

**CURRICULUM
FOR 2-YEAR ASSOCIATE DEGREE
/BS (4-YEAR) in Commerce**



Fall 2023 and onward

**Department of Commerce & Management Sciences
University of Malakand**

A blue ink signature of the Chairman of the Department of Commerce & Management Sciences, University of Malakand.

Chairman
Commerce & Mgt Sciences
University of Malakand

A blue ink signature of the Assistant Registrar (Accounts) of the University of Malakand.

Assistant Registrar
(Accounts)
University of Malakand
05-DEC-2023



**Bachelor of Commerce (BS Commerce)
2023 and onward**

The BS in Commerce was launched to provide students with a diverse background in the humanities and social sciences to pursue a career in commerce and business education. Course outlines were developed and approved in 2018 based on the Commerce Curriculum of the University of Peshawar. Most recently, the courses were modified and approved in 2021, keeping in view the suggestion of guidelines provided by the Higher Education Commission in its 2015 National Qualification Framework of Pakistan, which requires 120–140 credit hours for the eight semesters of the BS degree programs at the university.

Keeping in view the suggestions and guidelines outlined in the Higher Education Commission's Undergraduate Policy for the academic year 2023, the scheme of studies is revised. A BS Commerce student at the University of Malakand will therefore complete a minimum of 120 to 144 credit hours in accordance with the HEC undergraduate policy 2023. Besides course work, they are required to complete an internship in an organization of national or international repute and will complete a project report.

Eligibility for Admission

Candidates with F.A/ F.Sc or equivalent qualifications and having at least second division securing 45% marks in aggregate are eligible to apply.

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Schem of Studies for BS Commerce
UNDERGRADUATE EDUCATION POLICY HEC (EFFECTIVE FROM FALL 2023)

Semester-I			
Codes	Title of the Courses	Cr. Hrs.	Remarks
ENG 101	Functional English	3	Gen Edu
ISL 112/ETH 118	Islamic Studies/ Ethics*	2	Gen Edu
SW 213/SOC 231	Community Social Work /Human Rights	2	Gen Edu
COM 111	Introduction to Business	3	Major
COM 112	Principles of Management	3	Major
COM 113	Financial Accounting I	3	Major
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	16	

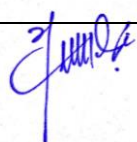
*for non-Muslims students

Semester II			
Codes	Title of the Courses	Cr. Hrs.	Remarks
ENG 102	Introduction to Expository Writing	3	Gen Edu
PSC 111	Ideology & constitution of Pakistan	2	Gen Edu
PSC 112/SOC 116	Introduction to Political Science / Introduction to Sociology	2	Gen Edu
ECON 113	Principles of Microeconomics	3	Allied
COM 114	Financial Accounting II	3	Major
COM 115	Principles of Marketing	3	Major
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	16	

Semester III			
Codes	Title of the Courses	Cr. Hrs.	Remarks
ISL 113	سیرت رسول ﷺ اور اس کی عصری معنویت Seerah and its Contemporary Application*	2	Gen Edu
QR 101	Quantitative Reasoning-I (Mathematics)	3	Gen Edu
CS 110	Introduction to Information & Communication Technologies	2+1	Gen Edu
COM 211	Human Resource Management	3	Major
COM 212	Business Finance	3	Major
GS 117/ CHEM 110	General Science/Chemistry in Everyday life	3	Gen Edu
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	17	

*any course from Arts and Humanities in the general category for non-Muslim Students

Semester IV			
Codes	Title of the Courses	Cr. Hrs.	Remarks
COM 213	Principles of Auditing	3	Major
COM 214	Financial Management	3	Major
COM 215	Cost Accounting	3	Major
QR 102	Quantitative Reasoning-II (Statistics)	3	Gen Edu
MGT 215	Entrepreneurship	2	Gen Edu
ECON 121	Principles of Macro Economics	3	Allied
	Teaching of Holy Quran with Translation	0	Non-Credit



	Total	17	
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Semester V			
Codes	Title of the Courses	Cr. Hrs.	Remarks
COM 311	Advanced Accounting	3	Major
COM 312	Organizational Behavior	3	Major
COM 313	Business Ethics and CSR	3	Major
LLB 319	Business Law	3	Allied
STAT 213	Inferential Statistics	3	Allied
ECON 484	Economics of Financial Markets	3	Allied
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	18	

Semester VI			
Codes	Title of the Courses	Cr. Hrs.	Remarks
COM 314	Money Banking and Finance	3	Major
COM 315	Managerial Accounting	3	Major
COM 316	Principles of Taxation	3	Major
COM 317	Corporate Financial Reporting	3	Major
ECON 363	Econometrics	3	Allied
COM 399	Internship	3	Major
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	18	

Semester VII			
Codes	Title of the Courses	Cr. Hrs.	Remarks
COM 411	Strategic Management	3	Major
COM 412	Business Research Methods	3	Major
COM 413	Project Management	3	Major
	Elective I	3	Major
	Elective II	3	Major
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	15	

Semester VIII			
Codes	Title of the Courses	Cr. Hrs.	Remarks
COM 414	Islamic Banking and Finance	3	Major
COM 415	Corporate Governance	3	Major
	Elective III	3	Major
	Elective-IV	3	Major
COM 500	Capstone Project	3	Major
	Teaching of Holy Quran with Translation	0	Non-Credit
	Total	15	

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Note: Courses included in the General Education Category are designed by the respective departments including their course codes, credit hours and titles (reflected in the scheme of studies). All such courses approved by the Syndicate are available on the university website. For any query the office of the Registrar Academics may be approached for clarification/guidance.

NOTES:

1. The minimum number of students opting for the specialization in BS degree programs would be twelve (15) students. Different Specializations will only be offered keeping in view the resources at the department.

Semester										
	1st	2nd	3rd	4th	5th	6th	7th	8th	Total	Minimum Requirements
General Edu:	7	7	11	5	0	0	0	0	30	30
Allied Courses :	0	3	0	3	9	0	0	0	15	12
Major Course:	9	6	6	9	9	15	15	12	81	72
Internship						3			3	3
Project								3	3	3
									0	
	16	16	17	17	18	18	15	15	132	120

SPECIALIZATIONS COURSES

Accounting			
SNO	Code	Subject	Credit Hours
1	COM 421	Corporate Reporting	3
2	COM 422	Public Sector Accounting	3
3	COM 423	Accounting for Not for profit Associations	3
4	COM 424	Strategic Management Accounting	3
5	COM 425	Accounting Information Systems	3
6	COM 451	Financial Statement Analysis	3
7	COM 427	Forensic Accounting	3
8	COM 428	Budgeting and Financial Reporting	3
9	COM 452	Advanced Cost Accounting	3

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Finance

S/No.	Course codes	Course Title	Credit Hours
1	COM 441	Corporate Finance	3
2	COM 442	Corporate Governance	3
3	COM 443	Auditing	3
4	COM 444	Accounting for Specialized Business	3
5	COM 445	Advanced Auditing	3
6	COM 446	Budgeting and Financial Reporting	3
7	COM 447	Financial Markets and Institutions	3
8	COM 448	Investment and Portfolio Management	3
9	COM 449	International Financial Management	3
10	COM 450	Financial Risk Management	3
11	COM 451	Financial Statement Analysis	3
12	COM 452	Advanced Cost Accounting	3
13	COM 453	Behavioural Finance	3
14	COM 454	Fintech and Digital Finance	3

Banking

S/No.	Course codes	Course Title	Credit Hours
1	COM 471	Banking Laws and Practices	3
2	COM 472	Dynamics of Consumer Banking	3
3	COM 473	Credit and Risk Management in Banking Sector	3
4	COM 474	E banking	3
5	COM 475	NBFCs and Micro financing	3
6	COM 476	Central Banking	3
7	COM 477	International/Global Banking	3
8	COM 478	Management of Banking Operations	3



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Introduction to Business

Course Code: COM 111

Credit Hours: 03

COURSE OBJECTIVES

- To acquaint students with full range of functions of business organizations
- To apprehend about Businessman and Entrepreneurial Activities
- To make students well aware of various Legal Forms of a Business, and about their respective Pros and Cons
- To know about the various Resources desired for a successful business, and the Sources of Finance
- To familiarize students with Pattern, Practices, Operational Factors etc. for operating domestically and/or internationally

WEEK	CONTENTS
Week 1 - 2	Nature and Scope of Business, Nature of business; importance of business; objective of business Qualities of successful businessman; scope of business; components of business; function of a modern business; Distinctions between trade; commerce and industry
Week 3	Legal Form of Business Ownership, Sole proprietorship characteristics Advantages and disadvantages of the sole proprietorship
Week 4 - 5	Partnership, Partnership and characteristics; salient features or characteristics of partnership; merits and demerits of partnership form of organization, Partnership agreement; partnership deed, kinds of partners Mutual duties; rights and liabilities of partners; admission or withdrawal of partners in a firm, Registration of a partnership firm
Week 6	Company Form of Organization , Joint Stock Company –Types / Classification, Formation,
Week 7 - 8	Memorandum of Association, Articles of Association, Prospectus, Capital Management, Meetings and Winding up Features, Merits and Demerits, Management of the Companies.
Week 9	Mid-term Examination
Week 10	Organs of Company Management Shareholders; rights of shareholders Directors of a Co., Secretary of a company
Week 11	COOPERATIVE OWNERSHIP AND BUSINESS COMBINATIONS Meanings, Types of Cooperatives, Advantages and Disadvantages.
Week 12	Business Combination: Meaning, Types and Forms,
Week 13	Stock Exchange, Functions, Advantages
Week 14	Advantages and Disadvantages, Causes and Purposes of Stock Exchange.
Week 15	Chamber of Commerce, Functions and Advantages
Week 16	Insurance, Definition, types
Week 17	Principles of Insurance
Week 18	Final-term Examination

RECOMMENDED BOOKS

- Robert C. Appleby (1994) *Modern Business Administration* Financial Times/Prentice Hall
- Theodore J. Sielaff & Belmont, (2012) *Introduction to Business*, Literary Licensing, LLC
- David L. Kurtz and Louis E. Boone (2012) *Contemporary Business*,)14th Edition, John Wiley & Sons Inc.; .

REFERENCE BOOKS

- Ali M. H., *Introduction to Business*. Naveed Publishers Latest Edition
- M. Saeed Nasir, *Introduction to Business*, 2018, Naveed Publishers Lahore

REFERENCE BOOKS:

- Mohiuddin Tahir Mahmood, *Introduction to Financial Accounting – Study Text*.

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- *International Financial Reporting Standards/International accounting Standards Board London, published/issued by ICAP in Pakistan Latest Edition*

PRINCIPLES OF MANAGEMENT

Course Code: COM 112

Credit Hours: 03

Objectives:

- This course is intended to:
- Expose students to the theories of management, organizational theory, and the practice of management in contemporary organizations from a conceptual, analytical, and pragmatic perspective.
- Allow students to develop their own framework for analyzing and understanding management as well as exploring and developing their own personal philosophy of management.
- Communicate effectively, develop people, solve problems and making decisions, organize themselves and also would be able to work in team.

WEEK	COURSE OUTLINE
1, 2 & 3	Introduction to management: concepts and theories / evolution Basic Concepts and Definitions: Efficiency, Effectiveness, Skills, Roles etc.; Foundation of Management Thinking and Evolution: Various Schools of Thought
4 & 5	Environmental scanning and considerations Environment, National Culture and Management Practices
6, 7 & 8	Management functions: planning, and organizing Planning and Planning Tools/Techniques; Strategic Management Process; The Escalation of Commitment: Step Toward an Organizational theory; Decision Making; Organizational Structure, and Culture; Human Resource Management; Change Management
9	Final term exam
10, 11, 12 & 13	Management functions: leading and controlling Motivation: Concept, Use and associated Theories; Leadership & Leader's styles: Concept, Use and associated Theories; Team and Teamwork Management; Management Skills and Competencies; Managing Organizational Conflict, Politics and Negotiation; Controlling – Meaning, Components/Process and Classification.
14, 15, 16	Contemporary management functions/ issues/ challenges Communicating effectively; Technology, The market, Competition and the External environment; Internationalization and Globalization; Entrepreneurship; Stress Management; Professional Ethics and Social Responsibility including CSR; Corporate Governance and Due Diligence; New Management Paradigms Role of Accountants in Management Process especially in Decision- making;
17	Presentations
18	Final Term Exam

Recommended Books:

- Stephen P. Robbins, Mary Coulter, Nancy Langton, (2006) "*Management*" 8th Edition, Pearson Education Canada
- Koontz O, Donnel. Management, (1997) 8th Edition, McGraw-Hill Education; Internat.8r.e. edition
- Introduction to Management (2015) by John R. Schermerhorn and John Wiley & Sons, Inc., UK

Reference Books:

- Mejia, Balkin, Cardy., Management, Latest Edition, McGraw-Hill.
- Morden Tony, Principles of Management, Latest Edition, Ashgate.
- Bateman, Snell. Management Competing in new era, Latest Edition, McGraw-Hill.
- Smith & Hitt A. Michael, Great Minds in Management (The Process of Theory Development), Oxford University Press.

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- Management by James A.F. Stoner, R. Edward Daniel R. Gilbert

FINANCIAL ACCOUNTING 1

Course Code: COM 113

Credit Hours: 3

Objectives

The primary aim of Financial Accounting is to provide students with an introduction to the process and function of financial reporting. Whilst a large proportion of the course is aimed at understanding accounting as a process, taking a preparer's perspective, we will also seek to develop an understanding of the importance of the role of accounting in today's society.

After studying this course the student will be able to understand:

- The language of accounting and financial reporting.
- Complete Accounting Cycle.
- Preparation and the role of Journal, Ledger and subsidiary books.
- Preparation of balance sheet, profit and loss account and cash flow statement.
- Accounting for merchandising businesses.

Week	Contents
01	Accounting and its role , Development of accounting Accounting Theory and Conceptual framework Accounting, Why study Accounting , Financial statements Major fields of Accounting , Accounting as a Career
02 & 03	Basic Accounting Concepts , The Entity Concept , The Reliability (or Objectivity) principle , The cost Principle , The Going-Concern Assumptions , The Stable Currency Assumptions Ethics-the-Most Fundamental Principle of Accounting Qualitative characteristics of Financial statements
04 & 05	The recording process, The Recognition Issue , The Valuation Issue The Classification Issue , The Recording Process , Analysis of Transaction , The Journal ,The Ledger , Balancing the Accounts
06 -08	Preparation of Financial Statements Preparing Trial Balance , Locating and correcting errors in recording process , Preparing Profit and Loss Account and Balance Sheet
09 &10 &11	The adjusting and closing entries , Need for Adjusting Entries Recording adjusting entries , Preparing adjusted trial balance Recording closing entries , Preparing post-closing trial balance Preparing work-sheet , Preparation of Financial Statements
12 & 13 & 14	Accounting for Merchandising Businesses The Purchase Function , Accounting for Purchases and Sales Return and allowances , Periodic System , Perpetual System , Worksheet , Preparation of financial Statements , Departmental Accounts,
15 & 16	Accounting Systems ,Developing a System Subsidiary Journals Subsidiary ledgers Cash Book Petty cash book ,Control Accounts
17 & 18	Presentations

Text/reference Books

- Williams, Haka, Bettner:(xxx) Financial & Managerial Accounting, 17th Edition, Prentice Hall
- Professor Muhammad Ammanullah Khan: (xxx) Financial Accounting, Latest Edition
- Frank Wood's: Business Accounting 1, Eleventh Edition
- Meigs and Meigs, Accounting for Business Decision, 9th Edition/Latest Edition

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Financial Accounting II
Course Code: COM 114
Credit Hours: 03

Course Description/Objective

This course is built upon the Financial Accounting Course in the sense that it provides advanced treatment of basic techniques learned in the first course of Financial Accounting. It mainly focuses upon the company accounts and their understanding in the context of the IAS and companies Ordinance 1984.

Learning Outcomes

After studying this course the student will be able to understand:

1. The Meaning of Partnership, How to distribute profit among partners, how to admit a new partner.
2. The liquidity ratios and profitability ratios.
3. The meaning of joint venture and the accounting treatment where no separate set of books is maintained.

Course Content

Week	Contents
1-2	Adjusting Entries Review of the accounting cycle. Adjusting entries for accrued and deferred revenue and expense, Adjusting entries for prepaid and unearned revenue and expense Adjusting entries for depreciation and amortization Adjusting entries for inventories, Exercises
2-3	Accounting for merchandizing Activities, Perpetual inventory system, Periodic inventory system, Exercises
4-5	Modifying an accounting system, transaction related to purchases sales, performance evaluation of merchandizing companies
6 -7	Plant assets and depreciation, acquisition of plant assets
8	Depreciations, Methods, Disposal of plant and equipment. Intangible assets.
9	Mid Term
9-10	Liabilities, nature, current and long term liabilities
11 - 12	special types of liabilities
13	Share and share capital Shares issued at par, Issue of shares at premium, Issue of shares at discount
14-15	Debentures, Classification of debentures
16	Income and changes in retained earnings Reporting the results of operations, Other transactions affecting retained earnings
17-	Revisions/ Presentations
18	Final Term

TEXT/REFERENCE BOOKS:

- Frank wood & Alan Sangster (latest Edition) : Business Accounting I, prentice Hall, London
- Meigs and Meigs (Latest Edition) Accounting, the basis for business decisions, prentice Hall, London

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Principles of Microeconomics

Course Code: ECON 113

Credit Hours 3

Course Introduction:

Microeconomics studies the behavior of specific economic units that make up the economic aggregates. Microeconomics is the subject matter of this course explaining the behavior of specific economic units. The main focus will be on theories of consumption, production, distribution and role of the government. The course will rely heavily on graphical analysis and simple numerical calculations.

Course Objectives:

To introduce students with the basic tools of microeconomics.

Learning Outcomes:

Students will be able to understand demand, supply, household behavior, consumer choice, the cost structure of the firms, market structures, market failures and externalities, economic regulations and Good governance.

