project Identification, Market and Demand Analysis, Technical analysis and technology selection



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## Unit II: Project Feasibility and Investment Evaluation

1. Project Cost Estimate
2. Project Appraisal: Time Value of Money, Project Cash Flows, Payback Period, Cost of Capital, Project Rate of Return, Social Cost Benefit Analysis
3. Sources of financing
4. Optimum capital structure.
5. Investment decision rule

## Unit III: Project Implementation

1. Project Planning and scheduling
2. Network analysis, construction of networks
3. Time-cost trade-off and crashing of projects
4. Resource allocation using network analysis, resource leveling
5. Project contracting: Contract pricing, Contract types

## Unit IV: Human Aspects of Project Management

1. Project organization
2. Project Leadership: Motivation in Project Management, Communication in Project Environment, Conflict in Project Management
3. UNIDO approach
4. Shadow pricing of resource

## Unit V: Project Review and Administrative Aspects

1. Project monitoring
2. Project cost control
3. Abandonment analysis
4. Computer based project management
5. PMIS
6. Project Audit and Termination

## Suggested Readings

1. Chandra, Prasanna (2011). *Project Planning: Analysis, Selection, Implementation and Review*. New Delhi; Tata McGraw Hill.
2. Choudhury S. (2017), *Project Management*. Chennai; McGraw Hill Education (I) Pvt. Ltd.
3. Singh, Narendra (2003). *Project Management and Control*. New Delhi; Himalaya Publishing House.
4. Nicholas, John M. (2008). *Project Management for Business and Technology: Principles and Practice*. Pearson Publication.
5. Gray & Larson (2010). *Project Management: The Managerial Process*. New Delhi; TMH
6. Pinto (2010). *Project Management: Achieving Competitive Advantage*. New Jersey; Pearson.
7. Abrol, Sunil (2010). *Cases in Project Management*. New Delhi; Excel Books
8. Maylor (2010). *Project Management*. New Jersey; Pearson.



## **Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore**

### **List of Electives (International Business)**

#### **Semester – III**

- MIB303 EXPORT IMPORT MANAGEMENT
- MBAIEF304 FINANCIAL SERVICES
- MIB304 GLOBAL INSURANCE AND RISK MANAGEMENT
- MIB305 CROSS CULTURAL MANAGEMENT

#### **Semester-IV**

- MIB403 SERVICE MARKETING AND CRM
- MIB404 INTERNATIONAL BUSINESS LAW
- MIB406 COMMODITY, DERIVATIVES AND PRICE RISK  
MANAGEMENT



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MIB303 EXPORT IMPORT MANAGEMENT

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
MIB303	Export Import Management	60	20	20	-	-	4	-	-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

The main objective of this course is to provide insight into Import and Export Management in a developing economy, objectives of import policy, Export Policy, foreign exchange budgeting, global procurement, conceptual framework, import procurement

### Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

- 1 Familiarize the students with an understanding of Import Management and Import trade Organizations.
- 2 To understanding procedure of Import Licensing.

## COURSE CONTENT

### **Unit I: Import Management**

1. Objectives of Import Policy
2. Import trade Organizations
3. Liberalization of Imports in India
4. Selection of Import Commodity.
5. Exim Policy
6. Supplier -Selection and evaluation
7. Role of Overseas suppliers Agents in India



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## Unit II: Terms of Imports

1. RBI's Regulation for Import Payment
2. Finalizing the terms of imports
3. Mode of settlement of payment
4. Import Finance- Bank Finance
5. Finance from Exim Bank
6. Finance through letter of credit

## Unit III: Registration of Importers

1. Imports of Gifts, Auto Mobiles, Gold, Silver, Life Saving Drugs
2. Fees Condition, Validity, Authorization & Licensing period
3. Shipping -Types and freight structure, Indian Shipping- Challenges and Opportunities

## Unit IV: Registration of Exporters

1. Registration of Exporters with Regional Licensing authorities, Sales Tax Authorities
2. Various types of Exports: Free samples, Baggage, Gifts Spares
3. Third Party, Repaired Goods
4. Application for Grant of Export License

## Unit V: Shipping

1. Types and freight structure.
2. Indian Shipping- Challenges and Opportunities, Problems,
3. Recent Trends (Tonnage Tax Impact)
4. 100% Export Oriented/SEZ Units
5. Counter Trade Arrangement, Export Procedure

## Suggested Readings

1. Jain, NabhiKumar(1999).*New import export policy and handbook of procedures*. New Delhi; Nabhi Publication.
2. Mahajan, M. I. (2015).*Import, do it yourself*. Mumbai; Snow White Publications Pvt. Ltd
3. RammaGopal, C. (2008).*Export Import – Procedures (Document and Logistics)*. New Delhi; New Age Publications.



