

(2)

Bachelor of Commerce (B.Com) in Banking Financial Services & Insurance					
	Course Title	No of Papers	No of Hours	No of Credits	Courses Credits
Semester I		6	300	20	20
Skill Courses	Accounts Assistant	1	90	6	6
Core Courses	Basic Business & Applied Law	1	45	3	9
	Business Mathematics & Statistics	1	45	3	
	Business Economics	1	45	3	
General Courses	Language I	1	45	3	5
	Language II	1	30	2	
Semester II		6	300	20	20
Skill Courses	GST Assistant	1	90	6	6
Core Courses	Financial Analysis	1	45	3	9
	Investments - Risk and Returns	1	45	3	
	Financial Management	1	45	3	
General Courses	Language I	1	45	3	5
	Language II	1	30	2	
Semester III		6	300	20	20
Skill Courses	Insurance Advisor/Agent	1	90	6	6
Core Courses	Personal Financial Planning	1	45	3	9
	Introduction to Indian Capital Markets	1	45	3	
	Sales & Distribution Management	1	45	3	
General Courses	Language I	1	45	3	5
	Language II	1	30	2	
Semester IV		6	300	20	20
Skill Courses	Mutual Fund Distributor	1	90	6	6
Core Courses	Retail Banking Assets Sales and Underwriting	1	45	3	9
	Retail Banking Liabilities Sales	1	45	3	
	Taxation	1	45	3	
General Courses	Language I	1	45	3	5
	Language II	1	30	2	

(Signature)
H

(Signature)

(Signature)

(Signature)

(Signature)
By Registrar
(Academic)
University of Rajasthan
JAIPUR

Semester V & VI			1800	40	40
	Apprenticeship		1800	40	
	Grand Total		4,800	160	160

[Signature]

[Signature]

[Signature]

[Signature]

PJ / Jay
 DEAN
 Academic
 University of
 JALOR

Semester I – Core Subject 1

Basic Business and Applied Law:

Introduction to Indian Business Law

Overview of the Indian legal system

Sources of Indian business law (constitution, statutes, case law)

Importance of legal compliance in Indian business operations

Key Legal Concepts in Indian Law

Principles of Indian contract law

Essentials of valid contracts under the Indian Contract Act, 1872

Overview of tort law and its application in business disputes

Regulatory Framework for Business in India

Role of regulatory agencies (SEBI, RBI, IRDAI, CCI)

Overview of company law (Companies Act, 2013)

Overview of taxation laws (Income Tax Act, GST Act)

Contract Law and Commercial Transactions:

Indian Contract Act, 1872

Formation and essentials of a valid contract

Types of contracts under Indian law (sale, lease, agency)

Performance, breach, and discharge of contracts

Special Contracts

Bailment and pledge

Indemnity and guarantee

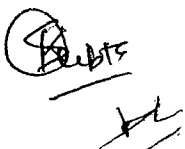
Contract of agency

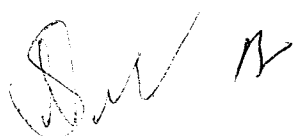
Commercial Transactions

Sale of Goods Act, 1930

Negotiable Instruments Act, 1881

Overview of e-commerce laws and electronic contracts








Dy. REGISTRAR
IACB
University of Rajasthan
JAIPUR

Corporate Law and Business Organizations:

Companies Act, 2013

Incorporation and registration of companies

Corporate governance requirements for Indian companies

Directors' duties and liabilities

Limited Liability Partnerships (LLPs)

Formation and registration of LLPs

Rights and duties of partners in an LLP

Conversion and winding up of LLPs

Partnership Act, 1932

Formation and types of partnerships

Rights and duties of partners

Dissolution of partnerships

Intellectual Property Rights (IPR) in India:

Intellectual Property Laws in India

Indian Patents Act, 1970

Trademarks Act, 1999

Copyright Act, 1957

Protection of Trade Secrets and Designs

Indian laws on trade secrets

Design protection under the Designs Act, 2000

Geographical Indications (GI) protection

Regulatory Compliance and Business Ethics:

Regulatory Compliance for Businesses

Securities laws and regulations (SEBI Act)

Competition law (Competition Act, 2002)

[Handwritten signatures and initials]

[Handwritten signature]
Dr. Registrar
Academics
University of Mumbai

Consumer protection laws (Consumer Protection Act, 2019)
Business Ethics and Corporate Social Responsibility (CSR)

Legal and ethical responsibilities of businesses
CSR provisions under the Companies Act, 2013
Compliance and reporting requirements for CSR activities

Dispute Resolution Mechanisms:

Indian Judiciary and Legal Proceedings

Structure of Indian courts (civil and criminal)
Jurisdiction and hierarchy of courts
Overview of alternative dispute resolution (ADR) methods
Arbitration and Conciliation Act, 1996

Arbitration agreements and proceedings
Appointment and powers of arbitrators
Enforcement and challenge of arbitral awards

Emerging Areas in Indian Business Law:

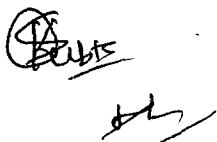
Data Protection and Privacy Laws

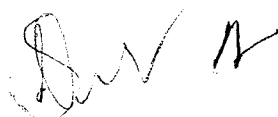
Overview of the Personal Data Protection Bill, 2019
Compliance requirements for data protection
Impact of data protection laws on businesses
Start-up and Entrepreneurship Laws

Legal framework for start-ups in India
Incentives and support mechanisms for start-ups
Intellectual property strategies for start-ups

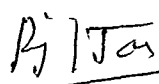
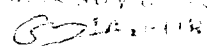
Case Studies and Practical Applications:

Analyzing real-world legal cases and business disputes in India
Drafting legal documents and contracts under Indian law








By Registrar
University of Delhi


Simulated negotiations and legal advisory exercises

Additional Resources and Tools:

Indian business law textbooks, casebooks, and legal journals
Legal databases and online resources (Manupatra, SCC Online)
Guest lectures by legal practitioners and business lawyers

Evaluation and Assessment:

Assignments, quizzes, and exams assessing understanding of Indian business law concepts and principles
Case analysis and legal memo writing
Oral presentations and moot court simulations on legal issues

This curriculum provides a comprehensive understanding of applied Indian business law, covering both theoretical concepts and practical applications in the Indian business environment. It prepares students for legal compliance, risk management, and ethical decision-making in Indian businesses and commercial transactions.

[Handwritten signatures and initials]

[Handwritten signature]
Dy. Registrar
(Academic)
University of Rajasthan
Jaipur

Business Mathematics and Statistics:

Basic Arithmetic Operations

Addition, subtraction, multiplication, and division

Order of operations (PEMDAS)

Fractions, decimals, and percentages

Algebraic Concepts

Variables, constants, and expressions

Solving linear equations and inequalities

Formulas and their applications in business

Functions and Graphs

Linear functions and their graphs

Quadratic functions and parabolas

Exponential and logarithmic functions

Financial Mathematics:

Time Value of Money

Future value and present value calculations

Compound interest and simple interest

Annuities and perpetuities

Discounted Cash Flow Analysis

Net present value (NPV) and internal rate of return (IRR)

Capital budgeting decisions

Sensitivity analysis and scenario modeling

Financial Ratios and Analysis

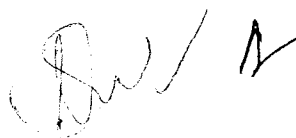
Liquidity ratios (current ratio, quick ratio)

Solvency ratios (debt-to-equity ratio, interest coverage ratio)

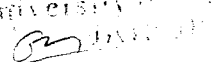
Profitability ratios (return on investment, profit margin)










D. Registrar
Academic
University of ...


Descriptive Statistics:

Data Presentation and Summary

Frequency distributions and histograms

Measures of central tendency (mean, median, mode)

Measures of dispersion (variance, standard deviation)

Probability Distributions

Discrete probability distributions (binomial, Poisson)

Continuous probability distributions (normal distribution)

Sampling and Estimation

Sampling techniques (random sampling, stratified sampling)

Point estimation and interval estimation

Inferential Statistics:

Hypothesis Testing

Null and alternative hypotheses

Type I and Type II errors

One-sample and two-sample hypothesis tests

Regression Analysis

Simple linear regression

Multiple regression analysis

Interpretation of regression coefficients

ANOVA and Nonparametric Tests

Analysis of variance (ANOVA)