Week 1	Fundamentals of Economics Microeconomics and Macroeconomics, Diversity of Economics
Week 2	The Three Problems of Economic Organization : Market, Command and Mixed Economies
Week 3-4	Demand Supply and Market
Week 5,6	Demand Function, Law of Demand, Shift in Demand, Change in Demand Factors Affecting Demand,.
Week 7,8	Supply Function, Law of Supply, Changes in Supply Price Equilibrium, Market Equilibrium
Week 9	Mid-term Examination
Week 10,11	Price Elasticity of Demand & Supply, Point Elasticity of Demand & Supply Arc Elasticity of demand & Supply, Income Elasticity of Demand & Supply, Cross Elasticity of demand & Supply, Conclusion.
Week 12-13	Market Equilibrium and Efficiency, Economic Surplus, the Cost of Preventing Price Adjustments, Taxes and Efficiency, Conclusion.
Week 14	The Production Function , Total, average and marginal product, Laws of Returns to Scale , Short run Theory of Cost , Seven family cost curves, Relationship between Production and Cost Curves
Week 15	Graphical Representation of Long Run Cost Economies, Diseconomies and Constant Returns to Scale.
Week 16	Perfect Competition vs. Pure Competition, Different Possibilities of SR firm Equilibrium, Profit Maximization in the Short-run and long-run
Week 17	Short run and Long run Equilibrium under Monopoly. Conclusion (Comparison of both) Imperfect Competition: Monopolistic Competition, Price and output determination in monopolistic competition, Comparison perfect competition with monopolistic competition Oligopoly: Definition, Strategic behavior and game Theory, Price Rigidity and the kinked demand curve, Conclusion (Comparison of both). Labor Markets: The Market Demand for Labor, Supply of labor, Shifts in the market demand for and supply of labor, Inefficiency wages, monopsony
Week 18	Final-term Examination

Recommended Readings/Books:

1. Mankiw. G, *Principles of Economics*, Southwest Publishers, Latest Edition.
2. Miller, R. L, *Economics Today*, Addison Wesley, Latest Edition.
3. Samuelson Nordons –*Economics*, McGraw-Hill, Inc, Latest Edition.
4. McConnell and Bruce-*Principles of Economics*, McGraw-Hill, Latest Edition.

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Principles Of Marketing

Course Code: COM 115

Credit Hours: 03

Course Description/Objective

This course is designed to introduce foundations of marketing as they relate to the whole business enterprise. This course will focus on developing an understanding of key marketing concepts.

The objective of this course, specifically, is to enhance the conceptual knowledge of marketing as applicable to decision making process with a focus on tactical marketing mix decisions. Further it will provide the student with a comprehensive framework to evaluate marketing decisions and to create successful marketing initiatives. The course, will therefore, provide an understanding of the principles of marketing in relation to the product and services including the planning process, organizing the marketing functions, implementing the marketing decisions keeping in mind the ethical, legal and societal consideration.

Week	Contents
01	Introduction To Marketing , Marketing and the Society Importance and scope of marketing, Definition of marketing Nature and concept of marketing
02	Marketing Environments , The Marketing environment Macro environment Micro environment Environmental scanning and monitoring
03	Marketing & Strategy Strategic planning Strategic marketing planning Forecasting marketing demand
04	Marketing Decisions Information required for marketing decisions Reasons for obtaining information Marketing research
05	Consumer Behaviour Information for purchase decisions Consumer decision process Influence of social and psychological factors Market implications
06	Market Segmentation And Targeting Factors for Segmentation Selecting the target market Developing the positioning and target market strategies
07	Products And Services Definition of product and services Classification of consumer goods Classification of business goods
08	Product Development And Life Cycle Product development process and commercialization Product life cycle stages and its implications
09	Mid Term Exams
10	Pricing Overview of pricing Importance of pricing Break even analysis Factor effecting pricing decisions
11	Setting The Price And Relating Strategies Pricing objectives Sale based objectives Profit based objectives Status quo Pricing Price strategy
12	Pricing Techniques And Their Applications Cost based pricing Cost plus pricing Target pricing Floor pricing
13	Distribution Importance of distribution channels Selecting a channel of distribution Retail functions in distribution Recent trends in wholesaling and retailing
14	Promotion Importance and types of promotion Channels of communication Objectives, budgeting and promotional mix Legal environments of promotion
15 -16	Advertisement And Publicity Scope of advertisement and publicity Characteristic of advertisement and publicity Development, planning and implementation of advertising plan Evaluating the success and failure of promotional plan
17	Introduction To E-Business Introduction Different trends Rules of doing e-business E-business application in the market
18	Final Exam

RECOMMENDED BOOKS

- Philip Kotler, Principles of Marketing (Latest Edition)
- David Jobber, Principles of Marketing (Latest Edition)
- Jerome McCarthy & William, D. Pareanah, Basics Marketing, (Latest Edition)

Fundamentals of marketing by william j Stanton.

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Human Resource Management

Course Code: COM 211

Credit Hours: 03

Course Description

This course is basically designed to provide students the basic understanding of key HRM functions, which include HR planning, recruitment & selection, compensation, performance evaluation, and training & development. Since human resource provides a competitive advantage that ultimately has a vital role in success and effectiveness of any organization, this course emphasizes on the understanding of the basic concepts of managing human resource and their applications in today's organizations.

Intended Learning Outcomes

At the end of this course, students should be able to:

1. Demonstrate an in-depth knowledge of the activities and decisions that inform the employment relationship and management including recruitment, selection, training, health and safety, employment laws, motivation, and productivity of employees.
2. Understand the relevance of the HRM theories and practices, developed in Western settings, in indigenous cultures.
3. Develop and design different forms and memos for recruitment, selection, TNA and performance appraisal of employees.
4. Demonstrate and assess leadership in a professional context, by selecting and appraising appropriate styles for situations, and contributing and discussing relevant expertise, liaising with and assessing professional colleagues, and managing and evaluating a supporting team.
5. Identify and discuss ethical implications of situations and decisions, and develop appropriate professional stances.

Course Contents:

Week	Contents
01	Introduction What is HRM, Why HRM is important
02	Emerging Human resource management challenges. Trends in HRM Global vs local HRM practices
03	HRM from Islamic and indigenous perspective , Basic Islamic philosophy of managing human resource
04	Conducting Job analysis. HR Planning Job Description Job Specification
05	Staffing Recruiting and selecting employees Recruitment techniques Sources of recruitment Selection tests and Interviewing techniques
06	Employee development Performance appraisals Performance management
07	Training and development Training the employees Types of training Technique of training
08	Developing careers Career growth
09	MID-TERM EXAMINATION
10	Project Description and discussion
11 -12	Compensations Managing compensation Types of compensation
13 - 14	Rewarding performance Pay for Performance
15-16	Designing and administering benefits Types of benefits Employee relations
17	Presentations
18	Terminal Exam

Recommended/Reference Books

- Luis R. Gomez Mejia, David B. Balkin, Robert L. Cardy Managing Human Resources. (Fourth ed.).
- Human Resource Management by Gary Dessler 12th edition
- Gary Dessler (2020). *Human Resource Management*: Pearson.
- Decenzo, David A. & Robbins, S.P (2001). *Human Resource Management*: John Wiley

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Business Finance
Course Code: COM 212
Credit Hours: 03

Objectives

On completion of the course, students will be able to understand: Functions of business finance and finance manager, the basics of finance theory and its applications to corporate financial decisions, analysis of financial statements. tools and techniques of time value of money for investing decisions., concepts of risk and return for portfolio management, the principles of capital structure & the concept of cost of capital.

Week	Course Contents
Week 01	An Overview of Business Finance: Finance a quick look. Business finance and financial manager. Forms of business organization. Goals of business finance. Agency problem.
Week 02 & 03	Time Value of Money, Meaning and role of time value of money Future values Present values Annuities and its types Present and future value of annuities Future and present values of cash flows under high compounding frequency
Week 04 & 05	Distinctions Among Valuation Concepts, Bond and Their Valuation Definition and its types Key features of bonds Valuation of bonds (the basic process) Common stock Valuation Shares and their basic features Benefits from a share investment Rates of Return (or Yields)
Week 06 & 07	Risk and Return; Investment Returns; Stand-Alone Risk; Risk in Portfolio Context The Relationship between Risk and Rates of Return; Physical Assets versus Securities; Some Concerns about Beta and the CPM; Volatility versus Risk; Portfolio Theory and Asset Pricing Models; Measuring Portfolio Risk; Efficient Portfolios; Choosing the Optimal Portfolio; The Capital Asset Pricing Model; The Capital Market Line and Security Market Line; Calculating Beta Coefficient; Empirical Tests of the CAPM
Week 07 & 08	Understanding financial statements and cash flows: The balance sheet. The income statement. Analyzing the financial statements Ratio analysis: Liquidity ratios asset management ratios debt management ratios profitability ratios Market value ratios
Week 09	Mid Semester Examination
Week 10	Cash and Marketable Securities Management, Motives for Holding Cash, Speeding Up Cash Receipts S-l-o-w-i-n-g D-o-w-n Cash Payouts
Week 11 & 12	Short-Term Financing Spontaneous Financing, Negotiated Financing, Factoring Accounts Receivable Composition of Short-Term Financing
Week 13 & 14	Required Returns and the Cost of Capital Creation of Value, Overall Cost of Capital of the Firm, Project-Specific Required Rates, Group-Specific Required Rates, Total Risk Evaluation
Week 15 & 16	Long-Term Debt, Preferred Stock, and Common Stock, Bonds and Their Features, Preferred Stock and Its Features Common Stock and Its Features
Week 17	Presentations Revisions
Week 18	Final Term Examination

Recommended Books:

- Brigham, E. F., & Houston, J. F. (2021). Fundamentals of financial management. Cengage Learning.

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- Van Horne, J. C., & Wachowicz, J. M. (2013). Fundamentals of financial management 13th Edition. Pearson Education.
- Block, S. B., Hirt, G. A., & Danielsen, B. R. (2018). Foundations of Financial Management. McGraw-Hill Education.
- Graham Peirson; Rob Brown; Stephen Andrew Easton; Sean Pinder; Peter Howard (2015) Business Finance 12th edition McGraw-Hill Education

Principles of Auditing

Course Code: COM 213

Credit Hours : 03

Objectives

After completing this course students will be able to: (i) explain the current issues in auditing, (ii) describe the auditing procedures and practices in general, (iii) discuss the development of audit programs, (iv) discuss the audit procedures used to obtain audit evidence, (v) explain the auditor responsibilities under securities and exchange requirements, and (vi) discuss the ethical and other issues encountered by practicing auditors.

Week	Contents
1&2	Principles of Auditing; Definition of Audit; Auditing differentiated from Accounting; Qualities required of an Auditor; Objects of an Audit; Responsibility of an Auditor in connection with detection of error & fraud
3 & 4	Auditing Procedure; The operation of Audit/ Techniques of Audit; Procedures affecting Audit; Scope of Audit; Types/Conduct of Audit; Audit engagement letters; Audit planning; Audit evidence; Commencement of a new audit; Audit program; Test checking; Audit notebook; Working papers; Records of progress of audit
5 & 6	Internal Control; Definition; Difference among internal check, internal audit and internal control; Internal Audit; Difference between internal audit and external audit;
7 & 8	Principles of Internal Control; Review and reliance of Internal Control by the Auditor; Systems of Internal Control; Use of Statistical Records; Methods of evaluating Internal Control; Management Letter
09 Mid Semester Examination	
10-11	Vouching; Definition of Voucher; Routine Checking; Definition of Vouching; Extent of Vouching; Procedure of Vouching; Technique of Vouching; Cut-off Procedure; Audit Sampling; Selection of Sample; Evaluation of Sample Results
12-13	Verification – General; Need for Verification; Six-point technique for verification; Verification of Assets not in possession of clients; Events occurring after the date of Balance Sheet; Representation Letter; Analytical Procedures; Quality of Audit Work;
14	Verification – Liabilities; Capital; Reserves; Deferred Taxation; Debentures; Loans; Unclaimed Dividends; Liabilities; Un-expired Discounts; Contingent Liabilities; Liability Certificate; Depreciation – Auditor’s duties in regard thereto
15	Investigation; Definition; Distinction from Audit; Procedure of Investigation.
16	Auditor’s Report; Certification of Statutory Report; Report for insertion in Prospectus; Annual Audit; Submission of Auditor’s Report to Shareholders; Auditor’s report to the Members; Auditor’s report: Forms of Qualification; Audit conclusion and reporting;
17	Presentations
18	Final exam

Recommended Books:

- Andrey, A.G., Karla, M. J. & Larry, E.R. (2012). *Auditing*, (8th Edition). Cengage Learning.
- Gupta, K. (2004). *Contemporary Auditing*. Tata McGraw-Hill Education.
- Millichamp, A. H. (2002). *Auditing*. Cengage Learning EMEA.
- Saeed, K. A. (Latest Edition). *Auditing*. Institute of Business Management.
- Millichamp, A. H. (1990). *Auditing: An Instructional Manual for Accounting Students*. ELBS with DP Publications.

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Financial Management

Course Code: COM 214

Credit Hours: 03

Objective

The objective of this course is to establish foundation of financial management. It provides theoretical and conceptual knowledge of finance to the students. The course covers wide areas of finance. We will show managers how to interface with accounting and finance departments, help them to understand how firms meet their financial objectives utilizing financial decision-making. This course will also explain financial tools and techniques, which can be used to help firms maximize value by improving decisions relating to capital budgeting, capital structure, and working capital management.

After successful completion of this course students will be able to

- Understand the different basic concept of financial management
- Describe how different financial markets function.
- Estimate the value of different financial instruments (including stocks and bonds)
- Make capital budgeting decisions under different evaluation techniques like NPV, IRR, PI and Payback Period
- Apply the capital assets pricing model in practical scenario
- Discuss the capital structure theory of a firm.
- How companies manage working capital

Week	Contents
1	An Overview of Financial Management; Careers in Finance; How are Companies Organized; Finance in the Organizational Structure of the Firm; The Goals of the Corporation; Social Responsibility; Agency Relationships
2-3	Financial Markets: An Overview: Money market: Institutional framework with reference to Pakistan, Capital Markets, Primary vs secondary markets, Organized vs over the counter market, Investment banking & public securities issue, Private placement, Role of financial markets in Pakistan.
4-5	The Valuation Concepts: the valuation process, the fundamental valuation model, Valuation of securities: Bond, preferred stock. Yield over bonds and stocks.
6-8	Working Capital Management: Concepts and components, Determinants of working capital requirements, Working capital conversion cycle and identification of business risk. Optimal level of working capital, Strategies of financing working capital.
9	Mid term
10	Credit and Collection Policies, Credit , Standards, Credit Terms Analyzing the Credit, Applicant, Default Risk, Collection Policy and Procedures Inventory Management and Control, Economic Order Quantity, Just-in Time, Inventory and the Financial Manager.
11-12	Capital Budgeting Techniques, Payback Period, Internal rate of return, net present values, Profitability index. Capital rationing.
13-14	Dividend Policy, Passive versus Active Dividend Policies, Factors Influencing Dividend Policy, Dividend Stability, Stock Dividends and Stock Splits, Stock Repurchase, Administrative Considerations
15-16	Operating and Financial Leverage, leverage, business risk, sales risk, operating risk, and financial risk, and classify a risk; Calculate and interpret the degree of operating leverage, the degree of financial leverage, and the degree of total leverage; the effect of financial leverage on a company's net income and return on equity; breakeven quantity, operating breakeven quantity of sales. Calculation and explanation of total leverage
17	Presentations
18	Final Term

Recommended Texts:

- Van Horne, J. M., & Wachouicz J. M. (2008). *Fundamentals of Financial Management* (illustrated). Financial Times/ Prentice-Hall.
- Reference Texts:
- Brigham, F. E., & Houston, F. J. (2014). *Fundamentals of Financial Management*. Cengage Learning.

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- Gallagher, Timothy J. & Joseph, D Andrew. 2003. Financial Management, Principles and Practice, Third Edition, Prentice Hall: New Jersey.
- Brooks, M. R. (2012). *Financial Management: Core Concepts, 2nd Edition*. NJ, USA: Prentice-Hall.

COST ACCOUNTING

Course Code: COM 215

Credit Hours: 03

Course Description/Objective

The Course deals with examining Cost Accounting as a tool for providing information for manufacturing, internal reporting, external reporting as well as for managerial decision making. The broad course objectives are to help students to understand the central concepts of Cost Accounting, the methods of conducting data analysis preparation of reports for managerial decision making.

Learning Outcomes

After studying this course student will be able to understand:

1. The importance of Cost Accounting as a first step in the Manufacturing process.
2. Cost Accounting and explain its purpose within an organization.
3. The steps involved in the Accumulation of Total Cost in different departments.
4. Cost data for the decision making of the higher management.
5. Product costing preparation and process costing analysis.
6. Cost of production and cost of goods sold statements for onward reporting to financial statements.

Course Content

Week	Contents
Week 1	Concept and Scope of Cost Accounting: Definition and Scope of Cost accounting, Objectives of cost accounting, Cost accounting vs financial accounting, uses of cost accounting;
Week 2	Cost Concepts, Classification and Flows Definition, concept and elements of Costs, Product and Periodic Cost, Direct and Indirect Costs, Opportunity and Sunk cost, Fixed, semi-variable and Variable costs, Uses of cost data. Exercises
Week 3 -4	Cost of Goods Manufactured & Sold Statements
5-6	Job Order Costing: Job Order cost accumulation Procedure, Job order cost sheet components Exercises
7-8	Process Costing: Characteristics and procedure of process costing, Costing by departments, Process Cost Accumulation Procedures The Cost of Production Report Other Factors in Accounting for Lost Units, Exercises
9	Mid-Term Examination
10-11	Process Costing: Average and FIFO Costing Beginning Work in Process Inventories, Difficulties Encountered in Process Cost Accounting Procedures Exercises
12-13	Factory Overhead: Planned, Actual, and Applied; Variance Analysis The Nature of Factory Overhead The Use of a Predetermined Factory Overhead Rate Factors to be Considered in the Selection of Overhead Rates
14-15	The Calculation of a Factory Overhead Rate Actual Factory Overhead Over or Under applied and Variance Analysis Changing Overhead Rates Summary of Factory Overhead
16-17	Revisions and Exercises
18	Final Term

RECOMMENDED BOOKS

- Matz Usry latest Edition, Cost Accounting: Planning and Control

Reference Books:

- Matz, Hammer Usry (1985) 9th edition Cost Accounting *South-western Publishing Co*
- Garrison H. Ray, Noreen W. Eric (2004) 10th edition Managerial Accounting, *Irwin*

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ENTREPRENEURSHIP

Course Code: MGT 215

Credit Hours: 2

This course is designed to promote entrepreneurial spirit and outlook among students, encouraging them to think critically, identify opportunities, and transform their ideas into successful ventures. It aims at imparting them with the requisite knowledge, skills, abilities, enabling them to seize the identified opportunities for initiating ventures and successfully navigating the challenges that come with starting a business and managing it. The course covers topics relevant to entrepreneurship including setting up and initiation of business, market research, opportunity identification, business planning, financial literacy for managing finances and securing funding, marketing and sales, team building and innovation.

- Knowledge of fundamental entrepreneurial concepts, skills and process.
- Understanding on different personal, social and financial aspects associated with entrepreneurial activities.
- Basic understanding of regulatory requirements to set up an enterprise in Pakistan, with special emphasis on export businesses.
- Ability to apply knowledge, skills and competencies acquired in the course to develop a feasible business plan.

