

CORPORATE EVOLUTION & STRATEGIC MANAGEMENT

COURSE NO. CP - 401

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

OBJECTIVE :

The Objective of this course is to develop understanding about strategic processes and their impact on a firm. To introduce the concepts of strategic management and understand its nature in competitive and institutional landscape

COURSE CONTENTS :

- Unit-I Process Of Strategy Planning and Implementation; Strategy And Structure.
- Unit-II Organizational Values and Their Impact on Strategy; Power Games Amongst Competing Players.
- Unit-III Chief Executive and Board; Work of Top Management; Management Of Strategic Change; Introduction to Mergers And Acquisitions
- Unit-IV Strategic Management in An International Firm; Strategy And Corporate Evolution In Indian Context.
- Unit-V Introduction to Blue ocean strategy; Analytical tools and frameworks for blue ocean strategies; basics of formulation of Blue ocean strategy.

Outcome : *This course will help student to understand basics of business policy. After taking this course student will be able to implement advance strategic management tools. Students will demonstrate a clear understanding of the concepts, tools & techniques used by executives in developing and executing strategies and will appreciate its integrative and interdisciplinary nature.*

3. Students will be able to demonstrate effective application of concepts, tools & techniques to practical situations for diagnosing and solving organisational problems. 4. Students will be able to demonstrate capability of making their own decisions in dynamic business landscape. 5. Students will be able to develop their capacity to think and execute strategically.

SUGGESTED READINGS:

1. Azhar Kazmi, 'STRATEGIC MANAGEMENT AND BUSINESS POLICY', TMH; 3 ed. (2008)
2. Budhiraja; S B and Athereya, M B. Cases in Strategic Management New Delhi, Tata MaGraw Hill, 1996
3. R. Srinivasan , 'Strategic Management: The Indian Context' PHI Learning; 5th ed.,2014.
4. Kim, 'Blue ocean strategy' , Harvard Business Press.

BUSINESS LEGISLATION

COURSE NO. CP - 402

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

Course Objective:

The course is designed to assist the students in understanding basic laws affecting the operations of business enterprises.

COURSE CONTENTS

- Unit – I** Laws related to promotion and incorporation of different types of Companies, Meaning and characteristics of Companies, Memorandum and Articles of association, Share Capital and Types of Shares, Types of Meetings, Appointment of Directors, Dividend policy, Winding up, Laws related to mergers & acquisitions
- Unit- II** Law Relating to Contract, Nature of contract, Classification of contract, Offer and acceptance, Capacity of parties to contract, Free consent, Consideration, Legality of object, Agreement declared void, Performance of contract, Discharge of contract, Remedies for breach of contract, Contract of indemnity and Guarantee, Bailment and pledge
- Unit – III** Laws related to Consumer protection, Definition of consumer, rights of consumers, goods, services, defect and deficiency, Rights of Consumer, Mechanism for Grievance redress
- Unit – IV** Laws related to Intellectual Property Rights, The Copyright Act, 1957; The Patent Act, 1970 ; The Trade Mark Act,1999
- Unit – V** Laws related to Negotiable Instruments Definition and Characteristics of Negotiable Instruments, Essentials of Negotiable Instruments, Negotiation and Discharge of Negotiable Instruments

Course Outcomes:

CO-1: Understand basic concepts of companies and their formation

CO-2: Understand the concepts of agreement, contract and rights and duties of the parties involved

CO-3: Understand the rights of consumers

CO-4: Understand the importance of Intellectual property rights

CO-5 Understand the legal aspects of negotiable instruments

Suggested Readings:

1. Avlai Singh. Company Law.
2. Tuleja, S.K., Business Law for Managers.
3. Mercantile Law.N. D. Kapoor.
4. Mercantile Law, Clumla, Sarcen & Garg.

Specialization: Marketing (paper-3)

SALES AND DISTRIBUTION MANAGEMENT

COURSE NO. FSM – 3

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

OBJECTIVES:

The purpose of this paper is to acquaint the student with the concepts which are helpful in developing a sound sales and distribution policy and in organising and managing sales force and marketing channels.

