



COURSE LISTINGS

101 Accounting for Financial Analysis: Understanding Financial Statements ; Analysis of Financial Statements- Ratio Analysis, Funds Flow Statement, Cash Flow Statement ; Accounting Concepts and Conventions; Accounting for Depreciation, Inventory Valuation, Managing Public Issues, Financial Statements of Banking, Insurance and Non-Profit entities, Price level changes ; Appropriation of Profits ; Recent Trends in Corporate Reporting.

102 Organisational Behaviour : Nature of Organisational Behaviour; Theories of Organisation Behaviour ; Organisational setting; Group dynamics and organisational behaviour ; Conflict and intergroup behaviour ; Motivation and organisational behaviour ; Communication and group decision making ; Leadership ; Organisational controls;

103 Quantitative Techniques: Statistics & Econometrics : Managerial decision making and Statistics; Frequency distribution and their analysis; Index Numbers; Probability Theory, Sampling and sampling distributions ; Estimation ; Tests of Significance ; Constructions of Confidence intervals for means and proportions ; Simple Linear regression analysis; Simple Correlation analysis; Multiple regression and correlation analysis; Time series analysis. Introduction to Nature and Scope of Econometrics ; Linear Models; Extension of the Linear Model ; Generalised Least Squares (GLS) estimation ; Simultaneous Equations models ; Monte Carlo Studies, Simulation process, Evaluating simultaneous models; Simultaneous confidence intervals.

104 Economics for Financial Analysis-I: Micro Economics : Demand and Supply Analysis ; Production ; Cost of Production ; Profit Maximisation and Competitive Supply ; Competitive Markets ; Market Power - Monopoly , Monopsony, Monopolistic Competition and Oligopoly ; Market for Factor Inputs ; General Equilibrium and Economic Efficiency; Externalities and Public Goods.

105 Management Science : Scientific decision making ; Mathematical models and decision theory ; Matrices, Convex set & Convex function, Linear Programming (Resource Allocation) - Graphical and simplex method, Transportation and Assignment, Duality and Post Optimality, Sequencing, Game Theory, Queuing Theory, PERT/CPM, Markov analysis ; Non-Linear Programming - Integer programming and its applications, Goal programming , Formulation and applications, Applications of Dynamic Programming, Simulation Techniques and Applications, Cases of Operations Research

106 Business Environment & Ethics : Economic Environment, Factors affecting Demand, Market Environment, Value Systems, Trends & Structure of Indian Economy; Socio-Cultural Environment, Class Structure, Demographic Profile, Life

Styles ; Financial Environment, Fiscal System; Banking, Insurance, Financial Institutions, Export Finance, Public Issue, Company Deposits, Debentures Environment & Ecology - Ecosystem, Deterioration in Environment & Ecological Imbalances, Threats to Ecosystems, Government Policy towards Environment; Political Environment - Shift in Political Weather, Effects of Attitudes/Preferences; Business Environment, Industrial Policy, Privatisation, Policy on Foreign Investment & Technology ; Business Ethics. Main provisions of : Indian Contracts Act, 1872 ; Negotiable Instruments Act, 1881; Companies Act, 1956 ; Monopolies & Restrictive Trade Practices Act, 1969 ; Consumer Protection Act, 1986 ; Securities & Exchange Board of India Act, 1992 ; Patents Act; Securities & Contracts Act, 1956 ; Sick Industrial Companies Act, 1985 ; Foreign Exchange Regulation Act.

201 Organisational Development: Organisational Environment; Organisational Change, Change Process, Resistance to Change, Management of Change; Approaches to Organisational Development, Organisational Development Process; Team Building; Organisational Dynamics, Power & Politics; Organisational Climate, Components of Organisational Climate; Morale; Organisational Culture & Sub-cultures; Socialisation ; Organisational Culture, Organisational Effectiveness.

202 An Introduction to Computers: Introduction to Computer Systems ; Components of a Computer System ; Computer Software and Hardware ; Introduction to Networking Concepts - Local Area Network, Wide Area Network, E-mail, Internet ; Storage & Retrieval of Data ; Application Packages - Spread Sheets, Word Processing, Data Base Management Systems Packages, Graphics, Statistical Packages, Financial Packages.; Managing Data Processing in Organisation; E-Commerce.

203 Economics for Financial Analysis-II: Macro Economics : National Income Concepts and Methods of Estimating ; Theory of National Income Determination; Analysis of Money Market ; Credit Market- Working and Control Mechanism; General Equilibrium - IS-LM Model ; International Aspects of Macroeconomics ; Theory of Public Finance ; India's Public Finance ; Macroeconomics Policies. Consumption function, Saving and Investment, Theory of Employment and Income, Inflation-causes and consequences

204 Managerial Accounting & Control: Managerial Accounting Environment; Cost Flows and Concepts; Structure and Analysis of Cost ; Techniques of Costing ; Cost-Volume-Profit Analysis ; Standard Costing and Variance Analysis ; Budgeting & Budgetary Control ; Inventory Planning & Control; Pricing Decisions, Recent Developments.