	Basic Definitions & Concepts,
Week 1-2	Introduction to Entrepreneurship: Definition and concept of entrepreneurship. Why to become an entrepreneur? Entrepreneurial process. Role of entrepreneurship in economic development.
Week 3-4	Entrepreneurial Skills: Characteristics and qualities of successful entrepreneurs (including stories of successes and failures). Areas of essential entrepreneurial skill and ability such as creative and critical thinking, innovation and risk taking abilities etc
Week 5	Opportunity Recognition and Idea Generation: Opportunity identification, evaluation and exploitation. Innovative idea generation techniques for entrepreneurial ventures.
Week 6-7-8	Marketing and Sales Target market identification and segmentation. Four P's of Marketing. Developing a marketing strategy. Branding.
Week 9	Mid-term Examination
Week 10-11-12	Financial Literacy: Basic concepts of income, savings, and investments. Basic concepts of assets, liabilities and equity. Basic concepts of revenue and expenses. Overview of cash-flows. Overview of banking products including Islamic modes of financing. Sources of funding for startups (angel financing, debt financing, equity financing etc.).
Week 13	Team Building for Startups: Characteristics and features of effective teams. Team building and effective leadership for startups.
Week 14-15	Regulatory Requirements to Establish Enterprises in Pakistan: Types of enterprises (e.g., sole proprietorship; partnership; private limited companies etc.). Intellectual property rights and protection. Regulatory requirements to register an enterprise in Pakistan, with special emphasis on export firms. Taxation and financial reporting obligation.
Week 16	Presentation
Week 18	Final-term Examination

Suggested : Practical Activities (Optional)S (OPTIONAL)

As part of the overall learning requirements, students shall be tasked with creating and presenting a comprehensive business plan at the end of the course for a hypothetical or real business idea. This practical exercise shall allow them to apply the knowledge, skills and competencies acquired in the course to develop a feasible business plan.

Suggested Readings



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- Barringer, B. R., & Ireland, R. D. (2020). *Entrepreneurship: Successfully launching new ventures* (6th ed.). Pearson Education
- Kuratko, D. F. (2023). *Entrepreneurship: Theory, process, and practice* (9th ed.). Cengage Learning.
- Spinelli, S., & Adams, R. J. (2016). *New venture creation: Entrepreneurship for the 21st century*. McGraw-Hill Education.
- Ries, E. (2017). *The lean startup: How today's entrepreneurs use continuous innovation to create radically successful businesses* McGraw-Hill Education.
- Read, S., Sarasvathy, S. D., Dew, N., & Wiltbank, R. (2017). *Effectual entrepreneurship*. Edward Elgar Publishing

Principles of Macroeconomics

Course Code: ECON 121

Cr. Hrs-3

Course Introduction:

The course is designed for the beginners with no formal background or little acquaintance with economics. The course includes topics on national income, components and aggregate demand. The teacher is expected to draw examples from the surrounding world to clarify the concepts.

Course Objectives:

The objective is to give the students with a clear understanding of the basic concepts, tools of analysis and terminologies used in macroeconomics

Learning Outcomes:

At the end of the course, the students will learn the basics of macroeconomics, national income accounts, and open economy macroeconomic aggregates.

Week 1-2	Introduction: The economy in aggregate, Complexities of the world of business, Scope of macroeconomics, Brief account of classical and the development of macro-economic after the World War-II, Concept of business cycles: Boom and Depression, three concerns of macroeconomics, Inflation,
Week 3-4	GDP growth and unemployment, Macroeconomic variables and their mutual relationship, Macro-models as abstraction from the real economy.
5-6	National Income: Definition and concept of national income, Measures of national income: Gross Domestic Product (GDP) and Gross National Product (GNP),
7-8	GDP at factor cost and at market prices
9	Mid term
10-11	Computation of national income: Product, Income and Expenditure approaches, Circular flow of income, Nominal versus Real income, Per capita income and the standard of living.
12-13	Components of Aggregate Demand: The Concept of Open and closed economy models, Concept of aggregate markets: Product,
14-15	Money, Labor and Capital markets Components of aggregate demand:
16-	Consumption, Investment and Government spending, , Income and expenditure identities. Money and Monetary policy, Fiscal Policy.
17	Presentations
18	Final Term

Recommended Readings/Books:

- Mankiw,G–*Principles of Economics*.Latest Edition.
- Samulson and Nordrons – *Economics*. Latest Edition.
- Parkin, Michael –*Macroeconomics*. Latest Edition.
- Miller, R.L.– *Economics Today*. Latest Edition.

ADVANCED ACCOUNTING

Course Code: COM 311

Credit Hours: 03

Objectives:

- To understand the accounting treatment of how shares are issued, forfeited and reissued. Also to know about the issue of bonus shares, right shares and determination of the maximum amount of bonus shares.
- To understand about the issue of debentures, redemption of debentures, methods of redemption of preference shares.
- To understand that how branch accounts are prepared. Also to know about the accounting treatment regarding debtors system.
- To understand and calculate different financial ratios

Week	Contents
1-2	Partnership: Appropriation of profit and loss Meaning of partnership Features of partnership Fixed and fluctuating capital accounts Appropriation of net profit
3-4	Partnership: admission of a partner Adjustment in regards to profit sharing ratio Adjustment in regards to goodwill Adjustment in regards to revaluation of assets and liabilities Adjustment in regards to undrawn profits or retained earning Adjustment in regards to partners' capitals
5-6	Company Kinds of companies Difference between a joint stock company and an ordinary partnership Difference between a private and a public company
7-8	Company accounts: Accounting for issue of shares Share capital of a company Share , Stock The issue of shares SEBI guidelines Shares payable by instalments Forfeiture of shares , Reissue of forfeited shares
9	Mid Term
10-11	ISSUE OF BONUS AND RIGHT SHARES Bonus Shares , Latest SEBI Guidelines for Issue of Bonus Shares Determining the Maximum Amount of Bonus Issue Right Shares Issue
12-13	Redemption of preference shares Methods of redemption , Premium on redemption of preference shares Logic behind the creation of a capital redemption reserve
14-15	Consignment accounts Goods consigned at cost price Goods consigned at invoice price
16	Joint venture accounts Difference between joint venture and consignment Accounting treatment where no separate set of books is maintained
17	Liquidation of companies , Introduction Liquidation and insolvency, Methods of winding up Contribution and distribution of assets , Statement of affairs
18	Final Term exams

Recommended Books:

- Mukherjee A. Hanif, (2006) "Modern Accountancy", Volume I 3rd Edition Tata McGraw-Hills Delhi
- Mukherjee A. Hanif, (2006) "Modern Accountancy", Volume II 3rd Edition Tata McGraw-Hills Delhi

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- International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS) Latest Edition by ICAP
- Kieso, Weygandt, and Warfield, Intermediate Accounting, Latest Edition Wiley higher education.
- An Insight into IFRS by Mohyuddin Tahir Latest Edition
- Javed H. Zuberi , “Advanced Accounting”, Latest Edition, Petiwala Book Depot.
- Reference Books:
- Gateway to IFRS Latest Edition
- Past Papers by ICAP, ICMAP and PIPFA covering above-cited Topics.
- Gupta, R.L. & Swamy, M. Radha, “Advanced Accounting”, Latest Edition, Sultan Chand & Sons
- Shukla M.C & Grewal, T. S , “Advanced Accounts” Volume 1 and 2, Latest Edition. Sultan Chand & Sons.

Organizational Behaviour

Course Code: COM 312

Credit Hours: 03

Course Description/Objective

Organizational behavior (OB) is an interdisciplinary field drawing from numerous disciplines including psychology, sociology, anthropology, economics, organization theory, statistics, and many others. Effective management of human resources within organizations requires an understanding of various behavior and processes. Managers need to know why people behave as they do in relation to their jobs, their work groups and their organizations. This knowledge of individuals' perceptions, motivational attitudes and behavior will enable managers to not only understand themselves better, but also to adopt appropriate managerial policies and leadership styles to increase their effectiveness.

The focus of instruction will move progressively through the individual, group and organizational levels of behavior and will examine the interrelationships of behavioral phenomena among these levels

Indented Learning Outcomes

Upon completion of this course, students should be able to:

1. Understand the components of individual behavior and group behaviors in the organizational context.
2. Understand the relevance of the OB theories and practices, emphasized by Western texts, in local settings.
3. Understand the Islamic perspective of understanding and directing human behaviour towards achievement of goals.
4. Understand the causes of job dissatisfaction and stress as well as methods of improving job

Course Contents

Week	Contents
01	What is Organizational Behaviour Importance of organizational behavior
02 & 03	Foundations of Individual Behaviour: Biographical Characteristics, Ability, Learning
04	Attitudes and Job Satisfaction Types of attitudes Types of behaviors
05 & 06	Perception and Individual Decision Making Why perception is important Types of decision making Biases and errors in decision making
07 & 08	Motivation concept Content theories of Motivational Process theories of motivation
09	MID-TERM EXAMINATION
10	Foundations of Group Behavior Groups in organization
12 -13	Power and politics Types and sources of power Politics in organizations
14	Conflict and negotiation Types of conflicts



15-16	Functions of organization structure Types of organizational structure Organizational structure and its impact on individuals and groups
17	Organizational culture Organizational culture and individual behavior Presentations
18	Final Term Examination

RECOMMENDED BOOK

Smith, P., Farmer, M., & Yellowley, W. (2013). *Organizational behaviour*. Routledge.

Buchanan, D. A., & Huczynski, A. (2019). *Organizational behaviour*. Pearson UK.

Robbins, P. S., & Judge, T. A. (2009). *Organizational Behaviour*. 13th ed.

Business Law

Course Code: LLB 319

Credit Hours: 03

Objectives

This course is intended to:

- Acquaint students with Legal System of Pakistan
- Familiarize the students with the different Mercantile Laws affecting the economic and business environment in Pakistan.
- Make students understand the important elements and aspects of business and industrial laws.
- Enable the students to assess the nature and Impact of certain types of rules and regulations by analyzing the cases referred to in the recommended books/sources.
- Equip the students with the necessary skills and aptitude to deal tactfully with the legal situations arising out of business routine matters.

Week	COURSE OUTLINE
1	Legal SYSTEM OF PAKISTAN Meaning of Legal System; Major Components / Divisions of Legal System of Pakistan; Comprehensive Analysis of Legal System of Pakistan; Factors of Economic Development w.r.t to Pakistan; Various Measures / Strategies to enhance Economic Growth
2-3	BUSINESS LAW Nature of Business Law; Major Sources of Business Law; Application / Use of Business Law; CONTRACT ACT, 1872 Proposal and Acceptance including Legal Definition, and Meaning, Communication of Offer and Acceptance, Revocation of Offer and Acceptance; Agreement and Contract including Legal Definition, Meaning, and Difference, Legal Capacity to make a Contract, Major Classification and Kinds of Contracts, Essential Elements / Ingredients of a Valid Contract, Trinity of a Contract.
4-5	Legal Rules pertaining to Consideration, and Exceptions thereof, Major Types of Void Agreements. Flaws in Contracts, Free Consent, and its Flaws (Coercion, Undue Influence etc.), Doctrine of Frustration of Contract. Quasi Contract, and its Types, Contingent Contract, and its Types, Performance of Contracts including Reciprocal Promises Breach and Discharge of Contracts, Remedies for Breach of Contract Contracts of Indemnity and Guarantee covering Legal Definition, Meaning, and Difference, Rights and Liabilities of Indemnity-holder, Consideration for Guarantee, Nature and Extent of Surety's Liability, Continuing Guarantee, and its Revocation, Rights of Surety, Discharge of Surety from Liability



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6-7	Law of Agency covering Legal Definition, and Meaning, General Rules of Agency, Eligibility to employ an Agent, and Eligibility to become an Agent, Necessity of Consideration for Agency, Classification of Agents, Modes of Creation of Agency, Extent of Agent's Authority, and Delegation of Authority, Distinction between Sub-agent and Substituted Agent, Duties and Rights of Agent, Personal Liability of Agent to Third Parties, Rights and Duties of Principal, Liability of Un-named, and Un-disclosed Principal, Modes of Termination of Agency
Week 8	Bailment and Pledge including Essential features, and parties; Rights and duties of parties; Termination of pledge and Bailment
9	Mid-Term
10-11	SALE OF GOODS ACT, 1930 Contract of Sale of Goods covering Legal Definition, and Meaning of a Contract of Sale, Essential Elements of a Contract of Sale, Distinction between Sale and Agreement to Sell, Classification (Kinds) of Goods, The Provisions pertaining to 'Price' Conditions and Warranties covering, Legal Definition of Condition and Warranty, The Distinction between them thereof, Conditions and Warranties (Express and Implied) in a Contract of Sale Provisions pertaining to 'Transfer of Property' Performance of a Contract of Sale including Legal Definition, and Meaning of 'Performance' in a Contract of Sale, Modes of Delivery, Acceptance of Delivery by Buyer, Sale by non-owner Remedial Measure in a Contract of Sale, Legal Definition, and Meaning of 'Unpaid Seller' in a Contract of Sale, Rights of an 'Unpaid Seller', Rights of a Buyer against Seller, Auction Sale, and Legal Provisions regarding it
12-13	NEGOTIABLE INSTRUMENTS, 1881 Nature and Meaning of Negotiable Instruments including Legal Definition, and Meaning of a Negotiable Instruments, Characteristics of Negotiable Instruments, Presumptions as to Negotiable Instruments
14-15	Classification (Kinds) of Negotiable Instruments; Promissory Notes Definition, and Essential Elements, Bill of Exchange Definition, and Essential Elements, Cheque Definition, and Essential Elements, Hundi Definition, and Meanings Parties to Negotiable Instruments: Holder Meanings, and Features; Holder-in-due-course Meanings, and Features; Capacity of Parties
16-17	Presentment of Negotiable Instruments: Presentment for Acceptance; Presentment for Sight; Presentment for Payment Negotiation of Negotiable Instruments: Definition, Eligibility for Negotiation, and Duration of Negotiability; Distinction between Negotiation and Assignment; Modes of Negotiation; Endorsement, and its Kind Dishonor and Discharge of Negotiable Instruments: Definition, and Meaning of Dishonor and Discharge; Modes of Dishonor (Non-acceptance and Non-payment); Discharge of the Instruments and the Parties; Modes of Negotiation Banker and Customer Relation (Legal): Definition, and Meaning of Banker and Customer Crossing of Cheques, and its Types; Bouncing of Cheques (Provisions from Banking Law / Circulars)
18	Final Term Exam

RECOMMENDED BOOKS:

- Mercantile Law (2013) Bare Acts
- Mercantile Law (2013) by M. C. Kuchhal
- Mercantile Law by M. C. Shukla
- Saeed, Khawaja Amjad, Mercantile and Industrial Laws in Pakistan, Institute of Business Management, Lahore Latest Edition

REFERENCE BOOKS:

- Mercantile Law (2010) by Luqman Baig Latest Edition
- Business Law by Khalid Mehmood Cheema, Sayed Mobin Mahmud & Co. Lahore Latest Edition
- Business Law By Nazir A. Sheikh Latest Edition

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- Internet source: www.Paksearch.com

INFERENCEAL STATISTICS

Course Code: STAT 213

Credit Hours: 03

Objectives:

- Understand the terminology related to Inferential Statistics, and to understand the role of sampling theory in estimation of population parameters and testing of hypotheses concerning parameters.
- Develop an understanding about the set of rules that lead to a decision culminating in the acceptance or rejection of some statement or hypothesis about the population.
- Provide with the necessary skills and competencies in using computer statistical package to assist in performing different inferential procedures required in a statistical analysis through practical application.

COURSE OUTLINE

WEEK	COURSE OUTLINE
1 -3	Probability and Probability Distributions: Probability: Random experiments, sample space and events. Counting techniques. Definitions and axioms of probability. Basic laws of probability. Independence of events. Bayes Theorem (proof not required) and its application. Discrete and continuous distributions: Binomial, Poisson Geometric and Normal Distribution. Exercises
3 & 4	Sampling and Sampling Distributions: Introduction, sample design and sampling frame, bias, sampling and non-sampling errors,
5 & 6	sampling with and without replacement, probability and non-probability sampling, Sampling distributions for single mean and proportion, Difference of means and proportions. Exercises.
7-8	Hypothesis Testing: Introduction, Statistical problem, null and alternative hypothesis, Type-I and Type-II errors, level of significance, Test statistics, acceptance and rejection regions, general procedure for testing of hypothesis.
9	Mid Term
10 & 11	Exercises. Testing of Hypothesis- Single Population: Introduction, testing of hypothesis and confidence interval about the population mean and proportion for small and large samples, Exercises. Testing of Hypotheses-Two or more
12 & 13	Populations: Introduction, Testing of hypothesis and confidence intervals about the difference of population means and proportions for small and large samples, Analysis of Variance and ANOVA Table. Exercises Testing of Hypothesis-Independence of Attributes: Introduction, Contingency Tables, Testing of hypothesis about the Independence of attributes. Chi-square test of Independence, Chi square test of goodness of fit, Chi- square test of homogeneity, Introduction and application of F-distribution: Test of hypothesis for equality of two variance. Exercises.
15, 14	Hypothesis Testing: Introduction, Statistical problem, null and alternative hypothesis, Type-I and Type-II errors, level of significance, Test statistics, acceptance and rejection regions, general procedure for testing of hypothesis. Exercises. Testing of Hypothesis-Single Population: Introduction, testing of hypothesis and confidence interval about the population mean and proportion for small and large samples, Exercises. Testing of Hypotheses-Two or more
16, 17	Populations: Introduction, Testing of hypothesis and confidence intervals about the difference of population means and proportions for small and large samples, Analysis of Variance and ANOVA Table. Exercises Testing of Hypothesis-Independence of Attributes: Introduction, Contingency Tables, Testing of hypothesis about the Independence of attributes. Chi-square test of Independence, Chi square test of goodness of fit, Chi- square test of homogeneity, Introduction and application of F-distribution: Test of hypothesis for equality of two variance. Exercises.
18	Final

Recommended Books:

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- Johnson, R and Kuby, P. (2004) "Elementary Statistics" 9th Edition Brooks/Cole, a division of Thomson Learning, Inc. USA
 - Walpole, R.E., Myers, R.H and Myers, S.L. (1998), "Probability and Statistics for Engineers and Scientist" 6th edition, Prentice Hall, NY.
 - Chaudhry, S.M.and Kamal, S. (1996), "Introduction to Statistical Theory" Parts I & II, 6th ed, Ilmi Kitab Khana, Lahore
 - Spiegel, M.R., Schiller, J.L. and Sirinivasan, R.L. (2000) "Probability and Statistics", 2nd ed. Schaums outlines Series. McGraw Hill. NY.
- Chaudhry, S.M. and Kamal, S. , "Introduction to Statistical Theory" Part I, II, Latest Edition, Ilmi Kitab Khana, Lahore, Pakistan.

Economics of Financial Markets

Course Code: ECON 484

Cr. Hrs-3

Course Introduction:

This course includes topics on financial markets, theory of the role and functioning of financial system, growth and stability of financial system, and current issues in financial institutions and markets.

Course Objectives:

The aim of this course is to provide a solid foundation on financial markets and institutions.