Nonparametric tests (Mann-Whitney U test, Kruskal-Wallis test)

Time Series Analysis:

Trend Analysis

[Handwritten signatures and stamps]

[Stamp: Dy. Registrar (Academic) University of Rajasthan JAIPUR]

Moving averages and trend lines
Seasonal variations and seasonal decomposition
Forecasting Techniques

Exponential smoothing methods
Time series models (ARIMA)

Decision Analysis and Optimization:

Decision Trees

Decision nodes, chance nodes, and terminal nodes
Expected value and decision tree analysis
Linear Programming

Formulating linear programming problems
Graphical and simplex methods for solution

Business Applications and Case Studies:

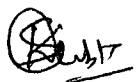
Financial analysis using ratios and financial models
Market research and data analysis for business decision-making
Risk assessment and management using statistical techniques

Additional Resources and Tools:

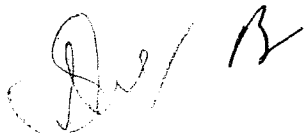
Business mathematics and statistics software (e.g., Excel, MATLAB, R)
Online resources, textbooks, and academic journals
Workshops, tutorials, and webinars on business mathematics and statistics

Evaluation and Assessment:

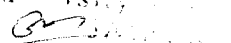
Problem-solving exercises and assignments on mathematical and statistical concepts
Data analysis projects and case studies
Exams and quizzes assessing understanding and application of business mathematics and statistics principles










By: Registrar
Academic
University of


This curriculum provides a comprehensive understanding of business mathematics and statistics, covering both mathematical concepts and statistical techniques relevant to various business applications. It integrates theoretical knowledge with practical skills to prepare students for analyzing data, making informed business decisions, and solving complex problems in real-world contexts.

Sub

sc

Due

W

B
M

PJ/TG

U. KOGISIT

(Academics)

181

201

Semester 1 – Core Subject – 3

Foundations of Business Economics:

Introduction to Business Economics

Definition and scope of business economics

Importance of economic analysis in business decision-making

Economic Fundamentals

Basic concepts of economics (scarcity, opportunity cost, supply and demand)

Microeconomics vs. macroeconomics

Economic Systems and Market Structures

Overview of different economic systems (capitalism, socialism, mixed economy)

Market structures (perfect competition, monopoly, oligopoly, monopolistic competition)

Microeconomic Analysis:

Consumer Behavior

Utility theory and consumer preferences

Indifference curve analysis and budget constraints

Elasticity of demand and its applications

Producer Behavior

Production and cost analysis

Profit maximization under different market structures

Theory of the firm: short-run vs. long-run decisions

Market Equilibrium and Pricing

Equilibrium in competitive markets

Pricing strategies and price discrimination

Non-price competition and product differentiation

② Dupts

st

SW

N

13

Rj/Tas
Dy. Registrar
(Academic)
University of Jember
G2 1001

Macroeconomic Analysis:

National Income Accounting

Concepts of GDP, GNP, and national income

Measures of economic performance (unemployment rate, inflation rate)

Aggregate Demand and Supply

Determinants of aggregate demand and supply

Keynesian and classical approaches to macroeconomic equilibrium

Fiscal and monetary policy tools

Economic Growth and Development

Theories of economic growth (Solow model, endogenous growth theory)

Factors influencing economic development (human capital, technology, institutions)

Business Cycles and Economic Fluctuations:

Understanding Business Cycles

Phases of the business cycle (expansion, peak, contraction, trough)

Causes and consequences of economic fluctuations

Role of Government in Stabilization

Fiscal policy tools for stabilization (taxation, government spending)

Monetary policy tools (interest rates, open market operations)

Applied Business Economics:

Cost-Benefit Analysis

Principles of cost-benefit analysis

Application in project evaluation and decision-making

Risk Analysis and Uncertainty

Decision-making under uncertainty

[Handwritten signature]

[Handwritten signature]

[Handwritten signature]

[Handwritten signature]

[Handwritten signature]
Dr. R...
(AC...)
...
...

Techniques for risk assessment and management
Market Research and Forecasting

Methods of market research (surveys, interviews, focus groups)
Forecasting techniques (time-series analysis, regression analysis)

International Economics and Global Business Environment:

International Trade Theory

Comparative advantage and gains from trade
Tariffs, quotas, and trade policies
Foreign Exchange Markets and Exchange Rate Determination

Exchange rate regimes (fixed vs. floating)
Factors influencing exchange rates

Business Economics and Strategy:

Strategic Decision Making

Game theory and strategic interactions
Competitive dynamics and strategic positioning
Economic Analysis of Pricing and Product Strategies

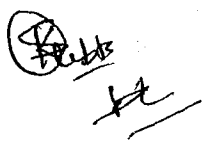
Price discrimination strategies
Product differentiation and market segmentation

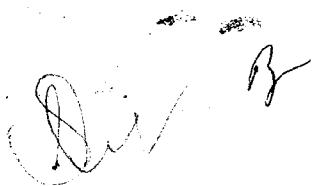
Case Studies and Practical Applications:

Analyzing real-world business scenarios and case studies
Applying economic concepts to business decision-making processes
Simulation exercises on market behavior, strategic interactions, and policy analysis

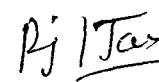
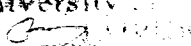
Additional Resources and Tools:

Economic textbooks, journals, and academic literature








Dy. Registrar
(Academic)
University of Jammu


Economic databases and statistical resources
Industry reports and market analysis tools

Evaluation and Assessment:

Assignments, quizzes, and exams assessing understanding of economic principles and theories

Case study analyses and presentations evaluating application of economic concepts in business contexts

Project work and group activities measuring ability to conduct economic analysis and make informed business decisions

This curriculum provides a comprehensive understanding of business economics, covering both microeconomic and macroeconomic principles, applied analysis techniques, and their relevance to business strategy and decision-making.

[Handwritten signature]

[Handwritten signature]
[Handwritten signature]

[Handwritten signature]

[Handwritten signature]
Dy. P. C. ...
(Agent)
University of ...
[Handwritten signature]

Semester 2 – Core Subject – 1

Basic Finance Concepts:

Introduction to Finance

- Overview of financial markets
- Key participants (individuals, institutions)
- Objectives of financial analysis
- Time Value of Money (TVM)

- Future value, present value, and compounding
- Understanding interest rates and discounting
- Risk and Return

- Types of risk (systematic, unsystematic)
- Calculating risk measures (standard deviation, beta)
- Relationship between risk and return

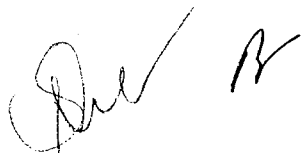
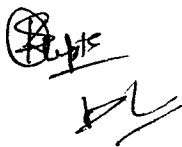
Financial Statement Analysis:

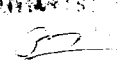
Understanding Financial Statements

- Balance Sheet, Income Statement, Cash Flow Statement
- Reading and interpreting financial statements
- Financial Ratios

- Liquidity ratios
- Solvency ratios
- Profitability ratios
- Efficiency ratios
- DuPont Analysis

- Decomposition of return on equity (ROE)
- Identifying drivers of performance




By Registrar
(Date)
University of


Valuation Techniques:

Discounted Cash Flow (DCF) Analysis

- Forecasting cash flows

- Estimating terminal value

- Calculating present value

Comparable Company Analysis (CCA)

- Identifying comparable companies

- Analyzing multiples (P/E, EV/EBITDA, etc.)

- Valuation using market comparables

Asset-Based Valuation

- Valuing assets and liabilities

- Adjusted book value method

- Liquidation value method

Financial Modeling:

Excel Skills for Financial Modeling

- Building income statement, balance sheet, cash flow statement

- Creating dynamic financial models

Building Integrated Financial Models

- Forecasting revenue, expenses, and cash flows

- Sensitivity analysis and scenario modeling

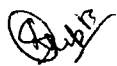
Company Valuation Modeling

- Integrating DCF, CCA, and other valuation methods

- Developing valuation models for different industries

Advanced Topics:

Financial Risk Management



By: Registrar
Academic

University of ...

...