COURSE CONTENTS :

- Unit – I** Nature and Scope of Sales Management; Setting and Formulating Personal Selling Objectives; Recruiting and Selecting Sales Personnel.
- Unit – II** Developing and Conducting Sales Training Programmes; Designing and Administering Compensation Plans; Motivating Sales Personnel.
- Unit – III** Sales Meetings and Sales Contests; Designing Territories and Allocating Sales Efforts; Objectives and Quotas for Sales Personnel; Developing and Managing Sales Evaluation Programme; Sales Cost and Cost Analysis.
- Unit – IV** An Overview of Marketing Channels, their Structure, Functions and Relationships; Channel Intermediaries – Wholesaling and Retailing; Logistics of Distribution; Channel Planning, Organisational Patterns in Marketing Channels; Managing Marketing Channels.
- Unit – V** Information System and Channel Management; Assessing Performance of Marketing Channels; International Marketing Channels.

Course Outcome : CO 1 Explain Objectives, Nature & Scope, Sales Environment, Sales Planning, Strategic role of sales management CO 2 Define Marketing Channels and Functions and Significance, Structure - Vertical and Horizontal, Symbiotic, Role of marketing channels in the dynamic market place CO 3 Analyzes the Sales Force, Recruitment, selection and training the sales force CO 4 Explain Sales Planning and Sales Forecasting & Budgeting, Sales Quotas and Targets CO 5 Explain Reporting Formats for Primary and Secondary Sales, Monthly Sales Plan, Territory Sales and Coverage Plan, Daily Sales Call Report CO 6 Define Significance and role of channels, C&F Agents, Types of the Wholesalers CO 7 Explain Nature and Importance of Retailing , Types of Retailers, Organized & unorganized Retailing Formats, Retail Merchandising, Retail Decision Location and Size

SUGGESTED READINGS :

1. Anderson, R. Professional Sales Management! Englewood Cliffs, New Jersey, Prentice Hall Inc., 1992
2. Anderson, R. Professional Personnel Selling. Englewood Cliffs, New Jersey, Prentice Hall Inc., 1992
3. Buskirk, R H and Stanton, W J Management of Sales Force. Homewood Illinois, Richard D. Irwin, 1983
4. Dairymple, D J Sales Management; Concepts and Cases, New York, John Wiley, 1989
5. Johnson, EM etc. Sales Management: Concepts, Practices and Cases, New York, McGraw Hill, 1986
6. Stanton, William J etc Management of a Sales Force, Chicago, Irwin, 1995

Specialization:Marketing (paper-4)

INTERNATIONAL MARKETING

COURSE NO. FSM – 4

Max. Marks (Ext. Exam): 80
Min. Pass Marks : 32

OBJECTIVES:

The basic objective of this course is to acquaint the students with basic knowledge and environmental, procedural, institutional and decisional aspects of international marketing, service marketing and industrial marketing.

COURSE CONTENTS :

UNIT-I International Marketing – Distinction between international trade marketing and business. Institutional infrastructure for export promotion- EPC, ECGC; export clearance;

UNIT-II Shipping and Transportation Insurance. Export Finance. International Marketing Mix – Identification of Markets, Product Policy.

UNIT-III International Product Life Cycle Promotion Strategy, Pricing Strategy and Distribution Strategy; Various Forms of International Business.

UNIT-IV Introduction To Services Marketing. Introduction: Definition, Characteristics and Classification of Services, Difference between Product and Services Marketing, Services Marketing Mix: Understanding the 7 P's, Strategies for Services Marketing: Segmentation, Targeting & Positioning, Differentiation.

UNIT-V Evaluating Success of Service Offering: Service quality and measurement, Complaint handling, Recovery management, Service Guarantees., the Gaps Model of Service Quality. People-role of service employees, Service profit chain, Physical evidence Nature & Importance, Service Escapes, process: service process & system Customer role in services

Course Outcome Co1 Explain nature, importance and scope of international marketing. Co2 Able to understand pricing in the international market. Co3 Understand and Explain International product life cycle. Co4 Understand distribution channels in international business. Co5 Explain nature, scope and buying behaviour of industrial marketing. Co6 Differentiate between international business, marketing and trade. Co7 Explain Definition, Significance, Characteristics of Services CO 8 Frame Extended Marketing Mix for Services CO 9 Illustrate People & Physical Evidence in services

SUGGESTED READINGS :