Learning Outcomes:

Students will learn about financial markets, theory of the role and functioning of financial system, growth and stability of financial system, and current issues in financial institutions and markets. The course is expected to create an additional interest in financial markets, as well as enhance learning among students.

Week 1	Theory of the Role and Functioning of Financial System: Information asymmetric and the need for the role of financial sector.
Week 2	Some Basic concepts like adverse selection, moral hazard, free rider and principal-agent problems in financial sector to understand puzzles of financial markets.
Week 3-4	Financial system and its relationship with the rest of the economy. Functions of financial sector: mobilization and allocation of resources; pooling, diversification and trading of risk; advisory role; financing technological innovation and development. Financial Repression vs Financial Liberalization.
Week 5,6	Growth and stability of financial system: Why there is need to regulate the financial sector? Why financial sector is most regulated one in an economy? State Bank of Pakistan and its main functions: conduct of monetary policy; promotion, establishment, regulation and supervision of depository institutions; exchange rate policy and management of foreign exchange reserves
Week 7,8	Payment System (NIFT and its functions. Relating to payments system). Securities and Exchange Commission of Pakistan and its functions: promotion, establishment, regulation and supervision of various components of capital market.
Week 9	Mid-term Examination
Week 10,11	Financial Institutions and Current issues: Scheduled Banks and their role in economic development of Pakistan: Introduction to commercial banking; structure of commercial bank in Pakistan; Assets and Liabilities of a commercial bank; performance indicators for commercial banks; recent issues in commercial banking.
Week 12-13	Non-bank Financial Institutions: Development Financial Institutions, Investment Banks, Modarbas, Leasing companies, Mutual Funds, Housing Finance Corporations, Discount Houses, Venture Capital Companies. Micro Finance Institutions, SME Banks Insurance Companies – the rationale and role.

Week 14	Functioning of Money Market (Primary and Secondary Dealers Capital Market (Stock exchanges and Various Components of capital markets – Securities, equities, bonds, debentures)
Week 15	Foreign Exchange Market and its evolution, dollarization of the economy.
Week 16	Legal Framework (SBP Act 1956, BCO, 1984, SBP Prudential Regulations), Accounting Standard, Auditing,
Week 17	Corporate governance of banks and other financial institutions. Human Resource Development (Skill and Training) – Importance for functioning of financial sector. Electronic Banking and its prospects
Week 18	Final-term Examination

Recommended Readings/Books:

- Fabozzi, F. and Modigliani, F. Capital Markets. Prentice- Hall London. Latest Edition.
- Mishkin, The Economics of Money, Banking, and Financial Markets. Latest Edition.
- Zaidi, Akber. “Issues in Pakistan Economy,” Karachi. Latest Edition.
- SBP Annual and Quarterly Reports (Latest)
- SBP Financial Sector Assessment: (Latest)



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85-Dec-2023

Money Banking and Finance

Course Code: COM 314

Credit Hours: 03

The course discusses financial processes emphasizing the role of the financial intermediaries. Particular emphasis is on banking sector, implications for economic growth and stability, monetary policy in Pakistan, and the role of the State Bank of Pakistan. Other financial intermediaries such as insurance companies, brokerage houses, mutual trusts, and Modarabas will also be discussed.

Week 01	Introduction and Development of Monetary Mechanism
02. 03	Evolution of Money and Payment System, Definition of Money, Function of Money & Measurement of Money, Demand for Money & Supply of Money.
04-05	Role of Money in the Economy Demand for Money
6	Banking, Origin Evolution Types and Functions Sources of Funds in Relation to Legal, Economic and Social Factors Involved in Pakistan
7	Banker Customer Relationship Primary and Others
8	Payment of Cheques and Other Instruments by Banks Collection of Instruments by Banks Crossing and Endorsements Principles of Bank Lending Control of Credit in Pakistan Security of Bank Advances
9	Mid term
10-11	Negotiable and Other Instruments Promissory Notes Bill of Exchange Cheque Drafts Receipt Bonds Coupons Dividend Warrants Letter of Credit, Credit and Debit Cards, online Banking
12	Micro Finance Institutions, SME Banks
13	Basics of Finance, Financial Institutions and Current issues
14	Financial Instruments Certificate of Deposits Treasury Bills Purchase Agreements Banker's Acceptances, Federal Funds, Corporate Stocks Corporate Bonds Mortgages Government Securities Consumer and Commercial Loans Municipal Bonds
15-16	Functioning of Money Market (Primary and Secondary Dealers Capital Market (Stock exchanges and Various Components of capital markets – Securities, equities, bonds, debentures) Foreign Exchange Market and its evolution, dollarization of the economy.
17	Presentations
18	Final Term Examination

Recommended Books

- Mishkin (2003), The Economics of Money, Banking, and Financial Markets. 7th edition.
- Ritter, L. S. and Peterson, R.L. Financial Institutions and Financial Markets. 9th edition. New York. Basic Books.
- Arby, Muhammad Farooq (2004), "Functions, Evolution and Organization of State Bank of Pakistan" www.sbp.org.pk
- History of State Bank of Pakistan (Volume – 3, chapters 2 to7, 13).
- Zaidi, Akber (2005), "Issues in Pakistan Economy," Karachi. Chapters12, 13

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Managerial Accounting

Course Code: COM 315

Credit Hours : 03

Objectives

- Equip the students with Emerging New Concepts and its application in the field of managerial accounting.
- Develop the skills in students so that are be able to make proper distinction between different Types of Costs, and their respective Uses.
- Develop the skills in students to design the costing system that help in Optimal Decision Making

Course Outlines

Weeks	TOPICS
1-2	The changing role of managerial accounting in a dynamic business environment: Managerial Accounting; Managerial VS Financial Accounting, Managerial Accounting in different Types of Organizations, Evolution and Adaptation in Managerial Accounting, Cost Behavior. Service VS Manufacturing firm, emergence of new industries, global competition, focus on customer, cross functional team, computer integrated manufacturing, product life cycle and diversity, time-based competition.
3-4	Activity based costing. Some key issues about cost drivers; activity dictionary and bill of activities, direct vs indirect costs, when is new product –costing system needed; cost management systems. Activity based management and cost management tools: two Dimensional abc, customer profitability analysis, target costing, kaizen costing, benchmarking and reengineering, theory of constraints,
5-6	MARGINAL / DIRECT AND ABSORPTION COSTING Meaning of Direct and Absorption Costing, Direct (variable) costing income Statements, reconciling income under direct and absorption costing change in inventory, evaluation of direct and absorption costing effect of the volume variance.
7-8	COST-VOLUME-PROFIT ANALYSIS / BREAK-EVEN ANALYSIS Meaning of Cost-Volume-profit, Break-even Point, Contribution Margin Approach, Equation Approach, Graphic Approach, Safety Margin, Angel of Incidence, PV Ration and its uses cost structure and operating leverage, Effect of Income Taxes.
9	Mid term
10	GROSS PROFIT ANALYSIS Procedures for Analyzing Gross Profit Refinement of Sales volume Analysis Uses of Gross Profit Analysis
11-12	BUDGETING:PROFIT.SALES.COSTS .and Expenses.Human Behavior Profit Planning Principles of Budgeting The Complete Periodic Budget Computerized Budgeting
13-14	BUDGETING: Expenditures and Cash. Non-manufacturing Business and Non Profit Organization: Capital Expenditure's Budget Research and Development Budget Cash Budget Projected of Forecast Income Statement Projected of Forecast Balance Sheet Financial Forecasts for External User Planning and Budgeting for Non-manufacturing Zero-Base Budgeting Probabilistic Budgets
15-16	STANDARDS COSTING AND VARIANCE ANALYSIS Basic concept of standard costing, preparation of standard cost, types of production capacities, material price and usage variances, labor rat and efficiency variances, variable overhead expenditure and efficiency variances, Fixed overhead budget and volume variances

Recommended Books:

- Collin Drury (2006). *Cost and Management Accounting*: Thomson Learning
- Matz & Usury (2010). *Cost Accounting Planning and Control*: South-western Publishing Company,
- Garrison H. Ray, Noreen W. Eric. (2021). *Managerial Accounting*: Irwin publishers

Principles of Taxation

Course Code: COM 316

Credit Hours: 3

Course Description:

This course provides students with a comprehensive understanding of taxation principles, concepts, and regulations, covering individual and business taxation.

Course Outline:

Week 1-2	Introduction to Taxation, The role of taxation in government revenue Principles of taxation, Ethical considerations in taxation Taxation systems and structures
Week 3-4	Individual Income Taxation Taxable income and deductions, Filing status and tax credits Tax planning and compliance, Case studies in individual taxation
Week 5-6	Business Taxation - Part 1: Sole Proprietorships and Partnerships Taxation of business income, Business deductions and credits Self-employment tax, Tax strategies for sole proprietorships and partnerships
Week 7-8	Business Taxation - Part 2: Corporations and S Corporations Corporate tax structures and rates, Dividends and capital gains taxation, Business losses and carryovers, Tax strategies for corporations and S corporations
Week 9	Mid-term Examination
Week 10,11	International Taxation, Taxation of international transactions Transfer pricing and the arm's length principle , Tax treaties and double taxation Ethical considerations in international taxation
Week 12-13	Tax Planning and Strategies, Tax-efficient investment strategies Estate and gift taxation, Tax-advantaged retirement planning Ethical tax planning and its limitations
Week 14	Taxation of Investments and Property Taxation of capital gains and dividends, Real estate and property taxation Taxation of financial assets , Case studies in investment and property taxation
Week 15-16	Tax Compliance and Reporting Tax return preparation, Tax software and electronic filing IRS audits and appeals, Tax ethics for professionals and taxpayers
Week 17	Emerging Trends in Taxation Digital taxation and e-commerce, Taxation of crypto currencies, Green taxation and environmental incentives, Future challenges and opportunities in taxation
Week 18	Final-term Examination

Recommended Books:

- Federal Income Taxation by Rupert S. Bain, George K. Yin, and Daniel L. Simmons (2021).
- Principles of Taxation for Business and Investment Planning by Sally M. Jones and Shelley C. Rhoades-Catanach (2021).
- International Taxation in a Nutshell by Richard L. Doernberg (2019).
- Estate and Gift Taxation by William P. Streng (2019).
- Taxation of Financial Intermediation: Theory and Practice for Emerging Economies by Cedric Humphrey (2021).



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85-Dec-2023

Corporate Financial Reporting

Course Code: COM 317

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of financial reporting principles, including the preparation and analysis of financial statements, and the role of accounting standards and regulations.

Course Outline:

Week 1-2	Introduction to Financial Reporting The role of financial reporting in business, Financial reporting standards and regulations Ethical considerations in financial reporting Overview of the financial reporting process
Week 3-4	Accounting Principles and Concepts Generally Accepted Accounting Principles (GAAP) Accrual accounting vs. cash accounting Revenue recognition and matching principles, Ethical considerations in accounting
Week 5-6	Financial Statement Preparation - Part 1: Income Statement Structure and components of the income statement Revenue recognition and expense recognition Earnings per share (EPS) Analysis of income statements
Week 7-8	Financial Statement Preparation - Part 2: Balance Sheet Structure and components of the balance sheet, Asset valuation and recognition, Liabilities and equity, Analysis of balance sheets,
Week 9	Mid-term Examination
Week 10,11	Financial Statement Preparation - Part 3: Statement of Cash Flows Structure and components of the statement of cash flows Operating, investing, and financing activities Direct and indirect methods, Analysis of cash flow statements
Week 12-13	Financial Statement Presentation and Disclosures Notes to the financial statements, Segment reporting and interim reporting, Fair value measurement Ethical considerations in financial statement disclosures
Week 14	Accounting for Income Taxes, Accounting for income tax expense, Deferred tax assets and liabilities, Tax provisions and effective tax rates, Ethical considerations in tax accounting
Week 15-16	Accounting for Business Combinations, Mergers and acquisitions accounting Purchase price allocation Goodwill and intangible assets Ethical considerations in business combinations
Week 17	Emerging Trends in Financial Reporting International Financial Reporting Standards (IFRS) Environmental, Social, and Governance (ESG) reporting Integrated reporting and sustainability Future challenges and opportunities in financial reporting
Week 18	Final-term Examination

Recommended Books:

- Financial Accounting by Jerry J. Weygandt, Paul D. Kimmel, and Donald E.ieso (2021).
- Intermediate Accounting by Donald E.ieso, Jerry J. Weygandt, and Terry D. Warfield (2021).
- Financial Reporting, Financial Statement Analysis, and Valuation by James M. Wahlen, Stephen P. Baginski, and Mark Bradshaw (2020).
- Financial Accounting and Reporting by Barry Elliott and Jamie Elliott (2018).

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Econometrics

Course Code: ECON 363

Cr. Hrs-3

Course Description:

This course basically focuses on techniques for estimating linear regression models, problems commonly encountered in estimating these models, and on interpreting the estimates of models.

Course Objectives:

This course is designed to develop basic understanding in students about econometrics and provide working knowledge of its basic tools.

Learning Outcomes:

After completion of this course, students

- Can apply econometric tools for modeling, estimation, inference, and forecasting in the context of real-world economic problems.
- Be capable to apply appropriate estimation techniques under different types of data/model problems
- Can evaluate critically the results and conclusions of other researchers.

Week	Contents
Week 1	An Introduction to Econometrics Why Study Econometrics? Methodology of Econometrics, Types of Econometrics
Week 1	Data types and its sources
Week 2-3	The Classical Linear Regression Model (CLRM) Simple Regression function, Population regression function
Week 4,5,6	Linear regression function, Linearity in variables and linearity in parameters, Simple Regression Analysis
Week 7,8	Statistical properties of OLS estimators (BLUE), Classical Linear Regression Model (CLRM) and its assumptions, Estimation of the coefficient of determination
Week 9	Mid-term Examination
Week 10,11	The Multiple Linear Regression Model (MLRM) Multiple Regression Analysis
Week 12-13	Difference between simple and multiple regression analysis,
Week 14	Properties of OLS estimators
Week 15	Coefficient of determination (R^2) and Adjusted R^2 ,
Week 16	Testing the significance of Regression coefficients (t-test)
Week 17	Testing the overall significance (F-test) of the model
Week 18	Final-term Examination

Core Readings/Recommended Books:

1. Gujarati, D. Basic Econometrics, McGraw Hill Latest Edition.
2. Koutsoyiannis, A. Theory of Econometrics, McMillan Latest Edition.
3. R. Carter Hill, William E. Griffiths, George G. Judge Undergraduate Econometrics-Wiley, Latest Edition
Dougherty, Christopher Introduction to Econometrics Oxford University Press, Latest Edition

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Assistant Registrar
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University of Jharkhand
85-Dec-2023

Strategic Management

Course Code: COM 411

Credit Hours: 03

Week	Contents
1, 2	Introducing strategy: What is strategy: The characteristics of strategy Levels of strategy The vocabulary of strategy Strategic management: The Strategic position The strategic choices Strategy into action Strategy development processes
3	The Environment: The macro environment: The PESTLE framework Key drivers of change porter`s diamond Building scenarios
4	Opportunities and threats: Strategic gap SWOT The TOWS matrix
5- 6	STRATEGY FORMULATION: Vision and Mission The business vision & mission Importance of vision and mission Components of mission statement Environmental scanning/audit/analysis: External environment, its factor and analysis
7- 8	Strategic capability: Introduction Foundations of strategic capability: Resources and competences Threshold capabilities Unique resources and core competences Capabilities for sustainable competitive advantage: Value of strategic capabilities Rarity of strategic capabilities Robustness of strategic capabilities Non-substitutability Dynamic capabilities Diagnosing strategic capability:
9	Mid-term Examination
10,	Business level strategy: Introduction Identifying strategic business units Bases of competitive advantage: the strategy clock Price based strategies Differentiation strategies The hybrid strategy Focused differentiation Failure strategies Sustaining competitive advantage:
12 - 13	Competition and collaboration : Game theory: Simultaneous games Sequential games Repeated games Changing the rules of the game
14-15	Corporate level and international strategy Introduction Product/ market diversity: Related diversification Unrelated diversification and performance
16	Methods of strategy development: Internal development Mergers and acquisitions Strategic alliances Success criteria: Suitability Acceptability Feasibility
17	Assignments, Case Studies, presentations
18	Final Term

RECOMMENDED BOOKS

- Rothaermel, F. T. (2021). Strategic management. McGraw Hill London
- Gamble, J., Thompson, A., & Peteraf, M. (2020). *Essentials of Strategic Management 4e*. McGraw Hill.
- Exploring corporate strategy by Gerry Johnson, Kevan Scholes and Richard Whittingtonz

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Assistant Registrar
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85-Dec-2023

Business Research Methods

Course Code: COM 412

Credit Hours: 03

Course Description

This course is designed to give an overview of the principles and methods of business research: identification of research question, development of theoretical framework and model, securing the respondents, making a test investigation, sampling, collecting data, types and errors of collected data, tabulating and analyzing the information, interpreting the findings and stating the conclusion through a series of class projects. Practical experience is offered to the students on how research techniques and procedures are applied to solve the business problems. The course will also help the students in understanding the importance of the business research as a management decision tool and in dealing with various business-related theoretical and applied problems.

Indented Learning Outcomes

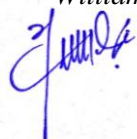
At the end of this course, the students should be able to

1. Recognize the importance of research as a first step in Business Studies.
2. Translate basic/applied business issues into appropriate academic research questions.
3. Understand the links between the issues being investigated and the method of investigation.
4. Understand the governing principles in the qualitative and the survey research traditions, the merits and limitations of each, and of their independent and supporting roles in business contexts.
5. Using software for statistical analysis and interpretation (SPSS).
6. Understand and apply the skills required to design and conduct research studies using qualitative and/or survey methods.
7. Acquire the ability to interpret research results and establish the substantive meaning and implications of the findings for managerial practice.

01	The Role of Business Research, Definitions, Structure of Decision-Making Level of Decision Making Decision Making Process Manager Researcher Relationship
02	Scientific Inquiry ,Overview Definitions and Terminologies Used in Research Methods of Theory Construction Model Based Theory Deductive Theory, Functional Theory, Induction Theory, Relevance of Science in Business Research Scientific Methods
3	Research & Types of Research, The Role of Business Research What is business research Why it is important
4-5	The research process: An overview Types of research Problem Identification and Formulation
6-7	Research Proposal, Contents of research proposal
8	Writing effective research proposals
9	Mid Term
10-11	The Nature of Research Design, Error Reduction Through Research Design Experimental Design Validity Concerns Managerial Considerations
12	Primary Data Collection, nature, and methods
13	Secondary Data Collection, nature, and methods
14	Sampling Design, Steps in Sampling Process, Questionnaire Design
15	Questionnaire Design Close ended questions Sample Designs and Sampling Procedures Types of Sampling
16	Attitude Measurement Attitude as a Hypothetical Construct Techniques for Measuring Attitudes
17	Data analysis
18	Final Term Examination

RECOMMENDED BOOKS

- William G. Zikmund, *Business Research Methods, Latest Edition, Thomson Learning*



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- Research Methodology: A Step-by-Step Guide for Beginners Third Edition
- 3.research Design, Quantitative, Qualitative and Mix methods, by John W Cresswell

Project Management

Course Code: COM 413

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of project management principles and practices, including project initiation, planning, execution, monitoring, and closure.