Hedging techniques
Derivatives and their use in risk management
Corporate Finance

Capital structure decisions
Cost of capital estimation
Mergers and Acquisitions (M&A) Analysis

M&A process overview
Valuation techniques in M&A

Case Studies and Practical Applications:

Analyzing real-world financial statements
Valuing companies based on case studies
Hands-on financial modeling exercises

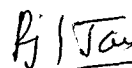
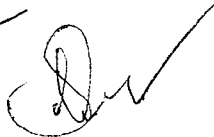
Additional Resources and Tools:

Financial analysis software (e.g., Bloomberg Terminal, FactSet)
Online resources, books, and academic journals
Guest lectures from industry professionals

Evaluation and Assessment:

Assignments on financial statement analysis
Valuation projects and presentations
Quizzes and exams to test understanding

This curriculum covers a comprehensive range of topics in financial analysis, starting from basic concepts to advanced techniques, and integrates practical applications to provide a well-rounded learning experience.



Dy. Registrar
(Academic)

University of Rajasthan
Jaipur

Semester 2 – Core Subject – 2

Foundations of Investments:

Introduction to Investments

Definition and objectives of investment

Importance of risk-return trade-off in investment decisions

Overview of investment vehicles (stocks, bonds, mutual funds, ETFs)

Financial Markets and Instruments

Overview of financial markets (stock market, bond market, money market)

Types of financial instruments (stocks, bonds, derivatives)

Understanding market efficiency and pricing mechanisms

Risk and Return Concepts:

Risk and Return Fundamentals

Definition of risk and return

Relationship between risk and return (risk-return trade-off)

Measures of risk (standard deviation, beta) and return (expected return, yield)

Capital Asset Pricing Model (CAPM)

Theory of CAPM and its assumptions

Calculation of expected return using CAPM

Role of beta in measuring systematic risk

Modern Portfolio Theory (MPT)

Portfolio diversification and risk reduction

Efficient frontier and optimal asset allocation

Capital Market Line (CML) and Risk-Free Rate

Risk Assessment and Management:

Types of Risk in Investments

Systematic vs. unsystematic risk

Handwritten signature

Handwritten signature

Handwritten signature

Handwritten signature

Handwritten signature: PJ/Tas
By REG STRAT
Handwritten text: 10/10/2020

Market risk, credit risk, liquidity risk, and operational risk
Political and regulatory risk
Risk Measurement Techniques

Value at Risk (VaR)
Conditional Value at Risk (CVaR)
Stress testing and scenario analysis
Risk Management Strategies

Asset allocation strategies (strategic vs. tactical asset allocation)
Hedging techniques (options, futures, swaps)
Portfolio insurance strategies

Investment Analysis and Valuation:

Fundamental Analysis

Analysis of financial statements (income statement, balance sheet, cash flow statement)

Valuation methods (discounted cash flow, relative valuation)

Qualitative analysis (industry analysis, competitive advantage assessment)

Technical Analysis

Price and volume analysis

Chart patterns and trends

Technical indicators (moving averages, MACD, RSI)

Portfolio Management:

Portfolio Construction

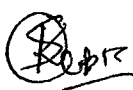
Asset allocation strategies based on risk tolerance and investment objectives

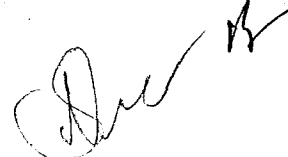
Portfolio optimization techniques

Rebalancing and monitoring portfolio performance

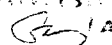
Diversification Strategies

Benefits of diversification








Dy Registrar
(Academic)
University of Rajasthan


Correlation analysis and portfolio diversification
Risk-parity and risk-budgeting approaches
Performance Evaluation

Measures of portfolio performance (Sharpe ratio, Treynor ratio, Jensen's alpha)
Benchmarking and performance attribution analysis
Evaluation of active vs. passive investment strategies

Behavioral Finance:

Behavioral Biases and Heuristics

Overconfidence, loss aversion, herd behavior, and other biases
Impact of behavioral biases on investment decisions
Strategies to mitigate behavioral biases
Market Anomalies and Investor Irrationality

Market bubbles and crashes
Momentum effect, value effect, and other market anomalies
Contrarian investment strategies

Case Studies and Practical Applications:

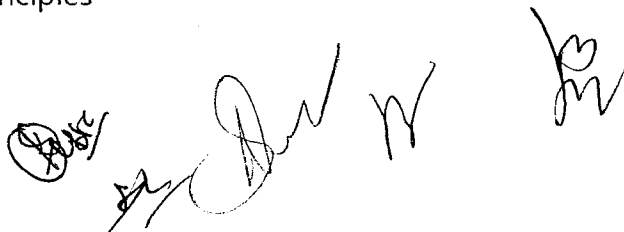
Analyzing real-world investment scenarios and case studies
Conducting risk assessments and constructing investment portfolios
Simulated trading exercises and portfolio management simulations

Additional Resources and Tools:

Investment textbooks, journals, and academic literature
Financial modeling software (e.g., Excel, Bloomberg)
Investment analysis platforms and databases

Evaluation and Assessment:

Assignments, quizzes, and exams assessing understanding of investment concepts and principles

A collection of handwritten signatures and initials in black ink, including a circular stamp on the left and several stylized names.

P. J. Joshi
Dr. Registrar
University of Rajasthan
JAIPUR

Case study analyses and presentations evaluating application of investment theories in real-world scenarios

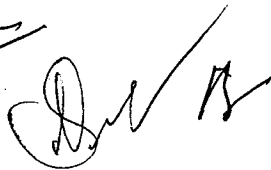
Portfolio construction projects and performance evaluations

This curriculum provides a comprehensive understanding of investments focusing on risk and returns, covering theoretical concepts, practical applications, and behavioral aspects to prepare students for careers in investment management, financial analysis, and portfolio management.











Dr. Rajendra
University of Jammu
Jammu

Semester 2 – Core Subject - 3

Foundations of Financial Management:

Introduction to Financial Management

- Definition and objectives of financial management
- Role and responsibilities of financial managers
- Overview of financial markets and institutions

Financial Statements Analysis

- Understanding financial statements (income statement, balance sheet, cash flow statement)
- Financial ratio analysis and interpretation
- DuPont analysis for assessing profitability

Time Value of Money

- Principles of time value of money (present value, future value, discounting)
- Applications of time value of money in investment decision-making
- Calculating present and future values of cash flows

Capital Budgeting and Investment Decisions:

Capital Budgeting Techniques

- Net present value (NPV) analysis
- Internal rate of return (IRR) method
- Payback period and discounted payback period

Risk and Return Analysis

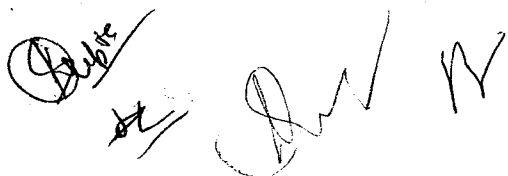
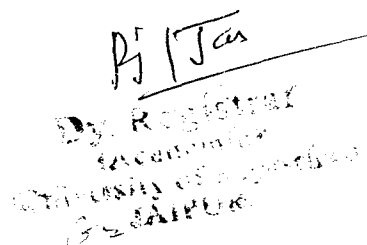
- Understanding risk and return relationship
- Capital asset pricing model (CAPM) for calculating cost of equity
- Risk-adjusted discount rate and sensitivity analysis

Project Evaluation and Selection

- Evaluating strategic alignment and project viability
- Capital rationing and project prioritization
- Real options analysis for investment flexibility

Financing Decisions and Capital Structure:

Capital Structure Theory

A collection of handwritten signatures and initials in black ink, including a circular stamp with a signature, and several other stylized signatures.Handwritten initials 'B' and 'M' in black ink.A handwritten signature 'P. J. Tan' above a rectangular stamp that reads 'Dy. Registrar', 'University of Jember', and 'Gedung'.

