

optimism on the Capital Budgeting decisions, Factors affecting the impact of Managerial Biases; Dividend policy decisions – Dividend puzzle, Behavioral biases as explanations for Dividends, Theories of Investor Biases, Theories of Managerial Biases.

Unit 4: Investor Behavior (12 Hours)

Individual Investor Trading - Rational Explanations, Behavioral Explanations; Aspects of Individual Investor Trading – Disposition Effect, Local Bias, Learning over Time; Implications of Individual Investor Trading – Asset Prices, Cost of Time; Individual Investor Portfolios - Biases and Diversification; Cognitive Abilities and Financial Decisions - Do Older Investors make better Investment Decisions? Cognitive Abilities and the Three Puzzles; Institutional Investors - Holding and Trades of Institutional Investment Managers, Capital Flows to Institutional Investors; Role of Culture in Finance - Impact of Culture on Firm and Investor Behavior; Social Interactions and Investing - Herding and Information Cascades.

Essential Readings

1. Baker, H. K., & Nofsinger, J. R. (Eds.). (2010). *Behavioral finance: investors, corporations, and markets* (Vol. 6). John Wiley & Sons.
2. Shleifer, A. (2000). *Inefficient markets: An introduction to behavioural finance*. Oup Oxford.

Additional Readings

1. Barberis, N., & Thaler, R. (2003). A survey of behavioral finance. *Handbook of the Economics of Finance*, 1, 1053-1128.
2. Tversky, A., & Kahneman, D. (Eds.). (2000). *Choices, values, and frames*. Cambridge University Press.

The latest published research papers will be used for teaching to a greater extent.

Note: Latest edition of the readings may be used.

DISCIPLINE SPECIFIC ELECTIVE COURSE – 11: RETAIL BANKING

CREDIT DISTRIBUTION, ELIGIBILITY AND PRE-REQUISITES OF THE COURSE

Course title & Code	Credits	Credit distribution of the course	Eligibility criteria	Prerequisite of the
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		Lecture	Tutorial	Practical/ Practice		course (if any)
Retail banking DSE-11	4	3	1	0	-	-

Learning Objectives:

Since retail banking is a significant component of the commercial banking system and is important to public. The course aims at imparting basic knowledge on retail banking sector in India and the emerging trends of retail lending and borrowing.

Learning Outcomes:

After completing the course, the student shall be able to:

- Describe the basic concepts related to retail banking.
- Analyze the different products and processes of retail banking systems available
- Summarize the Electronic Fund Transfer System.
- Discuss different types of security threats in Indian Banking.

Unit 1: Introduction **(9 hours)**

Concept of Retail banking, History and Evolution of retail banking. Role of retail banking in India. Distinction between Retail and Corporate Banking. Business Process Structure. Product models in retail banking. Aspects of retail banking: Customer oriented needs, Products development process, Products in retail banking. Process for retail loans; Credit scoring.

Unit 2: Products, process and service quality **(12 hours)**

Banking products and services – Various services offered by banks; Types of bank deposit accounts – savings bank account, term deposit, current account, recurring deposit; pan card, address proof, KYC norm. Various types of loans – personal loans, education loan, consumer durable loan, auto/vehicle loan, housing loan, short term, medium term, long term, microfinance, bank overdraft, cash credit.

Credit& Debit Cards – Difference, Eligibility, Purpose, Margin and Security, Process of issuing and usage, Credit Points and billing cycle. Other Products/ Remittances/ Funds Transfer Service Quality, Measure to enhance service quality.

Unit 3: Distribution strategies and channels **(12 hours)**

Distribution strategies: direct selling, contract with third parties. Delivery Channels –Bank branch, operational Extension counters, ATMs, POS, net banking, Electronic Clearing System (ECS), E-payments, Electronic Fund Transfer (EFT), RTGS, NEFT, IMPS, E-money, Unified Payment Interface (UPI), Safeguard for internet banking.

Customer Relationship Management and its role in retail banking. Checking counterfeit currency; CIBIL, Regulations and compliance. Banking complaints and dealings. Technology in Retail Banking used for Static information, Account opening, KYC, loans etc. Process of lending and borrowing and the relevant accounting including EMI Computation.

Unit 4: Contemporary issues and recent trends in Retail Banking (12 hours)

Securitization and Mortgage-based lending. Retail Loans Recovery- Default management, Rescheduling and recovery processes. Trends in retailing - Insurance, Dematerialization (demat) services, Property services, e-banking, phone banking. Investment banking, Underwriting, Wealth management, Reverse Mortgage, hypothecation. Legal and regulatory issues of e-banking in India.

Suggested Readings:

1. Gupta, Atul, Banking and Insurance, A.K. Publications, New Delhi.
2. IIBF "Retail Banking", Macmillan Education.
3. Paul, R.R. & Mansuri, B.B. Banking and Financial Systems, Kalyani Publications, New Delhi.
4. Sethi, Jyotsna & Bhatia, Nishwan, Elements of Banking and Insurance, PHI Learning Pvt. Ltd., New Delhi.
5. Chaturvedi, D.D. & Mittal, Atul, Banking and Insurance, Scholar Tech Press, New Delhi.
6. Digital Banking, Indian Institute of Banking and Finance.
7. Vasudeva, E-Banking, Common Wealth Publishers, New Delhi.

Additional Readings:

1. Keith Pond, Retail Banking.
2. Singh, K & Dutta V., Commercial Bank Management.
3. Tandon, Deepak & Tandon, Neelam, Management of Banks- Text and Cases, Taxmann Publications Pvt Ltd, New Delhi.

4. Varshney, P.N., Banking Vidhievam Vyavahar, S.Chand, New Delhi
5. Banking Products and Services by IIBF, Taxman Publication.
6. Digital Banking by IIBF, Taxmann Publication.

DISCIPLINE SPECIFIC ELECTIVE COURSE – 12: FOUNDATION OF AN ACTUARIAL ANALYSIS

CREDIT DISTRIBUTION, ELIGIBILITY AND PRE-REQUISITES OF THE COURSE

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Prerequisite of the course (if any)
		Lecture	Tutorial	Practical/Practice		
Foundation of an Actuarial Analysis DSE-12	4	3	1	0	-	-

Learning Objectives:

The course has been designed to provide an in-depth knowledge of Actuarial Science concepts in the field of banking and insurance. Students are able to know the concepts of probability, principles and models for an actuarial, mortality model and the uses and carrier paths for an actuary.

Learning outcomes:

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

- Learn the basics function of an actuary.
- Understand the basic knowledge of Statistical Methods of testing and drawing inference.
- Comprehend the principles of an actuarial modelling.
- Ascertain the mortality model.

Unit 1: Basics of Actuarial Science

(9 Hours)