Course Outline:

Week 1-2	Introduction to Project Management The role of project management in organizations Project life cycle and phases Ethical considerations in project management Overview of project management processes
Week 3-4	Project Initiation and Selection Project selection criteria Project charters and stakeholders Project feasibility analysis Case studies in project initiation
Week 5-6	Project Planning - Part 1: Scope and Schedule Defining project scope and objectives, Work breakdown structure (WBS) Developing project schedules, Analysis of project scope and schedules
Week 7-8	Project Planning - Part 2: Cost and Resource Management Estimating project costs Resource allocation and levelling Cost and resource budgets Case studies in cost and resource management
Week 9	Mid-term Examination
Week 10,11	Risk Management in Projects, Identifying project risks Qualitative and quantitative risk analysis, Risk response planning Ethical considerations in risk management
Week 12-13	Project Execution and Monitoring, Managing project teams Quality assurance and control, Monitoring and reporting project progress Analysis of project execution and monitoring
Week 14	Project Communications and Stakeholder Management Effective project communication , Stakeholder identification and analysis Managing stakeholder expectations Case studies in project communications
Week 15-16	Project Closure and Lessons Learned, Closing project phases and deliverables, Lessons learned and post-project evaluation Handover and documentation Ethical considerations in project closure
Week 17	Emerging Trends in Project Management Agile and Scrum methodologies Project management software and tools, Sustainable project management Future challenges and opportunities in project management
Week 18	Final-term Examination

Recommended Books:

- A Guide to the Project Management Body of Knowledge (PMBOK Guide) by Project Management Institute (2021).
- Project Management: A Systems Approach to Planning, Scheduling, and Controlling by Harold Kerzner (2021).
- Project Management for Dummies by Stanley E. Portny (2021).
- Project Management Ethics by George P. Cress and James K. Hardy (2019).

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85-Dec-2023

Islamic Banking and Finance

Course Code : COM 414

Credit Hours : 03

The course has been designed to enable the students to understand and explain the philosophy, principles and operations of Islamic finance including Islamic banking, Islamic financial instruments, and Takaful. Students will learn about the role of Shari'ah in Islamic finance, the differences between Islamic and conventional finance, and how to apply Islamic principles to business transactions.

Week	Contents to be Covered
1	Introduction to Islamic Banking & Finance, Some arguments regarding contemporary Islamic banking
2	Money & Commodity, Different Economic Systems
3	History of Islamic banking
4	67 Appeals & its reply, Detailed Account of Riba Al Jahilliyya, Riba Al Fadl
5 -6	Hikmat & Illat, Debt & Dain, Socioeconomic Impact of Conventional Banking Model.
7-8	Four sets of verses regarding Riba, What makes Income Haram, Abridged version of Deposit and financing side of both the Islamic and conventional banks
9	Mid Terms
10	Financial penalty, Time value of money and Time value of Asset, Transactional objectives of IB transactions
11	Murabaha Financing
12	Ijarah Financing
13	Shirkat
14	Diminishing Musharakah
15	Mudaraba Financing
16	Salam and Istisna Financing
17	Presentations
18	Final Term Exam

Recommended Books

- Islam & Contemporary Business & Economics, By Justice (Rtd) Mufti Muhammad Taqi Usmani.
- The Historic Judgment on Interest, By Justice (Rtd) Mufti Muhammad Taqi Usmani.
- Introduction to Islamic Finance, By Justice (Rtd) Mufti Muhammad Taqi Usmani

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85-Dec-2023

Corporate Governance

Course Code: COM 415

Credit Hours: 03

Course Description

Objective

Upon the successful completion of the course the student will be able to apply theory to application, demonstrating an understanding of the theoretical knowledge base of organizational behavior, will be able to analyze how individual and group behaviors act as building blocks to organizational behavior.

Course Contents

Week	Contents
1	An Overview of Corporate Governance
2 -3	A Brief History of Corporate Governance
4-5	Shareholders and Stakeholders
6-7	Models and Mechanisms Board of Directors
8	An analysis of corporate governance in Islamic and western perspective
9	Mid Term
10-11	Audit Committee
12-13	Banking Corporate Governance
14-15	Corporate Scandals and Best Practices
16-17	Internal Control, Business Ethics and Corporate Social Responsibility
18	Final Term

Recommended Text Books:

- Companies Ordinance 1984 issued by SECP
- Code of Corporate Governance, 2013 or Latest, issued by SECP
- Corporate Governance, Latest Edition, Christine A. Mallin, Oxford University Press
- Corporate Governance and Chairmanship a personal view by Adrian Cadbury by Oxford University Press

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Assistant Registrar
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University of Tikalanda
85-Dec-2023

Financial Markets and Institutions

Course Code : COM 447

Credit Hours : 03

OBJECTIVES

- The course is offered to orient the students with the understandings of the financial institutions and their working in international capital markets.
- It introduces the students to the structure and functions of the financial systems and offers a practical perspective on the workings of these financial institutions. The module first provides an overview of the financial system, focusing on its main components, functions and operations; determination of interest rates and valuation of cash flows.
- Secondly, it covers financial markets including money markets, bond markets, mortgage markets, stock markets and derivatives markets.
- Thirdly, it introduces the basic elements financial institutions and their role in corporate finance and in the economy. The module therefore, is intended to enable students to understand the general functions and main features of important financial markets and institutions, and to be familiar with the structure and dynamics of the financial system in Pakistan and at international level.

WEEKS	Course Contents
1	Role of Financial Markets and Institution, Types of Financial Markets, How Financial Markets facilitate Corporate Finance, Valuation of Securities in Financial Markets, Market efficiency, Financial Market Regulation, Role of Financial Institution
2&3	Determination of Interest Rate, Loanable, Fund Theory, Factors the affect Interest rate, Forecasting Interest rate
4,5&6	Debt Securities Markets, Money Markets Securities, Institutional use of Money Markets, Valuation of Money Markets Securities, Bond Market, Background on Bonds, Treasury and Federal agency bonds, Municipal Bonds, Corporate Bonds, Others types of long term bonds, Bond Investment Strategies
7&8	Equity Market, Private equity, Public equity, Initial Public Offering, Secondary Stock Offering, Stock Repurchases, Stock Exchanges, Monitory Publicly Traded Companies
9	MID TERM
10	Markets Microstructure and Strategies, Stock Markets Transactions, How stock Transactions are executed, Regulation of Stock Trading, Trading of International Stocks
11&12	Commercial Bank Operations, Background on commercial banks, Bank sources of funds, Uses of Funds by Banks, Off balance sheet activities, International Banking,
13&14	Mutual Fund Operations, Background on Mutual fund , Types of Mutual fund, Mutual Fund categories, Performance of Mutual Funds, Money Market Funds, Other types of funds
15&16	Securities Operations, Services provided by securities firms, Regulation of securities firms, Risk of securities firms, Valuation of Securities firms,
17	Presentations
18	Final Examination

Recommended Books:

- Madura, J. (2020). *Financial markets & institutions*. Cengage learning.
- Mishkin, F. S., & Eakins, S. G. (2019). *Financial markets*. Pearson New York

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Business Ethics and CSR

Course Code: COM 313

Credit Hours : 03

Course Objectives

- To sensitize the students to the ethical dimensions of business and to train them to identify ethical dilemmas, analyze them systematically and resolve them based on ethical principles and moral theory.
- To examine the ethical dimensions of business from different perspectives (American/British, European/Japanese, etc) and to introduce tools of ethical analysis of management decisions involving difficult choices between right and right and wrong and wrong.
- To differentiate between responsive and strategic CSR in terms of shareholder and social value, competitive advantage and sustainability.
- To help participants evaluate the CSR standards of their own companies, identify CSR initiatives and convey competencies for their effective implementation and evaluation.

COURSE OUTLINE

Week	COURSE OUTLINE
1-2	Meanings/ Definitions of Ethics and Social Responsibility; Basic Principles,
3	Who cares? Who bothers? The “amoral” majority, Unconscious biases
4-5	Definitions, The case for and against ethics in business, Why the law cannot do it? Do Business Ethics make economic sense? The invisible hand and market failures; Distinction between Social Ethics and Professional/Business Ethics
6	Human resource issues, Conflict of interest issues, Customer confidence issues, Use of corporate resources, Blowing the whistle
7-8	Consequentialist or teleological theories (ethical egoism and utilitarianism), Non-consequentialist or deontological theories (normative ethical relativism, golden rule and Kantianism), Virtue ethics and defining moments, Rawlsian Theory of Justice, Stakeholder theory of management Rawlsian Theory of Justice, Stakeholder theory of management
9	Mid Term
10	Eight steps to resolving ethical dilemmas and conflicts,
11	Ethics in finance and accounting, Ethics in marketing and advertising, Ethics in human resource management, Ethics in governance and leadership
12	Asymmetry of information and adverse selection, Principal-agent problems and imperfect contracts, The market value of trust and reputation.
13-14-15	CSR as an ethical responsibility of business towards society, Responsive vs. strategic CSR, Choosing the right CSR initiatives to create shared social and business value, Implementing, evaluating and scaling up CSR to maximize shared value.
18	Presentations

Recommended Books:

- SECP (2013). *Code of Corporate Governance*: SECP
- Archie B. Carroll, Ann K. Buchholtz (2011). *Business and Society: Ethics, Sustainability, and Stakeholder Management*: South- Western College Publications, Cengage Learning
- Anne T Lawrence and James Weber (2019). *Business and Society: Stakeholders, Ethics, Public Policy*: McGraw-Hill/Irwin

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- Paul Griseri and Nina Seppala (2010). *Business Ethics and Corporate Social Responsibility*: CENGAGE Lrng Business Press

Corporate Finance

Course Code : COM 441

Credit Hours: 03

OBJECTIVES

- This important module aims at building and enhancing the competence of the students in corporate finance. This is done by extending the business finance course to an in-depth understanding of some of the important functions of the finance subject such as the capital structure, dividend policy and financial markets and institutions. This course helps managers in emphasizing on strategic decision-making techniques that best serve the interests of shareholders in order to maximize the value of the firm.

Weeks	Topics
01	Introduction to corporate finance, What is corporate finance? The role of the financial manager The financial environment,
02	Creating value with financing decisions, Patterns of corporate financing, Common stock, Ownership of the corporation, Voting procedures, Classes of stock, Preferred stock, Corporate debt, Convertible securities
03 & 04	How corporations raise venture capital and issue securities, Venture capital, The initial public offering, Arranging a public issue, Other new issue procedures, The underwriters, General cash offer by public companies, General cash offers and shelf registration, Cost of the general cash offer, Market reaction to stock issues, The private placement
05-06	Financial markets and institutions, The importance of financial markets and institutions, The flow of savings to corporations, The stock market Other financial markets, Financial intermediaries, Financial institutions, Functions of financial markets and intermediaries, Transferring cash across time, Risk transfer and diversification, Liquidity, The payment mechanism, Information provided by financial markets
7	Working capital management The cash cycle, Inventory management Accounts receivable management, Accounts payable management
8	Long-term financing Debt financing, Equity financing,
9	Mid Term Exam
10-11	Capital structure, Raising capital — Issuing securities — Venture capital and IPO Rights issues, Theories of capital structure,
12	Agency costs — optimal capital structure, Interactions between Investments and Financing
13-14	Mergers and Acquisitions Types and motives, Payment methods, Target company valuation Bid evaluation, Do mergers benefit the shareholders?
15-16	Dividend payout policy, How corporations payout cash to shareholders Paying dividends, Limitations of dividends, Stock dividends and stock splits, Stock repurchases, Why repurchases are like dividends, Repurchases and share valuation, How do corporate decide how much to payout? The information content of dividends and repurchases, The payout controversy, Why dividends are irrelevant in perfect and efficient capital markets, The assumptions behind dividend irrelevance Why dividends may increase value, Why dividends may decrease value
17	Presentations / Revisions
18	Final term exam

Suggested Reading:

- Brealey, R. A., Myers, S. C., & Allen, F. (2020). *Principles of corporate finance*. McGraw-hill.
- Graham, J., Adam, C., & Gunasingham, B. (2020). *Corporate finance*. Cengage AU.
- Chandra, P. (2012). *Fundamentals Of Financial Management*, Tata McGraw-Hill Publishing Company Limited, New Delhi
- James C. venhorne,. (2005). *Fundamentals of Financial Management*. Pearson Education.

Advanced Cost Accounting

Course Code: COM 452

Credit Hours: 3

Course Description:

This course delves into advanced concepts and techniques in cost accounting, providing students with the skills and knowledge needed to analyse costs, make informed decisions, and optimize organizational performance.

Course Outline:

Week 1-2	Cost Accounting Fundamentals Introduction to cost accounting Cost terms, concepts, and classifications Cost behavior and analysis Cost accounting standards
Week 3-4:	Cost Allocation and Apportionment Cost allocation methods - Joint and by-product costing Activity-based costing (ABC) Overhead allocation and absorption
Week 5-6:	Cost-Volume-Profit (CVP) Analysis - Contribution margin analysis - Break-even analysis - Sensitivity analysis - Profit planning and decision making
Week 7-8:	Job and Process Costing - Job costing vs. process costing- Job order costing system - Process costing system- Hybrid costing systems
9	Mid Term
Week 10:	Standard Costing and Variance Analysis Standard costing system Direct material and labor variances Overhead variances Variance analysis for decision-making
Week 11-12:	Activity-Based Costing (ABC) and Management - ABC in service and manufacturing industries- Cost hierarchy and drivers - Strategic cost management - Value chain analysis
Week 13-14	: Cost Accounting for Decision-Making - Relevant costs and decision making - Special order decisions - Make or buy decisions - Capital budgeting and investment analysis
Week 15-16:	Performance Measurement and Management - Balanced scorecard and key performance indicators (KPIs) - Responsibility accounting - Transfer pricing - Performance evaluation and compensation
17	Revisions & Exercises
18	Final Term

Recommended Books:

- Banerjee, B. (2021). *Cost accounting: Theory and practice*. PHI Learning Pvt. Ltd..
- Brewer, P. C., Garrison, R. H., & Noreen, E. W. (2019). *Introduction to managerial accounting*. McGraw-Hill.
- Drury, C. M. (2013). *Management and cost accounting*. Springer.
- Stenzel, J. (Ed.). (2008). *Lean accounting: best practices for sustainable integration*. John Wiley & Sons.

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Auditing

Course Code: 443

Credit Hours: 03

Course Description:

After completing this course students will be able to: (i) explain the current issues in auditing, (ii) describe the auditing procedures and practices in general, (iii) discuss the development of audit programs, (iv) discuss the audit procedures used to obtain audit evidence, (v) explain the auditor responsibilities under securities and exchange requirements, and (vi) discuss the ethical and other issues encountered by practicing auditors.

Week	Contents
1&2	Principles of Auditing; Definition of Audit; Auditing differentiated from Accounting; Qualities required of an Auditor; Objects of an Audit; Responsibility of an Auditor in connection with detection of error & fraud
3 & 4	Auditing Procedure; The operation of Audit/ Techniques of Audit; Procedures affecting Audit; Scope of Audit; Types/Conduct of Audit; Audit engagement letters; Audit planning; Audit evidence; Commencement of a new audit; Audit program; Test checking; Audit notebook; Working papers; Records of progress of audit
5 & 6	Internal Control; Definition; Difference among internal check, internal audit and internal control; Internal Audit; Difference between internal audit and external audit; Principles of Internal Control; Review and reliance of Internal Control by the Auditor; Systems of Internal Control; Use of Statistical Records; Methods of evaluating Internal Control; Management Letter
7 & 8	Vouching; Definition of Voucher; Routine Checking; Definition of Vouching; Extent of Vouching; Procedure of Vouching; Technique of Vouching; Cut-off Procedure; Audit Sampling; Selection of Sample; Evaluation of Sample Results
09 Mid Semester Examination	
10-12	Verification – General; Need for Verification; Six-point technique for verification; Verification of Assets not in possession of clients; Events occurring after the date of Balance Sheet; Representation Letter; Analytical Procedures; Quality of Audit Work; Verification – Liabilities; Capital; Reserves; Deferred Taxation; Debentures; Loans; Unclaimed Dividends; Liabilities; Un-expired Discounts; Contingent Liabilities; Liability Certificate; Depreciation – Auditor’s duties in regard thereto
13	Investigation; Definition; Distinction from Audit; Procedure of Investigation.
14-15	Auditor’s Report; Certification of Statutory Report; Report for insertion in Prospectus;
16	Annual Audit; Submission of Auditor’s Report to Shareholders; Auditor’s report to the Members; Auditor’s report: Forms of Qualification; Audit conclusion and reporting;
17	Presentations
18	Final Term Exm

Recommended Books:

Andrey, A.G., Karla, M. J. & Larry, E.R. (2012). *Auditing*, (8th Edition). Cengage Learning.

Gupta, K. (2004). *Contemporary Auditing*. Tata McGraw-Hill Education.

Millichamp, A. H. (2002). *Auditing*. Cengage Learning EMEA.

Saeed, K. A. (Latest Edition). *Auditing*. Institute of Business Management.

Millichamp, A. H. (1990). *Auditing: An Instructional Manual for Accounting Students*. ELBS with DP Publications.

Tandon, B. N., Sundharsanam, S. & Sundharabahu, S. *A Hand Book of Practical Auditing*. S. Chand & Co. Ltd.

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Advanced Auditing

Course Code: 445

Credit Hours: 03

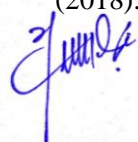
Course Description:

This course explores advanced topics in auditing, providing students with a deep understanding of audit methodology, ethics, and emerging trends in the field. It emphasizes critical thinking and practical application of audit concepts.