Modigliani-Miller theorem and capital structure irrelevance
Trade-off theory and pecking order theory
Factors influencing optimal capital structure
Debt and Equity Financing

Sources of long-term financing (debt, equity, hybrid securities)
Cost of debt and cost of equity calculation
Dividend policy and distribution decisions
Financial Leverage and Risk Management

Impact of financial leverage on returns and risk
Managing financial risk through hedging and derivatives
Working capital management and liquidity risk

Financial Planning and Forecasting:

Budgeting and Forecasting

Types of budgets (operating budget, capital budget, cash budget)
Zero-based budgeting and flexible budgeting techniques
Rolling forecasts and variance analysis

Financial Modeling

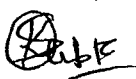
Building financial models for forecasting and scenario analysis
Sensitivity analysis and scenario planning
Forecasting financial statements and cash flows
Working Capital Management

Managing cash, receivables, and inventory
Cash conversion cycle optimization
Short-term financing and liquidity management

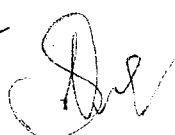
Financial Performance Measurement and Analysis:

Financial Performance Metrics

Key performance indicators (KPIs) for financial analysis
Economic value added (EVA) and shareholder value analysis
Balanced scorecard approach to performance measurement
Financial Reporting and Disclosure

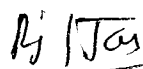











Dy. Registrar
(Academic)
University of Rajasthan
JAIPUR

International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles (GAAP)

- Corporate governance and financial transparency
- Regulatory compliance and financial reporting requirements
- Financial Risk Management

- Identification and assessment of financial risks (market risk, credit risk, liquidity risk)
- Risk mitigation strategies (diversification, hedging, insurance)
- Stress testing and risk scenario analysis

Corporate Finance and Strategic Financial Management:

Mergers and Acquisitions

- M&A process and valuation methods
- Financial and strategic considerations in mergers and acquisitions
- Post-merger integration and performance evaluation

Corporate Restructuring

- Types of corporate restructuring (divestitures, spin-offs, joint ventures)
- Financial implications of restructuring activities
- Shareholder value creation through restructuring

International Financial Management

- Foreign exchange risk management
- Multinational capital budgeting and financing decisions
- Global financial markets and international investment opportunities

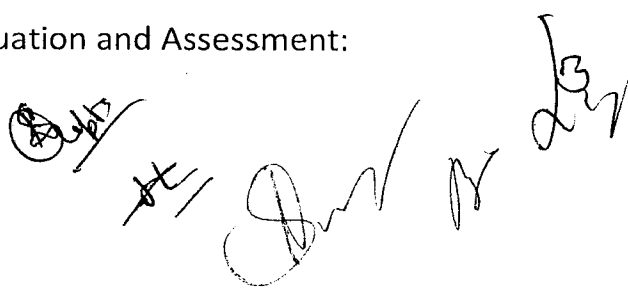
Case Studies and Practical Applications:

- Analyzing real-world financial management scenarios and case studies
- Financial modeling and decision-making projects
- Simulations and business games for strategic financial management

Additional Resources and Tools:

- Financial management textbooks, journals, and research papers
- Financial analysis software and tools (e.g., Excel, financial modeling software)
- Workshops and seminars on financial management topics

Evaluation and Assessment:



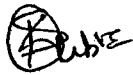
P. J. T.
Dy. Registrar
(Academic)
University of Rajasthan
JAIPUR

Assignments, quizzes, and exams assessing understanding of financial management concepts and theories

Case analysis and presentation evaluations

Financial modeling and forecasting projects assessment

This curriculum provides a comprehensive understanding of financial management, covering theoretical concepts, practical applications, and tools and techniques to equip individuals with the skills needed to make informed financial decisions and effectively manage financial resources within organizations.

 Dr. [unclear]

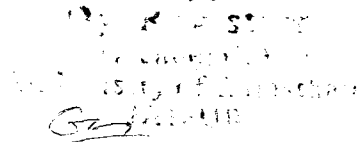








 P. J. [unclear]

 [unclear]

Semester 3 – Core Subject -1

Foundations of Personal Financial Planning:

Introduction to Personal Finance

- Importance of personal financial planning
- Key financial goals (short-term, medium-term, long-term)
- Overview of the financial planning process

Financial Statements and Budgeting

- Understanding income statements and balance sheets
 - Budgeting techniques (zero-based budgeting, envelope system)
 - Developing a personal budget and tracking expenses
- #### Financial Goal Setting and Prioritization

- Identifying financial goals and objectives
- Setting SMART financial goals
- Prioritizing goals based on importance and urgency

Managing Cash Flow and Debt:

Cash Flow Management

- Managing income and expenses effectively
- Strategies for increasing income (career advancement, side hustles)
- Emergency fund planning and savings strategies

Debt Management

- Understanding different types of debt (credit card debt, student loans, mortgages)
- Debt repayment strategies (snowball method, avalanche method)
- Consolidation and refinancing options

Savings and Investment Strategies:

Subs
st *Don* *N*

h

PJ/Tar
Dr. Keshvi
Academic
University of Rajasthan
G-2 ALPOT

Building a Savings Plan

Importance of saving for emergencies and future goals

Strategies for increasing savings rate (automatic transfers, pay yourself first)

Savings vehicles (savings accounts, money market accounts, certificates of deposit)

Introduction to Investments

Overview of investment options (stocks, bonds, mutual funds, ETFs)

Risk-return trade-off and investment objectives

Basics of asset allocation and diversification

Retirement Planning

Understanding retirement needs and expenses

Retirement savings vehicles (401(k), IRA, pension plans)

Retirement income sources (Social Security, annuities)

Risk Management and Insurance:

Understanding Insurance

Types of insurance (life insurance, health insurance, property insurance)

Evaluating insurance needs and coverage options

Importance of risk management in financial planning

Estate Planning

Basics of estate planning (wills, trusts, power of attorney)

Estate planning considerations for different life stages

Minimizing estate taxes and probate costs

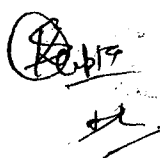
Tax Planning and Optimization:

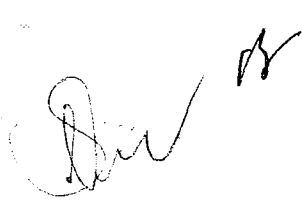
Tax Basics

Understanding the tax system (income tax, capital gains tax, estate tax)

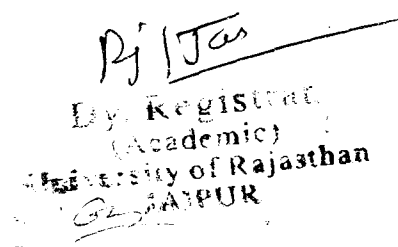
Tax deductions and credits

Strategies for tax-efficient investing








By, Registrar
(Academic)
University of Rajasthan
JAIPUR

Tax Planning Strategies

- Retirement account contributions and withdrawals
- Tax-loss harvesting
- Charitable giving and tax deductions

Behavioral Finance and Psychology of Money:

Understanding Behavioral Biases

Common behavioral biases in personal finance (loss aversion, overconfidence, anchoring)

- Impact of emotions on financial decision-making
- Strategies for overcoming behavioral biases
- Financial Psychology and Money Mindset

- Building a healthy relationship with money
- Goal visualization and motivation techniques
- Financial mindfulness and stress management

Case Studies and Practical Applications:

- Analyzing real-life financial scenarios and case studies
- Developing personalized financial plans and strategies
- Simulated investment portfolio management exercises

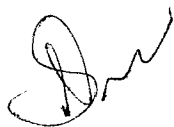
Additional Resources and Tools:

- Personal finance books, blogs, and podcasts
- Financial planning software and tools (e.g., Mint, Personal Capital)
- Workshops and seminars on personal finance topics

Evaluation and Assessment:

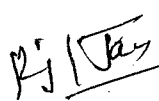
- Assignments, quizzes, and exams assessing understanding of personal financial planning concepts and principles
- Case study analyses and presentations evaluating application of financial planning strategies









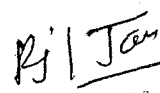

DR. KENNETH
LACROIX
University of
G-1A1116

Development of personal financial plans and portfolios

This curriculum provides a comprehensive understanding of personal financial planning, covering theoretical concepts, practical applications, and behavioral aspects to empower individuals to make informed financial decisions and achieve their financial goals.