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MBAIEF304 FINANCIAL SERVICES

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
MBAIE F304	Financial services	60	20	20	-	-	4		-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

To understand theories of value, risk and return, capital investment decisions, financing decisions, dividend policy, Mutual fund etc. Also, to study leasing, corporate takeovers, and managerial compensation.

### Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

1. Familiarize the students with the role, scope and growing contribution of financial services in the service sector of the economy.
2. Know the impact and role of Credit rating in the corporate world.
3. Analyze the contribution of merchant banks and venture capital in the promotion of the business.
4. Understand the benefits of Plastic Money, Factoring and forfeiting and debt Securitization.

## COURSE CONTENT

### **Unit I: Introduction**

1. Overview of Financial systems In India – Structure, Regulation Role and Functions of Financial Systems
2. Financial Instruments, Financial Markets – Capital Markets & Money Markets
3. Characteristics of Financial Markets
4. Functions of Stock Exchange and RBI

### **Unit II: Financial Services**

1. Financial Services Objectives of financial services





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2. Types of financial services – capital market services & money market services
3. Banking financial corporations, non banking financial corporation's
4. Financial services sector problems and reforms

### Unit III: Venture Capital and Leasing

1. Venture capital: financing pattern – legal aspects and guidelines for venture capital
2. Leasing- types of leases – leasing vs borrowing
3. Credit rating: CRISIL, ICRA
4. Factoring, forfeiting
5. Bill discounting
6. Types of factoring arrangements

### Unit IV: Mutual Funds

1. Mutual funds: concepts and objectives
2. Functions and portfolio classification
3. Guidelines for mutual funds – working of public and private mutual funds in India
4. Debt securitization

### Unit V: Merchant Banking

1. Hire Purchase
2. E-banking
3. Asset Reconstruction Companies
4. Micro/ Macro finance
5. Behavioral Finance
6. Merchant Banking

### Suggested Readings

1. Khan, M.Y. (2009). *Financial Services*. New Delhi: Tata McGraw Hill.
2. Pathak, Bharti (2010). *Indian Financial System*. India: Pearson.
3. Srivastava, R. M. (2010). *Dynamics of Financial Markets and Institutions in India*. New Delhi: Excel Books.
4. Shanmugham (2009). *Financial Services*. New Delhi: Wiley.
5. Bhole, L. M. (2009). *Financial Institutions and Markets*. New Delhi: Tata McGraw Hill.
6. Gurusamy, S. (2008). *Financial Markets and Institutions*. New Delhi: Tata McGraw Hill.
7. Gopalswamy, N. (2008). *Capital Market*. New Delhi: Macmillan Publishers
8. Chary (2008). *Venture Capital: Concepts and Application*. New Delhi: Macmillan Publishers
9. Jadhav, Narendra (2007). *Monetary Policy, financial Stability and Central Banking in India*. New Delhi: Macmillan Publishers



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MIB304 GLOBAL INSURANCE AND RISK MANAGEMENT

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
MIB304	Global Insurance and Risk Management	60	20	20	-	-	4	-	-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

The objective of this course is to learn basic principles of insurance and risk management and contemporary issues related to insurance.

### Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

Familiarize the students with an understanding of linkages between market and products and design business strategies with global perspective.

## COURSE CONTENT

### **Unit I: Introduction**

1. Nature and History of Insurance Business
2. Insurance Business in India Europe, UK and USA
3. insurance Act 1938
4. General insurance business – Nationalization
5. Insurance as a social security tool
6. Insurance and economic development
7. IRDA
8. Entry of private players into Insurance business
9. Global Trends and developments in Insurance Business.