205 Financial Management : Basic Concepts of Valuation ; Investment

Decisions -Techniques of Capital Budgeting; Cost of Capital ; Risk Analysis in Capital Budgeting ; Financing Decisions - Theories of Capital Structure, Planning the Capital Structure, Assessment of Debt Capacity ; Dividend Decisions, Models of Dividend Policy ,Legal Aspects of Dividends; Working Capital Management, Financial Statement Analysis. Financial Markets, Internal Financing, Lease Financing, Merchant Banking, Corporate Restructuring.

206 Business & Corporate Taxation-I: Direct Taxes: Nature and Scope of Corporate Taxation ; Taxation for Property Business , Individual, Partnership Firms , Corporate Tax and Procedure ; Assessment Procedure; Wealth Tax.

301 Business & Corporate Taxation--II: Indirect Taxes: Sales Tax- Rationale, Structure and Administration of SAles Tax in India; Excise Duty- Rationale of Excise Duty, Classification of Goods, MODVAT, Valuation, Refund; Custom Duties-Rationale, Classification of Goods, Import & Export tariff, Duty Drawback, Search & seizure, Appeals and Revisions.

302 Security Analysis & Portfolio Management: Objectives of Financial Investment; Markets for Securities; Security Returns and Valuation ; Risk Factors ; Economic Analysis ; Industry Analysis ; Company Analysis ; Technical Analysis ; Bond Analysis ; Stock Market in India ; Indian P/E Ratios & their Role ; Securities Market Systems & Dynamics. Basic Approaches to Portfolio Management ; Portfolio Theory ; Bond Management Strategies ; Portfolio Selection ; Portfolio Analysis ; Portfolio Management and Performance Measurements ; Portfolio Revision Techniques ; Management of Mutual Funds ; Modifying Portfolio with Derivatives; International Diversification.

303 Working Capital Management: Overview; Working Capital Policies; Planning of Working Capital; Analysis of Working Capital; Financing & Control of Working Capital. Management of Cash Marketable Securities, Receivables, Inventory, Current Liabilities.

304 Indian Financial System: Structure & Functions of Financial System, Equilibrium in Financial Markets; Overview of the Indian Financial System ; Reserve Bank of India; Commercial Banking in India; All India Development Finance Institutions; Financial Sector Reforms ; Specialised Financial Institutions ; Money Markets; Capital Markets ; Mutual Funds ; Credit Rating ; Non-Banking Financial Companies ; Venture Capital; Foreign Institutional Investors ; Insurance Companies.

305 Business Policy & Corporate Strategy : Concept of Corporate Strategy ; Mission, Objectives & Goals ; Social Aspects of Business Policy ; Environmental Analysis of Business Policy ; Analysis of Internal Resources ; Strategic Planning ; Choice of Strategy ; Strategy



COURSE LISTINGS

Implementation ; Review and Evaluation of Strategy.

306 MIS & Finance: Computer Applications : Meaning, Nature and Objectives of Management Control System ; Systems Theory & Management Control ; Financial Control ; Management Control in Functional Areas - Production & Inventory Control , Marketing & Distribution Control, Personnel Function, Management Control in Service Organisation.

401 International Finance: Scope of International Finance, Balance of Payment & Exchange Rate Determination ; Foreign Exchange Market ; Forward Exchange Rates ; Currency Futures ; Currency Options ; Evolution of International Monetary and Financial System ; International Investment ; Exchange Rate Management ; International Banking ; Nature of Global Financial Market ; Growth and Special Problems of Multinational Corporations; Financial Dimensions of International Trade ; Multinational Working Capital Management ; Foreign Trade Financing.

402 Corporate Tax Planning & Management : Nature and Scope of Corporate Taxation ; Methods of Tax Planning ; Selection of Appropriate Form of Organisation; Corporate Tax Management Through Managerial Decisions ; Accounting Precautions To Maximise a Tax Relief ;Tax considerations in certain cases.Minimum Alternate Tax, Corporate Tax Management through Financial Policies, Wealth Tax on closely held companies.

403 Management of Financial Institutions: Financial Institutions & Economic Growth; Types of Financial Institutions; Role of Reserve Bank of India in maintaining Regulations in India, Management of Commercial Banks, Development Banks, Investment Institutions; Financial Sector Reforms.

404 Project Appraisal: Planning & Control: Project Appraisal - An Overview; Market Appraisal; Technical Appraisal; Estimates and Projections; Financial Appraisal; Risk Analysis of Projects; Social Cost Benefit Analysis; Identification of Investment Opportunities; PERT and CPM; Project Review Procedures.

405 Financial Planning: Strategic Financial Planning; Scanning Financial Environment; Cash Flow Budgets; Financial Planning with Pro-forma Balance Sheet; Advanced Financial Analysis & Planning; Short-term & Long-term Financing; Financial Planning Model.

406 Financial Management of Public Sector Enterprises: Objectives & Strategy of Public Enterprises; Management of Public Enterprises; Financial Management in Public Sector; Production Management; Accountability and Control; Investment Financing & Project Appraisal.