Dy. Registrar
(Academic)
University of Rajasthan
JAIPUR

Semester 3 – Core Subject -2

Foundations of Indian Capital Market:

Introduction to Indian Financial Markets

Overview of Indian capital markets (equity, debt, derivatives)

Role and importance of capital markets in the Indian economy

Regulatory framework (SEBI, RBI, stock exchanges)

Market Participants

Role of investors, issuers, intermediaries, and regulators

Overview of market infrastructure (stock exchanges, depositories, clearing corporations)

Types of market participants (retail investors, institutional investors, market makers)

Equity Market Products:

Introduction to Equities

Basics of stocks and shares

Types of equities (common stock, preferred stock)

Stock exchanges in India (NSE, BSE)

Equity Market Operations

Trading mechanisms (cash market, derivatives market)

Order types and execution

Market indices (Nifty, Sensex) and their significance

Initial Public Offerings (IPOs)

Process of IPO issuance

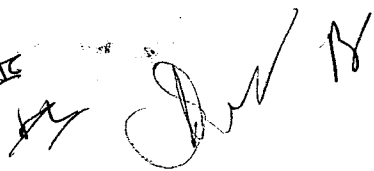
IPO valuation methods

Investing in IPOs: Opportunities and risks

Debt Market Products:

Introduction to Debt Instruments







14/Jan
By Registrar
(Academic)
University of ...
Gurgaon

Types of debt securities (bonds, debentures, government securities)
Characteristics of debt instruments (coupon rate, maturity, credit rating)
Role of debt markets in financing
Bond Market Operations

Bond pricing and yield calculation
Primary bond market vs. secondary bond market
Government securities market (G-Sec market)
Corporate Bonds and Debentures

Issuance process and documentation
Credit rating agencies and credit risk assessment
Investing in corporate bonds: Strategies and considerations

Derivatives Market Products:

Introduction to Derivatives

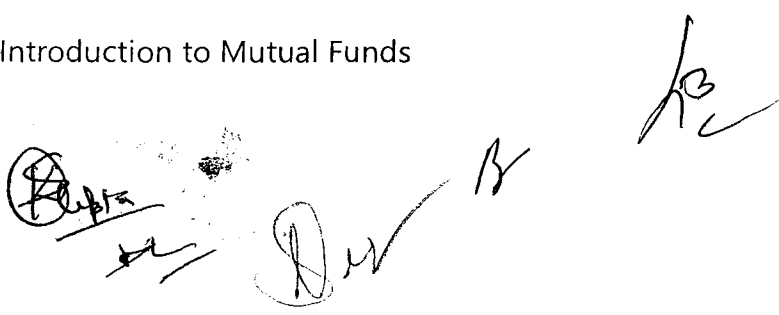
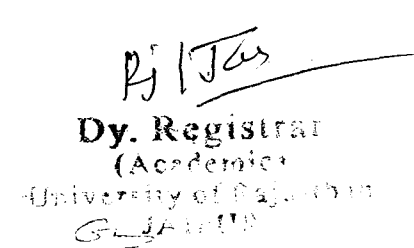
Basics of derivatives (futures, options, swaps)
Purpose and functions of derivatives markets
Regulatory framework for derivatives trading
Futures and Options

Mechanics of futures contracts (trading, margin, settlement)
Options contracts (call options, put options)
Trading strategies using futures and options
Currency and Interest Rate Derivatives

Currency futures and options
Interest rate futures
Hedging and speculation using currency and interest rate derivatives

Mutual Funds and Exchange-Traded Funds (ETFs):

Introduction to Mutual Funds

Basics of mutual funds (structure, types)

Mutual fund units and NAV calculation

Role of mutual funds in investment management

Types of Mutual Funds

Equity funds, debt funds, hybrid funds

Index funds vs. actively managed funds

Sectoral funds and thematic funds

Exchange-Traded Funds (ETFs)

Structure and features of ETFs

Advantages of investing in ETFs

ETFs vs. mutual funds: A comparative analysis

Alternative Investment Products:

Real Estate Investment Trusts (REITs)

Introduction to REITs

Structure and operation of REITs

Investing in REITs: Pros and cons

Infrastructure Investment Trusts (InvITs)

Basics of InvITs

InvIT structure and regulation

Investing in InvITs: Risks and rewards

Case Studies and Practical Applications:

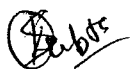
Analyzing real-world investment scenarios and case studies

Simulated trading exercises using virtual trading platforms

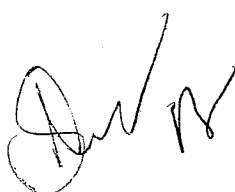
Portfolio construction projects incorporating various capital market products

Additional Resources and Tools:

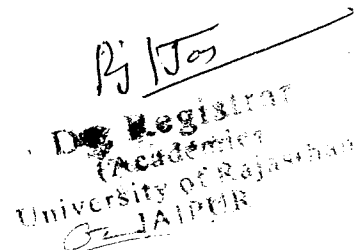
Financial market textbooks, research papers, and regulatory publications

 Subhojit








Dr. Subhojit
Academics
University of Rajasthan
JAIPUR

Financial news portals and market analysis websites (e.g., Moneycontrol, Economic Times)

Interactive trading platforms and virtual investment simulations

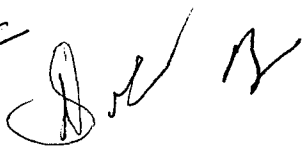
Evaluation and Assessment:

Assignments, quizzes, and exams assessing understanding of Indian capital market products and concepts

Case study analyses and presentations evaluating application of investment strategies

Portfolio performance assessments and investment simulations

This curriculum provides a comprehensive understanding of Indian capital market products, covering theoretical concepts, practical applications, and regulatory aspects to equip participants with the knowledge and skills needed to navigate and invest in the Indian financial markets.




Dy. Registrar
(Academics)
University of Rajasthan
JAIPUR

Semester 3 – Core Subject – 3

Foundations of Sales and Distribution Management:

Introduction to Sales Management

Definition and scope of sales management

Importance of sales function in business

Evolution of sales management concepts

Sales Process

Steps in the sales process (prospecting, pre-approach, approach, presentation, closing, follow-up)

Sales cycle and pipeline management

Customer relationship management (CRM) systems

Distribution Channels

Types of distribution channels (direct, indirect, omnichannel)

Channel design and management

Selection of distribution partners and intermediaries

Sales Strategies and Planning:

Sales Planning and Forecasting

Setting sales objectives and targets

Sales forecasting methods (qualitative and quantitative)

Sales budgeting and resource allocation

Sales Strategies

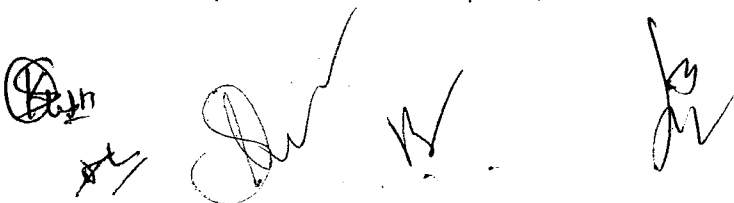
Market segmentation and targeting

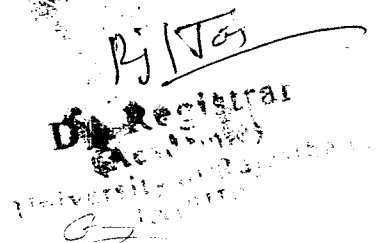
Positioning and differentiation strategies

Pricing strategies and tactics

Sales Promotion and Personal Selling

Sales promotion techniques (discounts, coupons, sales contests)





Personal selling skills and techniques
Sales presentation and negotiation skills

Sales Force Management:

Recruitment and Selection

Sales force recruitment methods
Selection criteria for sales personnel
Assessing sales aptitude and skills

Training and Development

Sales training programs and methods
Product knowledge training
Sales techniques and communication skills training

Motivation and Compensation

Sales incentive schemes (commission, bonuses, contests)
Motivational theories and techniques
Performance appraisal and feedback mechanisms

Sales Analytics and Performance Measurement:

Sales Performance Metrics

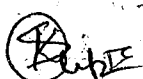
Key performance indicators (KPIs) for sales
Sales activity tracking (calls, meetings, conversions)
Sales productivity and efficiency metrics

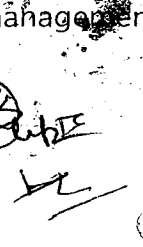
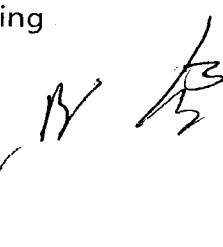
Sales Analytics