Week	Contents
1-2	Auditing Fundamentals Introduction to auditing Auditing standards and ethics The audit process Professional responsibilities
3-4	Risk Assessment and Materiality Risk assessment in auditing Materiality and audit planning Internal control assessment Sampling techniques
5-6	Audit Evidence and Documentation Audit evidence and documentation Sampling methods Audit procedures and techniques Advanced documentation practices
7-8	Advanced Audit Procedures Advanced audit procedures Substantive testing Analytical procedures Audit of specific accounts
9	Mid Term Examination
10	Specialized Auditing Auditing in specific industries (e.g., financial institutions, healthcare) Auditing in a digital environment Forensic auditing Auditing of compliance and government programs
11-12	Audit Reporting and Communication Types of audit reports Communication with clients Audit opinions Going concern assessment
13-14	Emerging Trends in Auditing Big data and analytics in auditing Cybersecurity and IT auditing Environmental, social, and governance (ESG) auditing, Sustainability reporting
15-16	Audit Quality and Assurance Audit quality control, Peer review and inspection Continuous auditing and monitoring, Auditing profession and future outlook
17	Case Studies and Practical Application Various case studies and practice materials provided by the instructor
18	Final Term Examination

Recommended Books:

- "Auditing and Assurance Services" by Timothy J. Louwers, Robert Ramsay, David Sinason, Jerry R. Strawser, and Jay C. Thibodeau (2020).
- "Auditing: A Risk-Based Approach to Conducting a Quality Audit" by Karla M. Johnstone, Audrey A. Gramling, and Larry E. Rittenberg (2018).
- "Auditing: The Art and Science of Assurance Engagements" by Alvin A. Arens, Randal J. Elder, and Mark S. Beasley (2020).
- "Audit and Assurance Essentials" by Alvin A. Arens (2021).
- "Auditing and GRC Automation in SAP" by Maxim Chuprunov (2015).
- "Auditing: An Integrated Approach" by Alvin A. Arens, Randal J. Elder, and Mark S. Beasley (2018).



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Fintech and Digital Finance

Course Code: COM 454

Credit Hours: 03

Course Description:

This course introduces Financial Technology (FINTECH) and digital finance, covering the fundamental concepts and emerging trends in the field. Students will gain insights into the digital transformation of the financial industry.

Week	Contents
1-2	Introduction to FINTECH Understanding FINTECH and its impact Key players in the FINTECH ecosystem Regulatory frameworks in FINTECH The future of financial services
3-4	Digital Payments and Cryptocurrency Digital payment methods Bitcoin and cryptocurrencies Blockchain technology Central bank digital currencies (CBDCs)
5-6	Peer-to-Peer Lending and Crowdfunding Peer-to-peer lending platforms Crowdfunding models Regulatory considerations Risks and benefits
7-8	Mobile Banking and Digital Wallets Mobile banking applications Digital wallet technology Contactless payments Security in mobile finance
9	Mid Term Examination
10	Robo-Advisors and Investment Platforms Robo-advisory services , Online investment platforms Algorithmic trading, Ethical considerations
11-12	Insurtech and Regtech , Innovations in insurance technology Regulatory technology solutions, Data analytics in risk management Compliance and governance
13-14	Financial Inclusion and Emerging Markets Financial inclusion initiatives, Mobile banking in emerging markets Cross-border transactions Economic impact of FINTECH
15-16	Cybersecurity in Financial Technology, Cyber threats and vulnerabilities Security measures in FINTECH ,Data protection and privacy Case studies in cybersecurity
17	Future Trends and Challenges, AI and machine learning in finance Quantum computing and finance ,Green finance and sustainability Preparing for the future of digital finance
18	Final Term Examination

Recommended Books:

- "FINTECH: Financial Technology Handbook for Investors, Entrepreneurs, and Visionaries" by David M. Scott (2021).
- "Blockchain Basics: A Non-Technical Introduction in 25 Steps" by Daniel Drescher (2017).
- "Cryptoassets: The Innovative Investor's Guide to Bitcoin and Beyond" by Chris Burniske and Jack Tatar (2017).
- "The Crowdfunding Handbook: Raise Money for Your Small Business or Start-Up with Equity Funding Portals" by Cliff Ennico (2016).
- "The Mobile Banking and Payment Revolution" by Sankar Krishnan (2014).
- "The FinTech Book: The Financial Technology Handbook for Investors, Entrepreneurs and Visionaries" edited by Susanne Chishti and Janos Barberis (2016).
- "Cybersecurity in Finance: Getting Started" by José Manuel Menezes (2021).

- "FINTECH Innovation: From Robo-Advisors to Goal Based Investing and Gamification" by Paolo Sironi (2016).

Budgeting and Financial Reporting

Course Code: COM 446

Credit Hours: 03

Course Description:

This course introduces students to the fundamental concepts of budgeting and financial reporting, emphasizing the importance of these skills in managing financial resources and making informed decisions.

Week	Contents
1-2	Introduction to Budgeting Understanding budgeting, Types of budgets, Budgeting process Role of budgeting in organizations
3-4	Budget Preparation Budgeting principles, Forecasting techniques Budget components, Zero-based budgeting
5-6	Budget Monitoring and Control Budget variance analysis, Performance evaluation Budget revisions and adjustments, Beyond financial budgets
7-8	Financial Statements , The purpose of financial statements Income statement (Profit and Loss statement) Balance sheet, Cash flow statement
9	Mid Term Examination
10	Financial Reporting Standards International Financial Reporting Standards (IFRS) Generally Accepted Accounting Principles (GAAP) Interpretation and application The importance of standardized reporting
11-12	Analysis of Financial Statements Ratio analysis Liquidity, profitability, and solvency ratios DuPont analysis Common size and trend analysis
13-14	Financial Reporting for Decision-Making Strategic decisions and financial data, Investment decisions Credit and lending decisions Regulatory compliance
15-16	Ethics in Financial Reporting, Ethical considerations in financial reporting Financial fraud and manipulation, Corporate governance and transparency Case studies in ethics
17	Advanced Topics in Budgeting and Reporting Rolling budgets and forecasting, Performance-based budgeting Integrated financial reporting, Future trends in budgeting and reporting
18	Final Term Examination

Recommended Books:

- "Budgeting Basics and Beyond" by Jae K. Shim and Joel G. Siegel (2019).
 - "Financial Statements: A Step-by-Step Guide to Understanding and Creating Financial Reports" by Thomas R. Ittelson (2019).
 - "International Financial Reporting Standards (IFRS): An AICPA Accounting and Auditing Guide" by AICPA (2020).
 - "Financial Statement Analysis and Security Valuation" by Stephen H. Penman (2019).
 - "Financial Reporting, Financial Statement Analysis, and Valuation" by James M. Wahlen, Stephen P. Baginski, and Mark Bradshaw (2018).
6. "Ethics in Accounting: A Decision-Making Approach" by Gordon Klein (2016).

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7. "Budgets and Financial Management in Higher Education" by Margaret J. Barr and George S. McClellan (2020).

Behavioral Finance

Course Code: 453

Credit Hours: 03

Course Description

This course looks at the behavioral aspects of financial and investment decisions. The course begins with a discussion of market efficiency, the “Winner’s Curse,” and speculative bubbles, followed by discussion on limits to arbitrage, the relative mispricing of common stocks, and the tendency of individual investors to trade in a highly correlated fashion. The other main topics include heuristic and biases identified by behavioral decision theorists and how these affect investor behavior. The other topics include overconfidence, attribution theory, the representative heuristic, the availability heuristic, anchoring and adjustment, fairness, hindsight bias, and prospect theory. The course also looks at several market anomalies and at explanations, behavioral and otherwise, for anomalies. Finally, the course examines the applications of behavioral decision theory to corporate finance.

Week	Content
1	Introduction and History of Behavioural Finance
2	Overconfidence
3	Representativeness
4	Anchoring
5	Cognitive Dissonance
6	Availability
7	Illusion of Control
8	Conservatism
9	Mid Term Examination
11	Regret
12	Endowment
13	Framing, Loss Aversion (Disposition Effect)
14	Mental Accounting
15	Confirmation,
16	Hindsight
17	Presentations, Assignments & Quizzes
18	Final Term Examination

Recommended Books:

Behavioral Finance and Wealth Management by Micheal M. Pompian

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Financial Risk Management

Course Code: COM 450

Credit Hours: 03

Course Description

This course will focus on variety of risks faced by financial managers and the tools available for managing these risks. Particularly, we shall focus on credit risk, interest rate and liquidity risks, market risk, foreign exchange risk, and country risk. We shall learn about the tools and techniques available for managing these risks such as future contracts, option contracts, swaps, value-at-risk (VaR) and other standard risk-hedging techniques, and methods of measuring volatility. Students attending this course are expected to have studied basic courses of investment and portfolio management and have good understanding of asset pricing models.

Course will cover theory and application related to

- Understanding risk and return (revisiting related statistics)
- Identifying & Measuring different kinds of risk
- Monitoring & reporting of Risk
- Mitigation & control of different types of Risk
- Different risk related regulations and guidelines in Pakistan and globally

Using Risk management software and making of Risk scoring and grading sheets

Course outline

Week	Topics
1	Overview of Risk management
2	Process, framework, key concepts
3	Market Risk
4	Description & Types
5	Measurement methods and calculations
6	Risk management techniques and strategies used RoR risk analysis and calculations
7-8	VaR analysis and calculations
9	Mid Term
	Liquidity risk Sources of liquidity Liquidity issues
10	Measurement and calculations
11	Liquidity risk management and consequences Future developments
12-13	Credit Risk
14	Credit application process Credit analysis
15	Credit risk measures Credit risk management
16	Operational Risk Categories & Events Models & Management
17	General Framework for Risks in IFIs Regulatory guidelines and framework Product-related risk sharing
18	Final term

Recommended Books:

There is no single book that will cover all the topics included in this course. Selected chapters from the following books will be covered in the course. Also, additional reading materials will be made available at the website of the course: <http://sites.google.com/site/imspeshawar> (remember do not include the prefix www to the website address)

- Hull, J. (2012). *Risk management and financial institutions*, + *Web Site* (Vol. 733). John Wiley & Sons.
- Hull, John C., (2006), *Options, Futures, and Other Derivatives [OFOD]*, Prentice-Hall (sixth edition).

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- Ross, S. A., Westerfield, R. W., & Jordan, B. D. (2022). *Fundamentals of corporate finance*. McGraw-Hill.
- Christoffersen, P. (2011). *Elements of financial risk management*. Academic press.

Investment and Portfolio Management :

Course Code : COM 448

Credit Hours : 03

Course Outline

WEEK	TOPICS
1-2	The universality and importance of finance Financial decisions , Forecasting, Finance Decision Investment Decision, Liquidity Decision and Dividend Decision Investment Settings Understanding Investment measure the rate of return on an investment Determinants of required rates of return Measures and sources of risk arising from an investment, relationship between risk and return
2-3-4	The asset allocation decision Individual investor life cycle The portfolio management process Investment, constraints - liquidity needs, an investment, time horizon, tax factors, legal and regulatory constraints The importance of asset allocation
5-6	Securities Markets, purpose and function of a market, primary and secondary capital market stock exchanges and over-the-counter (OTC) markets, major types of orders, Financial Markets...Money market securities and Capital Market Securities
7-8	Security market index uses of security market indicator indexes differentiating factors in constructing market indexes stock market indexes, Bond market indexes, composite stock market indexes
9	MID Term
10	Efficient capital markets, efficient market hypothesis (EMH), sub hypothesis, alternative efficient market hypotheses, behavioral finance, implications of efficient capital markets,
11	Efficient Markets and Portfolio Management Portfolio Management, an overview, MARKOWITZ PORTFOLIO THEORY, risk, alternative measures of risk used in investments?
12-13	expected rate of return for an individual risky asset or a portfolio of assets? standard deviation of rates of return for an individual risky asset, relationship between covariance and correlation, standard deviation for a portfolio of risky assets, risk-return–efficient frontier of risky assets Assumptions of the capital asset pricing model, risk-free asset,
14-15	risk-return characteristics Relationship between systematic risk and return, The market portfolio: theory versus practice covariance and correlation between the risk-free asset and a risky asset, or portfolio of risky assets expected return - risk-free asset and a portfolio of risky assets,
16-17	the market portfolio, capital market line (CML) diversification, systematic and unsystematic risk? relevant risk measure for an individual risky asset, security market line (SML), beta deficiencies of the capital asset pricing model CAPM), arbitrage pricing theory (APT) similarities and differences relative to the CAPM, strengths and weaknesses of the APT,
18	Final Term

Recommended Books

- Bodie, Z., & Kane, A. (2020). *Essentials of investments*.
- Frank K. Reilly, Keith C. Brown (2011). *Investment Analysis and Portfolio Management(Hardcover)*: Cengage Learning
- Mayo, H. B. (2020). *Investments: an introduction*. Cengage Learning.

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- Zvi Bodie, Alex Kane, Alan J. Marcus (2006). *Essentials of investments*: The mcgraw-Hill

Corporate Reporting

Course Code: COM 421

Credit Hour: 3

Course Description:

This course provides students with a comprehensive understanding of corporate reporting, focusing on the preparation and analysis of financial statements and their role in decision-making.

Week 1-2	Introduction to Corporate Reporting Role of corporate reporting in business Users of financial statements Regulatory framework and standards Historical development of corporate reporting
3-4	The Conceptual Framework and Accounting Standards Conceptual framework for financial reporting, International Financial Reporting Standards (IFRS) Generally Accepted Accounting Principles (GAAP) Ethical considerations in reporting
5-6	Financial Statement Preparation Income statement (Profit and Loss) Balance sheet (Statement of Financial Position) Cash flow statement (Statement of Cash Flows) Statement of changes in equity
7-8	Revenue Recognition and Accounting Policies Principles of revenue recognition Measurement of revenue Accounting policies and estimates Impact of accounting choices
9	Mid-term Examination
10-11	Property, Plant, and Equipment (PPE) and Intangible Assets Accounting for PPE ,Depreciation and impairment Intangible assets and goodwill Disclosure requirements
12-13	Comprehensive Income and Other Comprehensive Income Components of comprehensive income Reporting comprehensive income Reporting other comprehensive income Earnings per share (EPS)
14-15	Corporate Reporting for Groups and Complex Structures Consolidation and equity accounting Business combinations Fair value measurement Special reporting issues
16	Emerging Trends in Corporate Reporting Sustainability reporting and ESG (Environmental, Social, Governance) Integrated reporting, Technology and corporate reporting Future challenges and opportunities
17	Presentations
18	Final-term Examination

Recommended Books:

- Financial Reporting and Analysis by Lawrence Revsine, Daniel Collins, and Bruce Johnson (2018).
- International Financial Reporting Standards (IFRS): An AICPA Accounting and Auditing Guide by AICPA (2020).
- Financial Statement Analysis and Security Valuation by Stephen H. Penman (2019).
- Intermediate Accounting by Donald E. Kieso, Jerry J. Weygandt, and Terry D. Warfield (2019).
- Corporate Reporting and Company Law by Lorraine McLeish (2019).
- Accounting Information Systems by Marshall B. Romney and Paul J. Steinbart (2020).
- Financial Accounting: An Introduction by Atrill and McLaney (2019).

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Public Sector Accounting

Course Code COM- 422

Credit Hours: 3

Course Description:

This course provides students with a comprehensive understanding of public sector accounting, focusing on the unique accounting principles, financial reporting, and budgeting processes in the public sector.

Course Outline:

Week 1-2	Introduction to Public Sector Accounting Role and importance of public sector accounting Distinctions between public and private sector accounting Regulatory framework and standards Historical development of public sector accounting
Week 3-4	Fund Accounting and Governmental Financial Reporting Fund types in the public sector, Fund accounting principles Governmental financial statements, Measurement focus and basis of accounting
Week 5-6	Budgeting and Financial Control in the Public Sector Budget development and execution, Performance-based budgeting Encumbrances and budgetary control, Budget amendments and reporting
Week 7-8	Revenue Recognition in Public Sector, Revenue recognition principles Tax revenue accounting, Grant accounting User fees and charges
Week 9	Mid-term Examination
Week 10,11	Expenditure and Expense Accounting, Expenditure and expense classification, Capital assets and infrastructure accounting Accounting for public debt, Contingent liabilities
Week 12-13	Financial Reporting and Disclosures Comprehensive annual financial report (CAFR) Notes to the financial statements, Supplementary information Management discussion and analysis (MD&A)
Week 14	Performance Measurement and Accountability Government performance measurement Program budgeting, Performance indicators and Key Performance Indicators (KPIs) , Transparency and accountability in the public sector
Week 15-16	Emerging Trends in Public Sector Accounting Integrated reporting in the public sector, Sustainability accounting and reporting, Technology and data analytics in public sector accounting Future challenges and opportunities
Week 17	Ethics and Fraud Prevention in the Public Sector Professional ethics in the public sector, Fraud risks and prevention Whistleblowing and reporting misconduct Case studies in public sector accounting ethics
Week 18	Final-term Examination

Recommended Books:

- Public Sector Accounting and Financial Reporting by Dean Neu and Wilfrid Laurier (2020).
- Governmental Accounting, Auditing, and Financial Reporting by Eric S. Berman, Charles W. Calhoun, and Susan M. Ranck (2020).
- Governmental and Nonprofit Accounting: Theory and Practice by Michael H. Granof, Thad D. Calabrese, and Daniel L. Smith (2019).
- Government Finance Statistics Yearbook by International Monetary Fund (various editions).
- Public Sector Financial Management by R. G. Ballance (2018).
- Sustainability Accounting and Integrated Reporting by Charl de Villiers and Roger Burritt (2017).

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- Ethics in Accounting: A Decision-Making Approach by Gordon Klein (2016).

Accounting for Not-for-Profit Associations

Course Code: COM 423

Credit Hours: 3

Course Description:

This course provides students with a foundational understanding of accounting principles and practices specific to not-for-profit organizations, including financial reporting and regulatory compliance.

Course Outline:

Week 1-2	Introduction to Not-for-Profit Accounting Nature and purpose of not-for-profit organizations Regulatory framework and standards Historical development of not-for-profit accounting Ethical considerations in not-for-profit accounting
Week 3-4	Fund Accounting and Reporting Fund accounting principles, Types of funds in not-for-profits Financial statement presentation, Differences from for-profit accounting
Week 5-6	Revenue Recognition in Not-for-Profits ,Types of revenue sources Contribution accounting Grant accounting Compliance with donor restrictions
Week 7-8	Expenditure and Expense Allocation Program expenses vs. supporting expenses, Allocating expenses to programs and functions, Administrative and fundraising costs, Cost allocation methods
Week 9	Mid-term Examination
Week 10,11	Financial Statement Preparation Statement of financial position (Balance sheet) Statement of activities (Income statement) Statement of cash flows Statement of functional expenses
Week 12-13	Regulatory Compliance and Reporting Filing Form 990, IRS reporting requirements, State-specific regulations Reporting on compliance and internal controls
Week 14	Auditing and Assurance Services for Not-for-Profits Types of audits , Audit planning and risk assessment Auditor's report,Internal controls and audit recommendations
Week 15-16	Budgeting and Financial Management Budgeting in not-for-profit organizations, Cash flow management. Reserve funds and investments, Sustainability and financial stability
Week 17	Emerging Trends in Not-for-Profit Accounting Impact of technology on financial management, ESG (Environmental, Social, Governance) reporting, International accounting standards for not-for-profits Future challenges and opportunities
Week 18	Final-term Examination

Recommended Books:

- Not-for-Profit Accounting, Tax, and Reporting Requirements by Edward J. McMillan and E. J. McMillan (2020).
- Accounting for Governmental and Nonprofit Entities by Jacqueline Reck, Suzanne Lowensohn, and Earl Wilson (2019).
- Not-for-Profit Accounting Made Easy by Warren Ruppel (2020).
- Not-for-Profit Audit Committee Best Practices: A Guide for Good Governance by Edward J. McMillan (2019).
- The Essentials of Finance and Accounting for Nonfinancial Managers by Edward Fields (2019).
- Performance Measurement for Nonprofits: Measuring Impact in the Age of Accountability by Alnoor Ebrahim (2006).
- The Budget-Building Book for Nonprofits: A Step-by-Step Guide for Managers and Boards by Murray Dropkin and Jim Halpin (2019).

