

Name of Faculty	Ms. Sonam Sachdeva			
Discipline	Management (MBA)			
Semester	Fourth Semester (IV)			
Subject	Management of Financial Services (FM-404)			
Lesson Plan Duration	15 Weeks (January 2018 to April 2018)			
Work Load per week	3 Lectures per week			
Week	Theory		Practical	
	Lecture Day	Topic (Including Assignment/Test)	Practical Day	Topic (Including Assignment/Test)
1	1st	Introduction-Basic Concepts of Financial Services	N/A	N/A
	2nd	Meaning Nature and Types of Financial System		
	3rd	Meaning Nature and Types of Financial Services		
2	4th	Concept, features, Merits and Demerits of Leasing		
	5th	Types of Leasing		
	6th	Accounting, legal & Tax Aspects of Leasing		
3	7th	Case-Study on Leasing	1st N/A	Case-Study Discussion N/A
	8th	Meaning, Features and Types of Factoring		
	9th	Types and Functions of Factoring		
4	10th	Merits and Demerits Factoring, Factoring Vs. Forfeiting and Bill Exchange		
	11th	Role of Factoring in Modern Era with recent developments		
	12th	Meaning, Importance, Factors Affecting Credit Rating		
5	13th	Pros and Cons of Credit Rating	1st N/A	Assignment N/A
	14th	Process and Methodology of Credit Rating		
	15th	Credit Rating Agencies		
6	16th	Sessional-I	2nd N/A	Case-Study Discussion N/A
	17th			
	18th			
7	19th	CRISIL, ICRA		
	20th	CARE , ONICRA		
	21st	Other Rating Agencies like Moody's, ONIDA etc.		
8	22nd	Meaning, Modes and types of Venture Capital		
	23rd	Process and VCs in India		
	24th	Recent Trends in Venture Capital		
9	25th	Concept, Features and Modes of Consumer Credit	N/A	N/A
	26th	Modes of Consumer Credit		
	27th	Modes of Consumer Credit		
10	28th	Cases on consumer Credit Discussion	2nd N/A	Assignment N/A
	29th	Concept, Features, Merits & Demerits of Hire-Purchase Finance		
	30th	Legal Framework, Taxation, Hire Purchase Vs. Leasing		
11	31st	Concept, Role and Functions of Merchant Banking		
	32nd	Merchant Banking Provisions		
	33rd	Introduction, NHB's Housing Finance Companies Directions, Prudential Norms, and Housing Finance Schemes		
12	34th	Sessional-II		
	35th			
	36th			
13	37th	Concept and Significance of Credit Cards		

	38th	Types of Credit Cards, Credit Card Business in India		
	39th	Case-Study on Credit Cards	3rd	Case-Study Discussion
14	40th	Concept, Process and Significance and Benefits of Book Building. Nature and Mechanism of Bought Out Deals	3rd	Assignment on Book Building and Bought Out Deals
	41st	Concept, Functions and benefits of depository System	N/A	N/A
	42nd	Provisions of Depository System in India		
15	43rd	Concept, Mode, Mechanism ,beneficiaries of Securitization; Securitization in India.		
	44th	Revision and Problem Solving Session		
	45th	Revision of Previous Years Question Papers		