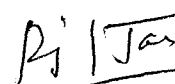
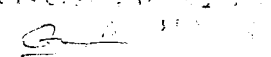
Data-driven decision making in sales
Sales forecasting models
Customer lifetime value analysis

Sales Force Automation

CRM systems and sales automation tools
Lead management and tracking




Dy. Registrar
(Academics)
University of Jammu


Integration with other business systems (ERP, marketing automation)

Channel Management and Logistics:

Channel Relationship Management

- Partner selection and evaluation
 - Channel conflict resolution
 - Channel incentives and support programs
- ### Logistics and Supply Chain Management

- Inventory management and replenishment strategies
- Order processing and fulfillment
- Warehousing and distribution network design

Retail Management:

Retailing Concepts

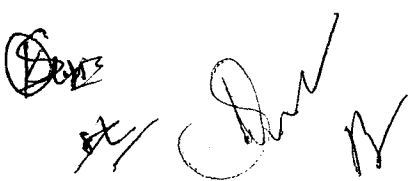
- Types of retail formats (brick-and-mortar, e-commerce, mobile commerce)
 - Retail store layout and design
 - Merchandising and visual merchandising techniques
- ### Customer Service and Experience

- Importance of customer service in retail
- Managing customer complaints and feedback
- Creating memorable customer experiences

Emerging Trends and Technologies in Sales and Distribution:

E-commerce and Digital Sales

- Trends in online retailing and e-commerce
 - Digital marketing strategies for sales
 - Omnichannel retailing and integrated sales approaches
- ### Artificial Intelligence (AI) in Sales




Dr. Registrar
(Academic)
University of Salem
Salem, India

AI-powered sales automation and predictive analytics
Chatbots and virtual assistants in sales
Personalization and recommendation engines

Case Studies and Practical Applications:

Analyzing real-world sales and distribution management scenarios and case studies
Developing sales plans and strategies for hypothetical businesses
Simulated sales presentations and negotiations

Additional Resources and Tools:

Sales management textbooks, journals, and academic literature
Sales training programs and workshops
Sales automation software and CRM platforms

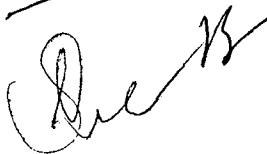
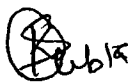
Evaluation and Assessment:

Assignments, quizzes, and exams assessing understanding of sales and distribution management concepts and principles

Case study analyses and presentations evaluating application of sales strategies and techniques

Sales role-playing exercises and performance evaluations

This curriculum provides a comprehensive understanding of sales and distribution management, covering theoretical concepts, practical applications, and emerging trends to prepare students for careers in sales management, channel management, retail management, and related fields.



Dy. Registrar
(Academic)
University of Rajasthan
Jaipur

Semester 4 – Core Subject – 1

Foundations of Retail Banking Asset Sales:

Introduction to Retail Banking

Overview of retail banking products and services

Importance of retail banking asset sales in revenue generation

Role of retail banking sales professionals

Understanding Retail Banking Products

Types of retail banking assets (loans, mortgages, credit cards)

Features, benefits, and risks associated with each product

Regulatory requirements and compliance considerations

Sales Process in Retail Banking

Sales funnel stages (prospecting, qualification, presentation, closing)

Relationship-building techniques with retail banking customers

Cross-selling and upselling strategies

Retail Banking Sales Techniques:

Customer Needs Analysis

Understanding customer financial goals and needs

Conducting financial health checks and risk assessments

Identifying opportunities for personalized product recommendations

Effective Sales Communication

Active listening and questioning techniques

Value-based selling approach

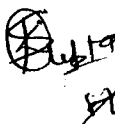
Overcoming objections and handling customer concerns

Product Knowledge and Demonstration

In-depth understanding of retail banking products and features

Demonstrating product benefits and suitability to customers

Using product comparison and visualization tools




Dy. Registrar
(Academic)
University of Calicut
Kozhikode

Relationship Management and Customer Service:

Building Customer Relationships

- Building rapport and trust with retail banking customers
- Managing customer expectations and preferences
- Strategies for retaining and nurturing customer relationships

Customer Service Excellence

- Providing personalized service and support
- Handling customer inquiries, complaints, and feedback
- Resolving customer issues promptly and effectively

Client Onboarding and Retention

- Onboarding new retail banking customers smoothly
- Developing customer retention strategies
- Conducting customer satisfaction surveys and feedback sessions

Regulatory Compliance and Risk Management:

Compliance Requirements in Retail Banking Sales

- Understanding regulatory frameworks (e.g., Consumer Financial Protection Bureau, Anti-Money Laundering laws)
- Compliance with Fair Lending laws and regulations
- Responsible lending practices and customer privacy protection

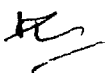
Risk Assessment and Mitigation

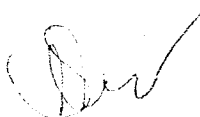
- Identifying and assessing credit risk in retail banking assets
- Implementing risk management controls and procedures
- Monitoring and managing portfolio risk exposure

Ethical Sales Practices

- Adhering to ethical standards and professional conduct
- Avoiding predatory lending practices and deceptive sales tactics
- Promoting financial literacy and consumer education












Dy. Register
(Academic)
University of ...
G2

Sales Performance Measurement and Improvement:

Key Performance Indicators (KPIs)

Tracking sales metrics (conversion rates, average deal size, customer lifetime value)

Setting SMART sales goals and targets

Performance evaluation and feedback mechanisms

Continuous Learning and Development

Staying updated on industry trends and market developments

Participating in training programs and skill enhancement workshops

Learning from successful sales strategies and best practices

Case Studies and Practical Applications:

Analyzing real-world retail banking sales scenarios and case studies

Role-playing exercises and simulations

Field visits to observe retail banking sales processes in action

Additional Resources and Tools:

Retail banking sales manuals, scripts, and training materials

Sales automation tools and customer relationship management (CRM) software

Online resources and industry publications on retail banking sales strategies

Evaluation and Assessment:

Sales performance evaluations and assessments

Role-play observations and feedback sessions

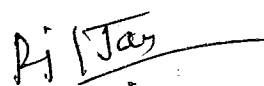
Case study analyses and presentations

This curriculum provides a comprehensive understanding of retail banking asset sales, covering theoretical concepts, practical applications, and regulatory compliance considerations to equip sales professionals with the skills and knowledge needed to succeed in retail banking sales roles.








Dy. Registrar
(Academics)
University of Rajasthan
JAIPUR

Foundations of Retail Banking Assets Underwriting:

Introduction to Retail Banking Underwriting

Overview of retail banking assets (loans, mortgages, credit cards)

Importance of underwriting in retail banking risk management

Role of underwriters in the loan approval process

Credit Risk Management

Understanding credit risk and its components

Credit risk assessment methodologies

Factors affecting creditworthiness of borrowers

Regulatory Environment

Overview of retail lending regulations (e.g., Consumer Financial Protection Bureau, Fair Lending laws)

Compliance requirements and regulatory guidelines

Ethical considerations in retail banking underwriting

Loan Underwriting Processes:

Pre-Application Assessment

Customer eligibility criteria and pre-qualification requirements

Initial customer screening and risk profiling

Gathering relevant customer information and documentation

Credit Analysis

Assessing borrower's creditworthiness (credit history, income, debt-to-income ratio)

Financial statement analysis and cash flow assessment

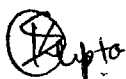
Evaluating collateral and loan security

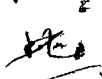
Decision Making and Approval

Loan structuring and terms negotiation

Risk-based pricing and interest rate determination

Credit scoring models and automated underwriting systems

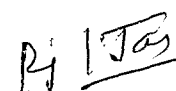











Dr. Rajesh
University of
Ganga

Retail Banking Products Underwriting:

Consumer Loans Underwriting

Types of consumer loans (personal loans, auto loans, student loans)

Underwriting criteria and risk assessment factors

Loan documentation requirements and processing procedures

Mortgage Underwriting

Mortgage loan types (fixed-rate, adjustable-rate, FHA, VA)