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Strategic Management Accounting

Course Code COM- 424

Credit Hours : 3

Course Description:

This course provides students with the knowledge and skills required for strategic management accounting and performance management, emphasizing how financial information is used for decision-making and performance evaluation.

Course Outline:

Week 1-2	Introduction to Strategic Management Accounting Role of strategic management accounting Link between strategic planning and management accounting Historical development of strategic management accounting Ethical considerations in performance management
Week 3-4	Cost Management for Competitive Advantage Cost classifications and behaviours , Cost-volume-profit analysis Cost reduction and cost control Target costing and life-cycle costing
Week 5-6	Activity-Based Costing (ABC) and Activity-Based Management (ABM) Principles of ABC, Activity cost pools and drivers Implementing ABM for process improvement, ABC for decision support
Week 7-8	Performance Measurement and Key Performance Indicators (KPIs) Performance measurement frameworks, Balanced Scorecard Key performance indicators (KPIs), Designing performance measurement systems
Week 9	Mid-term Examination
Week 10,11	Budgeting and Strategic Planning Budgeting process Flexible budgeting, Beyond the budget: Rolling budgets and forecasting, Strategic planning and budgeting alignment
Week 12-13	Strategic Cost Management and Decision Support, Cost drivers and value chain analysis, Cost management in supply chain, Cost management for quality and innovation, Capital budgeting and investment analysis
Week 14 -15	Performance Reporting and Communication, Reporting performance to stakeholders, Dashboards and scorecards, Effective communication of financial information, Legal and ethical considerations in reporting
Week 16	Emerging Trends in Strategic Management Accounting/Performance Management, Big data analytics and performance management Sustainability and performance reporting, Technology-driven performance management, Future challenges and opportunities
Week 17	Presentations
Week 18	Final-term Examination

Recommended Books:

- Strategic Cost Management: The New Tool for Competitive Advantage by Shank and Govindarajan (2020).
- Performance Measurement and Management Control: Measuring and Managing Performance in Organizations by Kenneth A. Merchant and Wim A. Van der Stede (2019).
- Management Accounting: Information for Decision-Making and Strategy Execution by Anthony A. Atkinson, Robert S. Kaplan, and Ella Mae Matsumura (2019).
- Activity-Based Management for Service Industries, Government Entities, and Nonprofit Organizations by James A. Brimson (1997).
- Budgeting: A Comprehensive Guide by Steven M. Bragg (2020).
- Pricing Strategy: Setting Price Levels, Managing Price Discounts, and Establishing Price Structures by Tim J. Smith (2019).

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- The Strategy-Focused Organization: How Balanced Scorecard Companies Thrive in the New Business Environment by Robert S. Kaplan and David P. Norton (2000).
- Sustainability Accounting and Reporting by Charl de Villiers and Roger Burritt (2017).

Accounting Information System

Course Code COM- 425

Credit Hours : 3

Course Description:

This course provides students with an understanding of the design, implementation, and management of accounting information systems, emphasizing how technology enhances accounting processes.

Course Outline:

Week 1-2	Introduction to Accounting Information System Role of AIS in accounting Components of AIS, Historical development of AIS Ethical considerations in AIS
Week 3-4	Data Modelling and Database Management Entity-Relationship Diagrams (ERDs) ,Database design principles Relational databases, Data security and privacy
Week 5-6	Transaction Processing and Internal Controls Transaction processing systems , Internal controls in AIS Control objectives and techniques, COSO framework and risk management
Week 7-8	Accounting Software and Enterprise Systems Accounting software packages, Enterprise Resource Planning (ERP) systems Modules in ERP systems, Implementation and challenges
Week 9	Mid-term Examination
Week 10,11	E-Commerce and E-Business Systems, E-commerce and its impact on AIS Online transactions and payment systems, Supply chain management Security in e-commerce
Week 12-13	Reporting and Decision Support, Reporting tools and techniques, Data analytics and business intelligence, Dashboards and key performance indicators, Supporting decision-making with AIS
Week 14	Auditing and Assurance Services for AIS Audit planning and risk assessment, Auditor's report, Internal controls and audit recommendations, Emerging trends in AIS auditing
Week 15-16	Emerging Trends in Accounting Information System Big data and analytics in AIS, Cloud computing and AIS Block chain technology in accounting AI and automation in accounting processes
Week 17	Ethical Considerations in AIS, Professional ethics in AIS Ethical dilemmas in data management, Cyber security threats and countermeasures Case studies in AIS ethics and security
Week 18	Final-term Examination

Recommended Books:

- Accounting Information Systems by Marshall B. Romney and Paul J. Steinbart (2020).
- Accounting Information Systems and Internal Control by E. E. Elder, M. J. R. Turner, and M. N. Richmond (2019).
- Database Systems: Introduction to Databases and Data Warehouses by Nenad Jukic, Susan Vrbsky, and Svetlozar Nestorov (2016).
- Enterprise Systems for Management by Luvai Motiwalla and Jeff Thompson (2019).
- Data Analytics for Accounting by David Wood (2020).
- Blockchain Basics: A Non-Technical Introduction in 25 Steps by Daniel Drescher (2017).
- Cybersecurity in Finance: Getting Started by José Manuel Menezes (2019).
- The Essentials of Finance and Accounting for Nonfinancial Managers by Edward Fields (2019).

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Financial Statement Analysis

Course Code: 451

Credit Hours : 03

Course Outline

WEEK	TOPICS
WEEK 1	Financial Statements: An Overview, understanding financial statements, Rules versus Principles Based Accounting Standards, Harmonization of International Accounting standards. Financial Statements- Map or Maze
WEEK 2-3	Accounting data available for financial statement analysis. Annual Reports - Financial Statements with associated Information. Why use financial Statements? Financial Statements: who needs them, Equity-oriented stakeholders, Debt capital-oriented stakeholders, Compensation-oriented stakeholders
WEEK 4-5	Understating the Financial Statements - Notes to the Financial Statements, Other supplementary information; Auditor's report, unqualified reports, qualified reports Adverse opinion, Disclaimer of opinion, unqualified opinion with explanatory language; Proxy Statement, Missing and Hard-to-Find Information, Complexities. Accounting Choices financial statement limitations;
WEEK 6-7	Elements of Balance Sheet, Assets, Other Assets Liabilities, stakeholders Equity, Other Equity Accounts, Other Balance Sheet Items, Distinguishing Features of Balance Sheet; consolidation Common-Size Balance Sheet.
WEEK 8	What income statement Covers, what it shows, Elements of Balance Sheet, Common-Size Income Statement, The Statement of Stockholders' Equity, Earnings Quality and Cash Flow, Statement of Cash Flows, Why Cash Flow is Important Preparing a Statement of Cash Flows, Calculating Cash Flow from Operating Activities, Indirect Method, Analysis of Cash Inflows, Analysis of Cash Outflows
9	Mid Term
WEEK 9-10	Financial Analysis- (Ratio analysis) How to measure and analyses a firm's profitability, growth and risk - Profitability analysis, Growth analysis, Liquidity analysis Objectives of Analysis. Perspective of the financial statement users (Creditors, Debtors, Management) Sources of Information, Management Discussion and Analysis Supplementary Schedules, Other Sources
WEEK 11-12	Sources of Information, Tools and Techniques, Common-Size Financial Statements, Key Financial Ratios, Liquidity, Leverage and Turnover ratios; Relating the Ratios-The Du Pont System, Projections and Pro Forma Statements.
WEEK 13-14	Fundamental analysis of financial statement: Background of the firm, industry, economy, and outlook, Short-term liquidity, Operating efficiency, Capital structure and long-term solvency, Profitability
WEEK 15-16	Summary of Analysis and Case Studies
17	Presentations / revisions
18	Final Term

- Recommended Books

- George T. Friedlob, Lydia L.F. Schleifer (2009). *Essentials of Financial Analysis*: Pearson College Div
- Light, J. O. (2009). *Financial statement analysis* (Vol. 45). Wiley Online Library, 27. - Lyn M. Fraser and Aileen Ormiston (2021). *Understanding Financial Statements*: Wiley

chairman
Committee & Unit Solutions
University of Tielakand

Assistant Registrar
(Academic)
University of Tielakand
85-Dec-2023

Advanced Cost Accounting

Course Code : COM 428

Credit Hours : 03

Course Description:

This course delves into advanced concepts and techniques in cost accounting, providing students with the skills and knowledge needed to analyse costs, make informed decisions, and optimize organizational performance.

Course Outline:

Week 1-2	Cost Accounting Fundamentals Introduction to cost accounting Cost terms, concepts, and classifications Cost behavior and analysis Cost accounting standards
Week 3-4:	Cost Allocation and Apportionment Cost allocation methods - Joint and by-product costing Activity-based costing (ABC) Overhead allocation and absorption
Week 5-6:	Cost-Volume-Profit (CVP) Analysis - Contribution margin analysis - Break-even analysis - Sensitivity analysis - Profit planning and decision making
Week 7-8:	Job and Process Costing - Job costing vs. process costing- Job order costing system - Process costing system- Hybrid costing systems
9	Mid Term
Week 10:	Standard Costing and Variance Analysis Standard costing system Direct material and labor variances Overhead variances Variance analysis for decision-making
Week 11-12:	Activity-Based Costing (ABC) and Management - ABC in service and manufacturing industries- Cost hierarchy and drivers - Strategic cost management - Value chain analysis
Week 13-14	: Cost Accounting for Decision-Making - Relevant costs and decision making - Special order decisions - Make or buy decisions - Capital budgeting and investment analysis
Week 15-16:	Performance Measurement and Management - Balanced scorecard and key performance indicators (KPIs) - Responsibility accounting - Transfer pricing - Performance evaluation and compensation
17	Revisions & Exercises
18	Final Term

Recommended Books:

- Banerjee, B. (2021). *Cost accounting: Theory and practice*. PHI Learning Pvt. Ltd..
- Brewer, P. C., Garrison, R. H., & Noreen, E. W. (2019). *Introduction to managerial accounting*. McGraw-Hill.
- Drury, C. M. (2013). *Management and cost accounting*. Springer.
- Stenzel, J. (Ed.). (2008). *Lean accounting: best practices for sustainable integration*. John Wiley & Sons.

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Committee & Unit 50/50/50
University of Tielakand

Assistant Registrar
(Academic)
University of Tielakand
85-Dec-2023

Banking Laws and Practices

Course Code : COM 471

Credit Hours: 3

Course Description:

This course provides students with a comprehensive understanding of the legal and practical aspects of banking, including regulations, financial instruments, and the role of banks in the economy.

Course Outline:

Week 1-2	Introduction to Banking Role and functions of banks, Historical development of banking Ethical considerations in banking, Banking regulations and oversight
Week 3-4	Banking Regulations and Supervision Central banking and monetary policy, Banking Acts and Regulations Prudential norms and Basel Accords Deposit insurance and consumer protection
Week 5-6	Banking Services and Products Retail and corporate banking Payment and settlement systems Digital banking and fin tech Treasury and risk management
Week 7-8	Commercial and Retail Lending Credit appraisal and risk assessment Types of loans and credit facilities Collateral and security in lending Non- performing loans and asset quality
Week 9	Mid-term Examination
Week 10,11	International Banking and Trade Finance International trade and financing Letters of credit and trade instruments Export and import financing Exchange controls and forex management
Week 12-13	Banking Operations and Technology Core banking systems Automated teller machines (ATMs) Online and mobile banking Cyber security and data protection
Week 14	Banking and Financial Inclusion Financial inclusion and the unbanked Microfinance and small-scale banking Government schemes and subsidies Case studies in financial inclusion
Week 15-16	Legal Aspects of Banking Contracts and agreements in banking Loan documentation and agreements Securitization and structured finance Bankruptcy and insolvency in banking
Week 17	Emerging Trends in Banking Open banking and APIs Sustainable banking and ESG principles Regulatory technology (RegTech) Future challenges and opportunities
Week 18	Final Term Exam

Recommended Books:

- Banking and Financial Services Law by George Walker and Chris Ryan (2019).
- Banking Law and Regulation by Jerold L. Zimmerman and Matthew J. Krantz (2018).
- Bank Management and Financial Services by Peter S. Rose, Sylvia C. Hudgins, and Arvin D. Levy (2019).
- Principles of Banking by Moorad Choudhry (2019).
- Banking and Financial Services by Malcolm Morrison and Philip Rawlings (2017).
- International Trade Finance: A Practical Guide by Kwabena A. Amoah (2019).
- Digital Banking and Fintech by David L. Yermack (2018).
- Bank 4.0: Banking Everywhere, Never at a Bank by Brett King (2018).

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Committee & the Schools
University of Tikalanda

Dynamics of Consumer Banking

Course code : COM 472

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of consumer banking, focusing on the dynamics of retail banking, customer service, and the role of banks in personal finance.

Course Outline:

Week 1-2	Introduction to Consumer Banking Role and significance of consumer banking Historical development of consumer banking Ethical considerations in consumer banking Regulatory framework and oversight
Week 3-4	Banking Products and Services for Individuals Savings accounts and deposits Checking accounts and payment services Loans and credit products Insurance and investment options
Week 5-6	Customer Relationship Management in Banking Customer service and relationship management Customer acquisition and retention strategies Personalized banking services, Handling customer complaints and disputes
Week 7-8	Digital Banking and Fintech in Consumer Banking Online and mobile banking Payments and transfers Robo-advisors and digital wealth management Regulatory aspects of digital banking
Week 9	Mid-term Examination
Week 10,11	Consumer Lending and Credit Assessment Credit scoring and risk assessment. Personal loans and mortgages Credit card products and regulations Loan default and collections
Week 12-13	Financial Planning and Wealth Management Personal financial planning Investment and wealth management services Retirement planning and pension products Tax-efficient savings and investments
Week 14	Banking for Specialized Consumer Segments Banking for students and young adults, Senior and retirement banking Banking for small businesses Ethical considerations in specialized banking
Week 15-16	Ethical Considerations in Consumer Banking Professional ethics in consumer banking, Handling customer data and privacy Whistleblowing and reporting misconduct Ethical dilemmas in consumer banking
Week 17	Emerging Trends in Consumer Banking Open banking and APIs Sustainable banking and green consumer products Regulatory technology (RegTech) Future challenges and opportunities
Week 18	Final-term Examination

Recommended Books:

- Retail Banking: Business Transformation and Competitive Strategies by Carlos A. Arboleda and Sonja Brajovic Bratanovic (2020).
- Consumer Banking and Payments Law: Credit, Debit, and Stored Value Cards; Checks; Money Orders; E-Sign; Electronic Banking and Benefit Payments by Michael S. Barr (2019).
- Bank 4.0: Banking Everywhere, Never at a Bank by Brett King (2018).
- Personal Finance by E. Thomas Garman and Raymond E. Fogue (2016).
- Digital Banking and Fintech by David L. Yermack (2018).
- The Richest Man in Babylon by George S. Clason (2019).
- Customer Experience for Financial Services by Brian Cantor and Martha Rogers (2020).

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University of Tieland

Credit and Risk Management in the Banking Sector

Course Code : COM 473

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of credit and risk management practices in the banking sector, focusing on evaluating creditworthiness, managing credit portfolios, and mitigating risks.

Course Outline:

Week 1-2	Introduction to Credit and Risk Management Role of credit and risk management in banking Historical development of risk management ,Ethical considerations in credit and risk management Regulatory framework and oversight
Week 3-4	Credit Analysis and Appraisal, Credit risk and its components , Creditworthiness assessment, Loan underwriting and decision-making Credit scoring and rating models
Week 5-6	Types of Credit and Lending Retail lending and consumer credit, Commercial lending and business credit Real estate and mortgage lending, Specialized lending, including project finance
Week 7-8	Credit Portfolio Management Diversification and concentration risk, Credit limits and risk thresholds Risk-adjusted return on capital (RAROC), Managing credit cycles
Week 9	Mid-term Examination
Week 10,11	Non-Performing Loans and Loan Recovery Recognizing non-performing loans (NPLs) NPL management and resolution , Collateral and security realization Legal aspects of loan recovery
Week 12-13	Risk Mitigation and Collateral Management Collateral types and valuation Collateral management and documentation Hedging and derivatives in risk mitigation Basel Accords and capital adequacy
Week 14	Operational and Compliance Risk Operational risk in banking Compliance risk and regulatory requirements Anti-money laundering (AML) and KYC procedures Case studies in operational and compliance risk
Week 15-16	Stress Testing and Scenario Analysis Stress testing techniques Scenario analysis and modelling Contingency planning and risk resilience, Risk reporting and communication
Week 17	Emerging Trends in Credit and Risk Management Credit risk modelling and artificial intelligence Sustainability and ESG risks, Regulatory technology (RegTech) in risk management, Future challenges and opportunities
Week 18	Final-term Examination

Recommended Books:

- Credit Risk Management: Basic Concepts by Tony Van Gestel and Bart Baensens (2016).
- Credit Risk Modeling: Theory and Applications by David Lando and Daniel Rösch (2019).
- The Basel Handbook: A Guide for Financial Practitioners by Michael Ong (2018).
- Operational Risk Management: A Complete Guide to a Successful Operational Risk Framework by Philippa X. Girling (2018).
- Sustainability Risk Management: A Handbook for ESG and Responsible Investment by Simon Konsta and Michael Lewis (2019).
- Basel IV: Revised Trading and Banking Book Market Risk Framework by David Fry and Drew Ni (2020).

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University of Tieland

E-Banking

Course Code : COM 474

Credit Hours: 3

Course Description:

This course provides students with a comprehensive understanding of electronic banking (E-Banking) and the use of technology in modern banking operations, including digital channels, cybersecurity, and emerging trends.