407 Project Management & Investment Decisions: Investment Decision Making -

Basic Consideration : Risk and Return; Identification of Investment Opportunities ; Market Appraisal ; Technical Appraisal ; Estimates and Projection ; Financial Appraisal ; Social Cost Benefit Analysis ; PERT and CPM - Time and Resource Planning ; Project Review and Control Stop by Stop Procedure.

408 Budgeting & Budgetary Control: Management Process; Fundamentals of Budgeting; Classification & Types of Budgets; Budgeting Process; Application of Budgeting; Performance Evaluation and Follow Procedures; Analysis of Budget Variances & Budgetary Control.

409 Personal Investment & Tax Planning: Nature & Prospects of Personal Investment; Savings & Investment; Investment setting; Investment Analysis & Management; Risk & Returns; Modern Portfolio Theories; Portfolio Management & Performance; Tax Planning & Investment, Capital Gains; Income from other sources; Deduction & Rebates.

700 Project Work (Equivalent to two courses) : With the objective of providing greater flair of corporate experience, each participant is required in Semester IV/VI, to be associated with a Corporate House and choose a practical problem relevant to the Company. The participant is expected to understand/ comprehend the problem, evaluate the various options and then suggest feasible solutions for the same.



(L to R) Prof. J.D. Agarwal, Mr. Aman Agarwal, Secretary & Trustee Jyoti Foundation Lighting the Lamp, Dr. Ratnakar Pandey, Former M.P., Mr. P.P. Vora, CMD NHB, Dr. S. Chakravarty, Member MKTP Commission



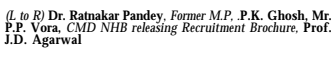
(L to R) Mr. Aman Agarwal, Seminar Coordinator, Dr. J.D. Agarwal, Mr. V. Suresh, CMD, HUDCO, Mr. B.M. Khanna, Padamshri, Former Chairman DVC, STC, MMTC, Mr. Prem Shankar Jha, Economist & Sr. Journalist, Mr. P.S. Rana, ED, HUDCO, Mr. Chandher Mohan, Sr. Journalist, Times of India, Mr. Aman Agarwal, Mr. Vinod Madhok, Director Finance, Dalmia Bros., Prof. J.D. Agarwal, Dr. Banshi Dhar, Chairman, DCM Shriram Industries, Prof. P.K. Ghosh, IIF, Prof. Ben L. Kedia, Univ. of Memphis, Mr. Jayant Dang, MD, Escorts Finance Ltd., Mr. Amol Gogna, VP, ICRA Ltd.



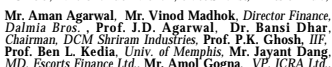
(L to R) Dr. J.D. Agarwal, Mr. Ram Niwas Mirdha, Chairman JPC, Security Scam, Mr. V.K. Garg, Director(Finance), Power Grid Corporation, Mr. Saran Juneja, Former VP, CIMCO, Mr. Amitabh Arya, Student IIF



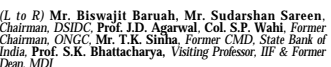
(L to R) Mr. Tapan Dasgupta, Sr. Journalist, Dr. J.D. Agarwal, Dr. Dinesh Chandra, IAS, Principal Resident Commissioner, Govt of Punjab, Mr. T.K. Sinha, Former CMD, State Bank of India, Dr. M.C. Bhandari, Director, Vaikunthal MICM



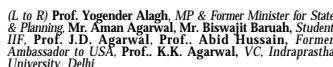
(L to R) Dr. Ratnakar Pandey, Former M.P., P.K. Ghosh, Mr. P.P. Vora, CMD NHB releasing Recruitment Brochure, Prof. J.D. Agarwal



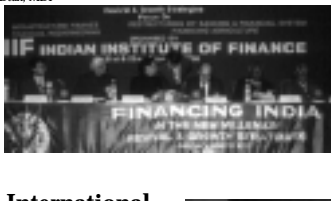
Mr. Aman Agarwal, Mr. Vinod Madhok, Director Finance, Dalmia Bros., Prof. J.D. Agarwal, Dr. Banshi Dhar, Chairman, DCM Shriram Industries, Prof. P.K. Ghosh, IIF, Prof. Ben L. Kedia, Univ. of Memphis, Mr. Jayant Dang, MD, Escorts Finance Ltd., Mr. Amol Gogna, VP, ICRA Ltd.



(L to R) Mr. Biswajit Baruah, Mr. Sudarshan Sareen, Chairman, DSIDC, Prof. J.D. Agarwal, Col. S.P. Wahi, Former Chairman, ONGC, Mr. T.K. Sinha, Former CMD, State Bank of India, Prof. S.K. Bhattacharya, Visiting Professor, IIF & Former Dean, MDI



(L to R) Prof. Yogender Alagh, MP & Former Minister for State & Planning, Mr. Aman Agarwal, Mr. Biswajit Baruah, Student IIF, Prof. J.D. Agarwal, Prof. Abid Hussain, Former Ambassador to USA, Prof. K.K. Agarwal, VC, Indraprastha University, Delhi



Two Day International Seminar 98 "Financing India"



Right Photograph (L to R) Mr. Ram Niwas Mirdha, Chairman JPC, Security Scam lighting the lamp, & Prof. J.D. Agarwal, Chairman & Director, IIF