Mortgage underwriting standards and guidelines

Appraisal and valuation of real estate properties

Credit Card Underwriting

Credit card application screening and evaluation

Credit limit determination and risk management

Assessing credit card affordability and usage patterns

Risk Management and Mitigation:

Credit Risk Mitigation Strategies

Loan diversification and portfolio management

Collateralization and asset-backed securities

Credit enhancements and guarantees

Fraud Prevention and Detection

Identifying red flags and warning signs of fraud

Anti-money laundering (AML) and know-your-customer (KYC) procedures

Fraud detection tools and techniques

Loan Loss Provisioning and Reserving

Estimating and provisioning for loan losses

Reserve management and impairment testing

Regulatory requirements for loan loss reserves










Dy. Registrar
Academic
University of Rajasthan
JAIPUR

Underwriting Quality and Performance Monitoring:

Quality Control and Assurance

Underwriting quality standards and best practices

Quality control measures and audits

Continuous improvement and process optimization

Monitoring and Reporting

Tracking loan performance and delinquency rates

Early warning indicators and risk triggers

Reporting to senior management and regulatory authorities

Case Studies and Practical Applications:

Analyzing real-world underwriting scenarios and case studies

Role-playing exercises and simulations

Underwriting decision-making projects and presentations

Additional Resources and Tools:

Underwriting manuals, guidelines, and training materials

Underwriting software and decision support systems

Industry publications and research reports on retail banking underwriting practices

Evaluation and Assessment:

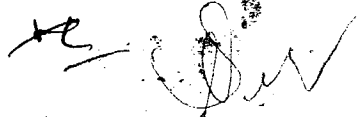
Underwriting case analysis and presentations

Quality assurance evaluations and audits

Performance metrics tracking and analysis

This curriculum provides a comprehensive understanding of retail banking assets underwriting, covering theoretical concepts, practical applications, and regulatory compliance considerations to equip underwriting professionals with the skills and knowledge needed to effectively assess and manage credit risk in retail banking portfolios.


Dr. R. K. Singh


Dr. R. K. Singh


Dr. R. K. Singh


Dr. R. K. Singh


Dr. R. K. Singh

Dr. R. K. Singh
Academic
University of
Gurgaon

Semester 4 – Core Subject – 2

Foundations of Retail Banking Liabilities Sales:

Introduction to Retail Banking Liabilities

Overview of retail deposit products (savings accounts, checking accounts, certificates of deposit)

Importance of liabilities sales in retail banking revenue generation

Role of liabilities sales professionals in banking institutions

Understanding Customer Needs and Preferences

Identifying customer financial goals and objectives

Conducting needs assessments and financial health checks

Segmentation and targeting of retail banking customers

Regulatory Environment and Compliance

Regulatory framework governing retail banking liabilities sales (e.g., Consumer Financial Protection Bureau, Know Your Customer regulations)

Compliance requirements and ethical considerations in retail banking sales practices

Anti-money laundering (AML) and customer due diligence (CDD) procedures

Retail Deposit Products and Features:

Savings Accounts

Types of savings accounts (regular savings, high-yield savings, money market accounts)

Features, benefits, and interest rate structures

Target customer segments and marketing strategies

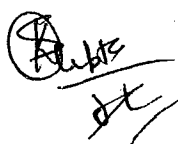
Checking Accounts

Types of checking accounts (basic checking, interest-bearing checking, premium checking)

Account features, fees, and overdraft protection options

Cross-selling opportunities and relationship-building strategies

Certificates of Deposit (CDs)




Dr. Registrar
(Academic)
University of Rajasthan
JAIPUR

Characteristics of CDs (term length, interest rates, early withdrawal penalties)
Advantages and limitations of CDs for customers
Positioning CDs as part of a diversified savings portfolio

Sales Techniques and Strategies:

Consultative Selling Approach

Building rapport and trust with retail banking customers
Asking probing questions to uncover customer needs and financial goals
Tailoring product recommendations based on customer profiles
Value Proposition and Benefits Communication

Articulating the value proposition of retail deposit products
Highlighting key features and benefits to customers
Overcoming objections and addressing customer concerns
Cross-Selling and Up-Selling

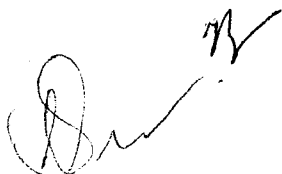
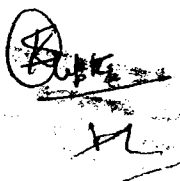
Identifying cross-selling opportunities based on customer relationships and transaction history
Promoting bundled product offerings and package deals
Maximizing customer lifetime value through up-selling strategies

Relationship Management and Customer Service:

Building Customer Relationships

Developing long-term relationships with retail banking customers
Providing personalized service and proactive account management
Leveraging customer feedback for product improvement and innovation
Customer Onboarding and Engagement

Streamlining the account opening process for new customers
Onboarding best practices and welcome communication strategies
Engaging customers through targeted marketing campaigns and loyalty programs




Dy. Registrar
(Academic)
University of Rajasthan
Jaipur

Customer Retention and Loyalty

- Strategies for retaining retail banking customers and reducing churn
- Recognizing and rewarding customer loyalty
- Handling customer complaints and resolving issues promptly

Sales Performance Measurement and Improvement:

Key Performance Indicators (KPIs)

- Tracking sales metrics (account openings, deposit balances, cross-sell ratio)
 - Setting sales targets and performance goals
 - Performance evaluation and feedback mechanisms
- ### Continuous Learning and Development

- Staying updated on retail banking products and industry trends
 - Participating in sales training programs and skill enhancement workshops
 - Learning from successful sales strategies and best practices
- ### Sales Automation and Technology

- Leveraging sales automation tools and customer relationship management (CRM) software

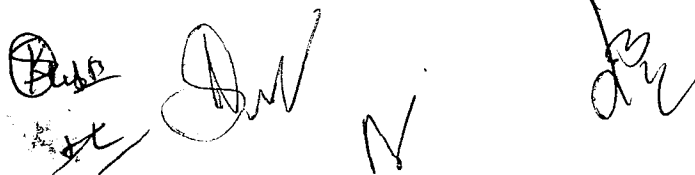
- Analyzing customer data and behavior to inform sales strategies
- Using technology to streamline sales processes and improve efficiency

Case Studies and Practical Applications:

- Analyzing real-world retail banking sales scenarios and case studies
- Role-playing exercises and simulations
- Sales campaign development and execution projects

Additional Resources and Tools:

- Retail banking sales manuals, scripts, and training materials
- Sales automation software and CRM platforms
- Industry publications and research reports on retail banking sales strategies




Dy. Registrar
(Academic)
University of Rajasthan
JAIPUR

Evaluation and Assessment:

- Sales performance evaluations and assessments
- Role-play observations and feedback sessions
- Case study analyses and presentations

This curriculum provides a comprehensive understanding of retail banking liabilities sales, covering theoretical concepts, practical applications, and regulatory compliance considerations to equip sales professionals with the skills and knowledge needed to succeed in retail banking sales roles.

Semester 4 – Core Subject – 3

Foundations of Direct Taxes:

Introduction to Direct Taxes

- Definition and types of direct taxes

- Historical perspective and evolution of direct taxation

Constitutional Framework

- Constitutional provisions related to taxation in India

- Distribution of taxing powers between the central and state governments

Basic Principles of Taxation

- Concepts of income, exemptions, deductions, and tax credits

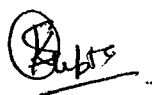
- Principles of equity, certainty, convenience, and economy in taxation

Income Tax Laws and Regulations:

Income Tax Act, 1961

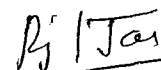
- Overview of the Income Tax Act and its amendments

- Structure and organization of the Income Tax Act


Dr. P. S. Subramanian
H.E.