Course Outline:

Week 1-2	Introduction to E-Banking Role of E-Banking in modern banking, Historical development of E-Banking Ethical considerations in E-Banking Regulatory framework and oversight
Week 3-4	Digital Banking Channels Online banking and mobile banking ATM networks and self-service kiosks Phone banking and SMS banking, Emerging digital channels
Week 5-6	E-Payments and Payment Systems Types of E-Payments (cards, wallets, digital currencies) Real-time gross settlement systems (RTGS), Automated clearing houses (ACH) Cross-border payment systems (SWIFT),
Week 7-8	E-Security and Cyber security in Banking, Threats to E-Banking (phishing, malware, data breaches), Cyber security measures and encryption Authentication and biometric security, Legal and regulatory aspects of E-Security
Week 9	Mid-term Examination
Week 10,11	Online Lending and Crowd funding Peer-to-peer lending (P2P) Crowd funding platforms Regulations and legal issues in online lending Risk management in online lending
Week 12-13	Mobile Payments and Wallets Mobile payment technologies Digital wallets (Apple Pay, Google Pay) Mobile banking apps Mobile payment adoption and challenges
Week 14	Block chain and Crypto currencies in Banking, Block chain technology and distributed ledgers Crypto currencies (Bitcoin, Ethereum) Initial Coin Offerings (ICOs) Regulatory aspects of block chain and crypto currencies
Week 15-16	Open Banking and API Integration, Open banking principles , Application Programming Interfaces (APIs) Third-party access and data sharing Ethical and privacy considerations
Week 17	Emerging Trends in E-Banking, Fintech innovation and partnerships Artificial intelligence in E-Banking Regulatory technology (RegTech) Future challenges and opportunities
Week 18	Final-term Examination

Recommended Books:

- Blockchain Basics: A Non-Technical Introduction in 25 Steps by Daniel Drescher (2017).
- Blockchain Revolution: How the Technology Behind Bitcoin and Other Cryptocurrencies is Changing the World by Don Tapscott and Alex Tapscott (2016).
- Cybersecurity in Banking and Finance by Bernard Kohl and Dan Schatz (2018).
- Open Banking: Strategy Formation and Implementation by Matt Johnson (2019).
- Cryptocurrency: The Ultimate Guide to Understanding and Profiting from Cryptocurrency by Alan T. Norman (2017).

chairman
Committee & Unit 60/60/60
University of Tieland

Assistant Registrar
(Academic)
University of Tieland
85-Dec-2023

Non-Banking Financial Companies (NBFCs) and Micro-financing

Course Code: COM- 475

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of Non-Banking Financial Companies (NBFCs), their role in the financial sector, and the dynamics of micro-financing, with a focus on financial inclusion.

Course Outline:

Week 1-2	Introduction to NBFCs and Micro-financing, Significance of NBFCs and micro-financing, Historical development of NBFCs , Ethical considerations in micro-financing, Regulatory framework and oversight
Week 3-4	Types and Functions of NBFCs Asset finance companies, Loan companies Investment companies Microfinance institutions (MFIs)
Week 5-6	Regulation and Compliance for NBFCs NBFC registration and regulatory requirements Prudential norms and capital adequacy, KYC (Know Your Customer) norms, Regulatory challenges and compliance
Week 7-8	Micro-finance Models and Methods, Group lending and individual lending Village banking and self-help groups, Micro-credit and savings programs Credit scoring and risk assessment in micro-finance
Week 9	Mid-term Examination
Week 10,11	Financial Inclusion and Micro-finance, Role of micro-finance in financial inclusion, Government schemes and subsidies Ethical considerations in micro-finance Impact assessment of micro-finance
Week 12-13	Challenges in Micro-finance and Remedies Interest rate and usury issues, Over-indebtedness and client protection Micro-finance fraud and governance Debt recovery and legal aspects
Week 14	Innovations in Micro-finance Technology and mobile banking in micro-finance Micro-insurance and micro-leasing, Savings-led micro-finance Micro-finance and sustainable development
Week 15-16	Social Responsibility and Ethical Practices, Social performance standards in micro-finance, Ethical dilemmas in micro-finance Micro-finance and corporate social responsibility (CSR) Case studies in responsible micro-finance
Week 17	Emerging Trends and Future Challenges Digital micro-finance and fintech, Regulatory technology (RegTech) in NBFCs Future challenges and opportunities in NBFCs and micro-financing
Week 18	Final-term Examination

Recommended Books:

- Handbook of NBFCs, Micro-finance, and Infrastructure Financing by V.S. Vadivel (2017).
- Micro-finance and Rural Development: Emerging Issues and Challenges by Shivesh Kumar Srivastava and Arvind Mohan (2017).
- Social Performance: A New Framework for Measuring Micro-finance Institution Performance by Michael S. Johnson (2014).
- Micro-finance, Poverty Alleviation and Sustainable Livelihood: The Indian Experience by Dibyendu Maiti and Saswata Basu (2019).

Chairman
Examinations & Inv. Services
University of Jharkhand

Assistant Registrar
(Academic)
University of Jharkhand
85-Dec-2023

Central Banking

Course Code : COM 476

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of central banking, its role in monetary policy, and its impact on the financial and economic systems.

Course Outline:

Week 1-2	Introduction to Central Banking, Historical development of central banking , Functions and responsibilities of central banks Ethical considerations in central banking, Regulatory framework and oversight
Week 3-4	Monetary Policy and Tools Monetary policy objectives Open market operations and interest rates, Reserve requirements and the discount rate Quantitative easing and unconventional monetary policy
Week 5-6	Central Bank Independence and Accountability Central bank autonomy and political pressures Transparency and accountability, Legal aspects of central bank operations Case studies in central bank independence
Week 7-8	Financial Stability and Banking Regulation Role in maintaining financial stability, Prudential regulation and macro prudential tools ,Supervision and oversight of financial institutions International standards and Basel Accords
Week 9	Mid-term Examination
Week 10,11	Exchange Rates and Foreign Exchange Operations, Exchange rate systems (fixed, floating) Intervention in foreign exchange markets Currency pegs and crises, International reserves and balance of payments
Week 12-13	Central Banking in Crisis and Emergency Situations Lender of last resort operations ,Central bank responses to financial crises Managing systemic risk Unconventional policies during crises
Week 14	Digital Currency and Central Bank Digital Currency (CBDC) The rise of crypto currencies The concept of CBDC Pros and cons of CBDC implementation Regulatory and ethical considerations in CBDC
Week 15-16	Global Central Banking and International Cooperation International financial institutions (IMF, World Bank) Currency swap arrangements, Central bank cooperation and the G20 Future challenges and opportunities in global central banking
Week 17	Emerging Trends in Central Banking Fintech and digital banking, Sustainable finance and central banking Regulatory technology (RegTech) in central banking Future challenges and opportunities
Week 18	Final-term Examination

Recommended Books (Central Banking):

- The Power and Independence of the Federal Reserve by Peter Conti-Brown (2016).
- Central Banking and Financialization: A Romanian Account of how Eastern Europe became Subprime by Daniela Gabor (2020).
- Digital Currency: An International Legal and Regulatory Compliance Guide by Jo Ann Barefoot (2020).
- The Future of Money: How the Digital Revolution is Transforming Currencies and Finance by Eswar S. Prasad (2019)

chairman
Committee & the Schools
University of Tielakand

International/Global Banking

Course code : 477

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of international/global banking, including cross-border operations, foreign exchange, and the role of global financial institutions.

Course Outline:

Week 1-2	Introduction to International/Global Banking Significance of global banking, International banking operations Ethical considerations in global banking Regulatory framework and international oversight
Week 3-4	Foreign Exchange and Exchange Rate Systems Foreign exchange markets and trading Exchange rate determination Fixed vs. floating exchange rate systems, Currency pegs and their implications
Week 5-6	Cross-Border Banking Operations. International trade finance Correspondent banking relationships Global retail banking and consumer services Risk and regulatory compliance in cross-border operations
Week 7-8	International Financial Institutions and Global Banking Networks The role of international financial institutions (IMF, World Bank) Multilateral development banks Global banking networks and alliances Case studies in global banking networks
Week 9	Mid-term Examination
Week 10,11	International Risk Management and Trade Finance International credit risk assessment, Political risk insurance Documentary letters of credit, Trade finance and global supply chains
Week 12-13	Global Banking Regulations and Basel Accords Basel Accords and international standards Cross-border banking supervision, Regulatory challenges and harmonization Systemic risk and international coordination
Week 14	Global Banking in Emerging Markets, Banking in emerging economies Currency risks and devaluation, Financial inclusion and microfinance Case studies in global banking in emerging markets
Week 15-16	International Banking and Sustainable Finance Global banks and sustainability, Ethical considerations in global banking Sustainable lending and investment practices Socially responsible banking and ESG principles
Week 17	Emerging Trends and Future Challenges in Global Banking Fintech and digital banking on a global scale Regulatory technology (RegTech) in international banking Future challenges and opportunities in global banking
Week 18	Final-term Examination

Recommended Books (International/Global Banking):

- International Banking: Text and Cases by John C. Healy and Philip Molyneux (2019).
- International Finance and Open-Economy Macroeconomics by Giancarlo Gandolfo (2016).
- Cross-Border Banking: Regulatory Challenges by Stijn Claessens and Geoffrey R. D. Underhill (2020).
- Banking and Financial Institutions: A Guide for Directors, Investors, and Borrowers by Benton E. Gup (2020).

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Committee & Unit 50/50/50
University of Tielakand

Management of Banking Operations

Course code : 478

Credit Hours : 3

Course Description:

This course provides students with a comprehensive understanding of the management of banking operations, including core functions, risk management, regulatory compliance, and emerging trends in the banking industry.

Course Outline:

Week 1-2	Introduction to Banking Operations Management The significance of effective banking operations Core functions and processes in a bank Ethical considerations in banking operations, Regulatory framework and oversight
Week 3-4	Bank Branch Operations and Customer Service Functions of a bank branch, Customer service and customer relationship management, Teller services and cash management Technology in branch operations
Week 5-6	Payment and Clearing Systems, Payment methods and instruments, Clearing and settlement systems, Electronic funds transfer and payment systems Digital payment innovations
Week 7-8	Risk Management in Banking Operations Credit risk and credit operations, Operational risk and fraud prevention Liquidity risk and cash management, Interest rate risk and asset-liability management
Week 9	Mid-term Examination
Week 10,11	Regulatory Compliance in Banking Operations Compliance with banking regulations, Anti-money laundering (AML) and Know Your Customer (KYC) procedures, Basel Accords and capital adequacy Reporting and audit requirements
Week 12-13	Technology and Innovation in Banking Operations Fin Tech and its impact on operations, Digital banking and online services Mobile banking and apps, Block chain and its applications in banking
Week 14	Customer Data Privacy and Security Data protection regulations Cyber security in banking Privacy and ethical considerations Case studies in data breaches and security
Week 15-16	Sustainable Banking Operations, ESG (Environmental, Social, and Governance) principles in banking Green banking and sustainable finance Socially responsible banking practices Ethical considerations in sustainable banking
Week 17	Emerging Trends in Banking Operations Open banking and PSD2, Regulatory technology (RegTech) in banking operations, Future challenges and opportunities in banking operations
Week 18	Final-term Examination

Recommended Books:

- Bank Management and Financial Services by Peter S. Rose and Sylvia C. Hudgins (2021).
- Sustainable Banking: The Principles and Practice of Responsible Banking by Jan Jonker, Frits de Lange, and Marcel Jeucken (2001).
- The Future of Banking: A Financial Ecosystem Perspective by Chris Skinner (2020).

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University of Tielakand

Assistant Registrar
(Administrative)
University of Tielakand
85-Dec-2023

Managerial Economics
Course Code: ECON 474
Cr. Hrs-3

Course Introduction:

This course of managerial economics will help to understand the concept of this economic efficiency and will explain the procedure, how to measure it.

Course Objectives: Through this course, student will enable to discuss the effects of policy intervention on efficiency of resources as well as effects of government intervention on it. Students who successfully complete the course will have a good understanding of economic concepts and tools that have direct managerial applications.

Week 1	What Is Managerial Economics? The Nature and Scope of Managerial Economics, Firms and Managerial Objectives, The Managerial decision making process, Economic Optimization, Firms and Profits, Tools of Economic Analysis, Marginal Analysis, Theory of the firm.
Week 2	Profit maximization, Cost Minimization. Economic optimization. Economic relations of variables. The Incremental concept in Economic Analysis. Demand, Supply and Equilibrium
Week 3-4	Demand, Supply, Demand Analysis, Elasticity, Price elasticity of demand and supply and use of derivative in finding elasticity of demand & supply, Point elasticity & Are elasticity, income elasticity of demand, cross elasticity of demand, Promotional elasticity of demand, Concept of partial elasticity, Measuring Economic Relationships, Statistical Relations and Regression
Week 5,6	Analysis, Forecasting, Methods of demand forecasting. Trend projections, smoothing techniques, Exponential smoothing. Econometric models, Simple linear regression model, estimation etc, Multiple linear regression model estimation. Business Cycle, Time Series Trends
Week 7,8	Consumer Behavior, Constraints, Consumer Equilibrium, Indifference Curve Analysis & Demand Curves, Theory of Production, Production functions. Total, Marginal and Average Product. Revenue and Cost in Production. Production function estimation. Productivity Measurement. Homogenous and Homothetic Production Function. Short run and long run cost curves. Cost estimation, Learning curves and application. Cost and Profit Analysis, Empirical Analysis of Production and Cost, Cost-value-profit analysis.
Week 9	Mid-term Examination
Week 10,11	Perfect Competition, Monopolies, Monopolistic Competition. Oligopoly. Selected Pricing Models. Marginalist Pricing. Mark up pricing. New Product Pricing. Oligopoly Model. Contestable Markets. Pricing Strategies for Firms and Market Power.
Week 12-13	Monopolistic Competition. Price Discrimination, Monopsony and Price Product. Measuring Firms' Performance, Making Decisions under Noncompetitive Conditions, Oligopolies, Game Theory: Inside Oligopoly, Pricing Methods, Pricing Strategies for Firm with Market Power.
Week 14	Baumol's Theory of Sales Revenue Maximization. Marris's Model of Managerial Enterprise. Williamson's Model of Managerial Discretion Topics, Behavioral Model by Cyert and March.
Week 15	Economies of Scale, Taxes and Subsidies, Costs of Regulation
Week 16	Public and Private Goods and their pricing mechanism. Decreasing cost Industry and pricing. Externalities and Market Pricing issues. Rent seeking and control. Government Policy and International Trade, tariff and pricing. Import Competitiveness and tax, International pricing Techniques /Strategies.
Week 17	Pre- requisites of Capital Budgeting. Investment Criteria and Decisions. Cash flow estimation, Internal Rate of Return, Profitability-Index Criterion and another criterion. Optimal Capital Budget. Decision Making under Uncertainty: Risk Analysis, Advanced Topics in Business Strategy.
Week 18	Final-term Examination

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 Examinations & Test Solutions
 University of Jharkhand

Assistant Registrar
 (Academic)
 University of Jharkhand
 05-Dec-2023

- Recommended Readings/Books:
- Baye, Michael, Managerial Economics and Business Strategy. Sixth Edition. Boston: McGraw-Hill Irwin, latest edition
- Mark, Hirschey, Managerial Economics, latest edition, Thomson/South-Western College Publishing: Peterson, Craig, H., Lewis, W. Cris and Jain, Sudhir, K., Managerial Economics, latest Edition Pearson Education: Samuelson, William. Managerial Economics. Latest Edition

Accounting for Specialized Businesses

Course Code : MGT 444

Credit Hours : 03

Objective of the course

This course outline is tailored to address the specific accounting and financial challenges faced by specialized businesses, ensuring that students learn how to apply accounting principles to unique products, services, and markets relevant to their specialized field of study.

Week	Contents to be Covered
1 - 2	Introduction to Accounting for Specialized Businesses
3	Accounting for Niche Markets
4-5	Accounting Principles for Specialized Businesses
6	Financial Transactions and Niche Business Focus
7-8	Double-Entry Accounting for Specialized Products/Services
9	Mid term
10-11	Customized Chart of Accounts for Specialized Businesses Unique Aspects of the Accounting Cycle
12-13	Journal Entries and T-Accounts for Specialized Transactions Tailored Trial Balance and Adjusting Entries
14-15	Niche Business Financial Statements, Crafting Specialized Income Statements
16	Balance Sheets for Specialized Products/Services
17	Presentations
18	Final Term

- Accounting for Niche Markets: Strategies and Best Practices by George S. Moschovitis (2020) "
- Managing Finances for Niche Ventures" by Maryanne Mowen and Don Hansen (2018)
- "Accounting for Specialized Products and Services" by Edward J. McMillan (2016)
- "Ethical Challenges in Specialized Business Accounting" by Steven M. Mintz (2019)

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Assistant Registrar
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University of Tikahand
85-Dec-2023

International Financial Management

Course Code : COM 449

Credit Hours: 03

Week	Contents
Week1	Multinational Financial Management, Goal of the MNC, Theories of International Business.
Week2	International Business Methods, MNC valuation, the domestic and international model, valuing the international Cash Flows
Week3	International Flow of Funds, balance of payments, current account, capital account, International trade flows, US distribution of trade flows, trade agreements and trade disagreements
Week4	Factors affecting international trade flows, impact of inflation, impact of national income, impact of government restrictions, impact of exchange rates, interaction of factors, correction the balance of trade deficit,
Week5	International capital flows, Distribution of DFI by US firms, Distribution of , DFI in the United States, factors affecting DFI, Factors affecting international portfolio investment, agencies that facilitate international trade, how international trade affects an MNCs value
Week6	International Financial Markets, Motives for using international financial markets, the foreign exchange market, History of foreign exchange market, foreign exchange transactions, interpreting foreign exchange quotations,
Week7	International money market, origins and development, standardizing global bank regulations, International credit market, syndicated loans
Week8	International bond market, Eurobond market, development of other bond markets, comparing interest rates among currencies, International stock market, issuance of stock in the US and issuance of stock in foreign markets, comparison of international financial markets, how international financial markets affect an MNC value,
9	Mid Term Examination
Week10	Exchange rate determination, measuring exchange rate movement, exchange rate equilibrium, factors affecting exchange rate equilibrium, relative inflation rate, relative interest rates, relative income level, governmental restrictions, expectations, interaction of these factors,
Week11	Government Influence on Exchange Rates, Exchange rate systems, currency boards, dollarization, classification of exchange rate arrangements,
Week12	Government intervention, reasons for government intervention, types of government interventions, direct vs indirect intervention, intervention as policy tool, influence of weak home currency on economy, influence of strong home currency on economy
Week13-14	International Arbitrage and Interest Rate Parity, International arbitrage, types of arbitrage, interest rate parity, derivation of interest rate parity,
Week 15-16	Relationship among Inflation, Interest Rates and Exchange Rates, purchasing power parity, Interpretation of purchasing power parity, rationale behind purchasing power parity theory, derivation of purchasing power parity, why purchasing power parity does not occur,
17	International Fisher Effect, Rationale with purchasing power parity, Graphic analysis of international fisher effect, why international fisher effect does not occur, comparison of IRP, PPP, IFE
18	Final Term

Suggested Reading:

- Madura, J., (2020), *International Financial Management*, 14th Ed. Cengage Learning.

Note: Courses included in the General Education Category are designed by the respective departments including their course codes, credit hours and titles (reflected in the scheme of studies). All such courses approved by the Syndicate are available on the university website. For any query the office of the Registrar Academics may be approached for clarification/guidance.



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Courses & the Students
University of Tikland

Assistant Registrar
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University of Tikland
85-Dec-2023