### **Unit II: Principles**

1. Principles of Legal aspects of Insurance



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2. Principles of Insurable Interest
3. Principles of Utmost Good Faith
4. Principles of Indemnity
5. Principles of Subrogation
6. Doctrine of Proximate Cause
7. Tariff Advisory Committee
8. Legal Aspects of Life Assurance
9. Global Insurance Regulatory Frame work.

### Unit III: Life insurance – Features

1. LIC of India – Products ,Calculation of Premiums
2. Surrender Value ,Mathematics of life insurance
3. Mortality Tables, Risk Premium, Interest Table
4. Premium Calculations ,Factors determining premium
5. Group insurance and Pension plans
6. Health related insurance – Claims settlement
7. Life instance products & Services in Europe, UK & USA

### Unit IV: Global Non-life Insurance:

1. Principles & Practices Fire insurance – Standard fire policy
2. Marine – Cargo and Hull insurance – Types
3. Motor insurance – Liability insurance
4. Types of policies; Engineering insurance – Electronic equipment insurance
5. Burglary insurance – Underwriting Practices
6. Claims settlement in International Perspectives

### Unit V: Risk management process

1. Risk identifications: perception of risk
2. Threat analysis, Even analysis, Safety Audit
3. Risk Management Methods – Contingency Planning
4. Risk Transfer – Captive Insurance agreements
5. Legal Aspects of Reinsurance – Reinsurance Markets
6. Risk Management techniques for global insurance market players

### Suggested Readings

1. Jain, NabhiKumar(1999).*New import export policy and handbook of procedures*. New Delhi; Nabhi Publication.
2. Arunajatesan, S.&Viswanathan, T. R. (2009). **Risk Management &Insurance**. Noida;Macmillan Publishers India Ltd.
3. Rejda, George E. (2010). *Principles of Risk Management and Insurance*. Boston; Pearson
4. Mishra, M.V. (2008).*Insurance Principles and Practice*. New Delhi; S.Chand



# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MIB305 CROSS CULTURAL MANAGEMENT

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
MIB305	Cross Cultural Management	60	20	20	-	-	4	-	-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\***Teacher Assessment** shall be based on following components: Quiz/Assignment/Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

1. Develop a cognitive framework to appreciate the impact of culture on managerial behavior and business processes.
2. Develop behavioral and cognitive skills to operate in the cultures of key countries

### Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

### Course Outcomes

1. Present an overview and analyze different meanings and dimensions of culture.
2. Describe and analyze the impact of culture on business practices.
3. Explain and analyze the impact of national culture on organizational cultures.

## COURSE CONTENT

### **Unit I: Introduction**

1. Definition, Importance of Culture, Cultural differences
2. Introduction to the Global Business Environment and Cross Cultural Management
3. What disciplines study culture
4. What does culture have to do with business

### **Unit II: Definitions and Models of Culture**

1. Definitions and Models of Culture
2. Ways of describing cultural differences



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3. The historical origins of beliefs and values

### Unit III: Corporate and Professional Cultures

1. The Role of Regional, Industry, Corporate and Professional Cultures
2. Culture dimensions - Dimensions relating to people
3. Dimensions relating to time
4. Dimensions relating to the world

### Unit IV: Culture and communication

1. Managing Knowledge across Borders
2. Culture and communication
3. How native language is influencing our way of communication
4. Non-linguistic communication
5. Use of Cross Cultural Management in Mergers and Acquisition

### Unit V: Leadership and Cross-Cultural Teams

1. Leadership and Cross-Cultural Teams
2. Cross Cultural Communication & Negotiation
3. Corporate Social Responsibility in MNCs
4. Organizational culture, corporate culture
5. Models of corporate cultures, the role of corporate culture

### Suggested Readings

1. Jain, NabhiKumar(1999).*New import export policy and handbook of procedures*. New Delhi; Nabhi Publication.
2. Arunajatesan, S.&Viswanathan, T. R. (2009). *Risk Management &Insurance*. Noida;Macmillan Publishers India Ltd.
3. Rejda, George E(2010). *Principles of Risk Management and Insurance*.Boston; Pearson
4. Mishra, M.V. (2008).*Insurance Principles and Practice*. New Delhi; S.Chand
5. Skipper &Kwon(2008).*Risk Management and Insurance Perspectives in GlobalEconomy*. United Kingdom; John Wiley& Sons