Dr. R. S. Subramanian


Dr. S. S. Subramanian


Dr. J. S. Subramanian
Registrar
(Academic)
University of P. S. Subramanian
G. S. Subramanian

Residential Status and Tax Incidence

- Determination of residential status for individuals and companies
- Scope of total income and tax incidence on residents and non-residents
- Heads of Income

- Income from salary, house property, business or profession, capital gains, and other sources

- Taxability of various types of income and exemptions

Corporate Taxation:

Taxation of Companies

- Classification of companies for tax purposes
- Computation of taxable income for companies
- Tax Planning for Corporates

- Strategies for minimizing corporate tax liability

- Provisions related to deductions, incentives, and exemptions for corporates

Tax Deductions, Exemptions, and Rebates:

Deductions and Exemptions

- Deductions under Section 80C, 80D, 80G, etc.
- Exemptions for agricultural income, dividends, etc.
- Tax Rebates and Relief

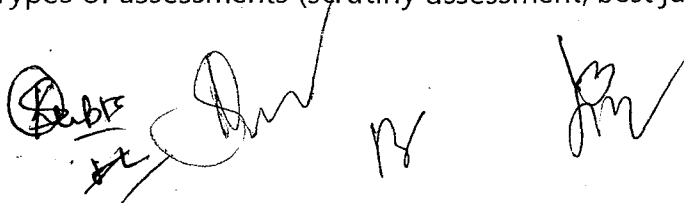
- Rebates under Section 87A

- Relief under Double Taxation Avoidance Agreements (DTAA)

Assessment and Appeals:

Assessment Procedures

- Types of assessments (scrutiny assessment, best judgment assessment, etc.)

Handwritten signatures and initials in black ink, including a circular stamp with the word 'Debate' and several stylized signatures.

Rj / Jai
Asst. Registrar
Academics
University of Rajasthan
JAIPUR

Time limits for filing returns and assessment proceedings
Appeals and Dispute Resolution

Appellate authorities under the Income Tax Act
Procedures for filing appeals and resolution of tax disputes

Tax Administration and Compliance:

Tax Administration Structure

Role of Central Board of Direct Taxes (CBDT)
Tax collection mechanisms and procedures
Tax Compliance Requirements

Tax deduction at source (TDS) provisions
Tax audit requirements and penalties for non-compliance

Advanced Topics:

International Taxation

Taxation of foreign income and non-resident entities
Transfer pricing regulations
Taxation of Specific Entities

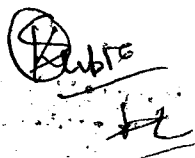
Taxation of partnerships, LLPs, trusts, etc.
Special provisions for startups and small businesses

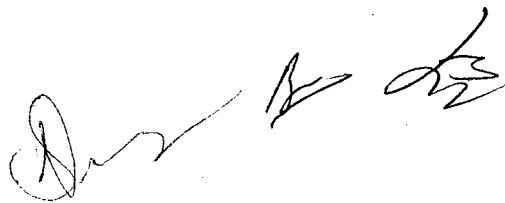
Case Studies and Practical Applications:

Analyzing case studies related to tax planning, computation, and compliance
Preparation of tax returns for individuals and corporates
Simulation exercises on handling tax assessments and appeals

Additional Resources and Tools:

Tax software and online tools for computation and filing of tax returns


Dr. Rakesh Kumar


Dr. Rakesh Kumar


Dr. Rakesh Kumar
Academic
University of Rajasthan
JAIPUR

Taxation journals, books, and online resources

Workshops, seminars, and webinars conducted by tax experts

Evaluation and Assessment:

Practical assignments on tax computation, planning, and compliance

Quizzes and tests assessing understanding of tax laws and principles

Project work involving application of tax knowledge in real-world scenarios

This curriculum provides a comprehensive understanding of direct taxes, covering theoretical concepts, practical applications, and advanced topics to prepare students for careers in taxation, accounting, or related fields.

Foundations of Indirect Taxes:

Introduction to Indirect Taxes

Definition and types of indirect taxes

Importance and role of indirect taxes in the economy

Evolution of Indirect Taxation in India

Historical overview of indirect taxation in India

Transition from cascading taxes to GST regime

Basic Concepts in Indirect Taxation

Concepts of supply, goods, services, and taxable events

Principles of levy, collection, and administration of indirect taxes

Goods and Services Tax (GST):

Overview of GST

Introduction to GST and its objectives

GST structure (CGST, SGST, IGST) and compliance mechanism

GST Law and Regulations

Provisions of the CGST Act, 2017 and related rules

W. [Signature]
se [Signature]
[Signature]
[Signature]

Ms. [Signature]
Dr. Rajat Singh
(Academic)
University of [Signature]
[Signature]

Amendments and updates in GST law
GST Registration and Compliance

GST registration process and eligibility criteria
Filing GST returns (GSTR-1, GSTR-3B, etc.) and compliance requirements

Customs Duty:

Customs Law and Regulations

Customs Act, 1962 and related rules
Classification of goods, valuation, and assessment under customs
Import Duties and Procedures

Basic customs duty, countervailing duty (CVD), and special additional duty (SAD)
Customs clearance procedures, documentation, and compliance requirements

Excise Duty and Other Indirect Taxes:

Excise Duty

Overview of central excise duty and related laws
Excise duty on manufacturing, production, and clearance of goods
Service Tax

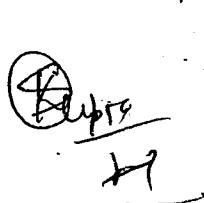
Introduction to service tax and its applicability
Service tax rates, exemptions, and compliance procedures

Indirect Tax Planning and Management:

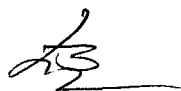
Tax Planning Strategies

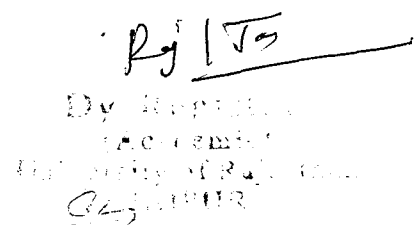
Strategies for minimizing indirect tax liability
Impact of indirect taxes on business decisions and operations
Tax Compliance Management

Record-keeping requirements for indirect tax compliance








Pg 1/5
Dy. Director
TAC (EM)
Ministry of Revenue
Gst, India

Internal controls and audit procedures for indirect taxes

Advanced Topics:

GST in Specific Industries

GST implications for manufacturing, services, and e-commerce sectors

Sector-specific exemptions and compliance challenges

International Trade and Customs

Customs duties on imports and exports

Customs valuation, classification, and tariff concessions

Case Studies and Practical Applications:

Analyzing case studies related to GST registration, compliance, and indirect tax planning

Preparation of GST returns and customs documentation using case studies

Simulation exercises on handling GST-related queries and customs clearance procedures

Additional Resources and Tools:

GST portals, customs websites, and online resources provided by government authorities

Training materials and guides on GST compliance and customs procedures

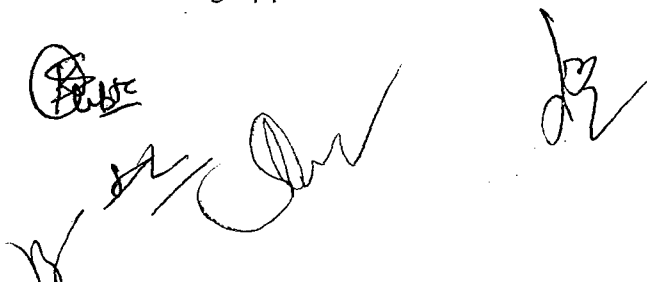
Workshops, seminars, and webinars conducted by experts in indirect taxation

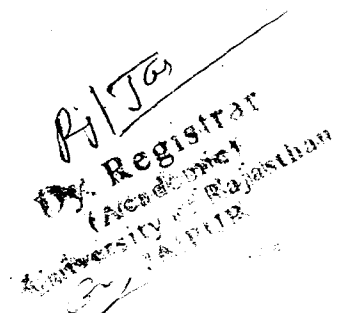
Evaluation and Assessment:

Practical assignments on GST registration, filing returns, and customs clearance procedures

Quizzes and tests assessing understanding of indirect tax laws and compliance requirements

Project work involving application of indirect tax knowledge in real-world scenarios



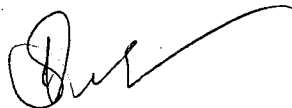

Registrar
(Academic)
University of Rajasthan
Jaipur

This curriculum provides a comprehensive understanding of indirect taxes, covering theoretical concepts, practical applications, and advanced topics to prepare students for careers in taxation, customs, international trade, or related fields.

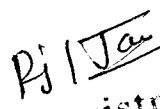











Dy. Registrar
(Academic)
University of Jammu