1. Bhattacharya, B. Export Marketing: Strategies for Success, New Delhi, Global Business Press, 1991.
2. Johri, Lalit M. International Marketing: Strategies for Success. University of Delhi, Faculty of Management Studies, 1980.
3. Keegan, Warren. Global Marketing Management. Englewood Cliffs, New Jersey, Prentice Hall Inc., 1995.
4. Onkvisit, Sak and Shaw. J.J. International Marketing; Analysis and Strategy. New Delhi, Prentice Hall of India, 1995.
5. Service Marketing. Verma H V, marketing of services Global business press.
6. Industrial marketing: cases and concept, corey, E haymond. Englewood cliff PHI

Specialization:HRM (paper-3)

HUMAN RESOURCE PLANNING AND DEVELOPMENT

COURSE NO. FSO – 3

Max. Marks (Ext. Exam) :80

Min. Pass Marks : 32

OBJECTIVES :

The objective of this paper is to develop a conceptual as well as a practical understanding of Human Resource Planning, Deployment and Development in organizations.

COURSE CONTENTS :

- UNIT-I** Macro Level Manpower Planning and Labour Market Analysis; Organisational Human Resource Planning; Stock Taking.
- UNIT-II** Work Force Flow Mapping; Age and Grade Distribution Mapping; Models and Techniques of Manpower Demand and Supply Forecasting.
- UNIT-III** Behavioural Factors in Human Resource Planning – Wastage Analysis; Retention; Redeployment and Exit Strategies; Career Management and Career Planning.
- UNIT-IV** Performance Planning; Potential Appraisal and Career Development; HRD Climate; Culture; QWL and Management of Change.
- UNIT-V** TQM and HRD Strategies; HRD in Strategic Organisations; Human Resource information System; Human Resource Valuation and Accounting.

Outcome : Students will be able to

Co1 Explain Macro level manpower planning and labour market analysis. Co2 Understand organisational HR planning and stock trading. Co3 Explain workforce flow mapping. Co4 Elaborate models and techniques of manpower demand and supply forecast. Co5 Illustrate career management and planning. Co6 Explain Behavioural factors in HR planning and also waste analysis. Co7 Understand retention, redeployment and exit strategy. Co8 Explain performance planning, and management of change. Co9 Understand TQM and HRD strategies.

SUGGESTED READINGS :

1. Arthur, M., 'Career Theory Handbook'. Englewood Cliff, Prentice Hall inc., 1991
2. Belkaoui, A R and Belkaoui, J M., 'Human Resource Valuation: A Guide to Strategies and Techniques', Greenwood, Quorum Books, 1995
3. Dale, B., 'Total Quality and Human Resources: An Executive Guide'. Oxford, Blackwell.
4. Greenhaus, J H., 'Career Management', New York, Dryden, 1987
5. Kavanagh, M J etc., 'Human Resource Information System: Development and Applications'. Boston, PWS-Kent, 1993.
6. Mabey, C and Salama, G., 'Strategic Human Resource Management'. Oxford, Blackwell.
7. Thomson, R and Mabey, C., 'Developing Human Resources'. Oxford, Butterworth-Heinemann, 1994

Specialization:HRM (paper-4)

ORGANISATIONAL DEVELOPMENT & EFFECTIVENESS

Course no. FSO-4	Max.Marks (Ext.Exam)	: 80
	Min Pass Marks	: 32

OBJECTIVES : To acquaint the students of HR with specialised knowledge of organization development and how to increase organization effectiveness

Course contents

- UNIT-I Organizational development : Overview Concept Meaning Objectives Assumptions and evolution of OD, Approaches to Problem Diagnosis.
- UNIT-2 Process & Intervention : OD Process General OD Competencies OD Intervention Strategies interpersonal Team Inter Group Structural.
- UNIT -3 Evaluation : Evaluation of OD Ethics of OD Professionals Future of OD, The OD Consultant: Role, Skills and Dilemmas.
- UNIT-4 Organisational Effectiveness : Concept and Meaning Effectiveness and Efficiency perspective of OE Approaches to Effectiveness.
- UNIT-5 Managing Effectiveness : Factors Affecting OE Effectiveness through Adaptive Coping cycle Management Effectiveness : V/S Leadership Effectiveness Integration of Goals and Effectiveness Style Effectiveness.

Outcome : This course will make the students to work effectively and efficiently by applying the knowledge in developing and designing the organisations.

Reference Books :

- 1.Abad. Ahmad, Developing Effective Organization, Sri Ram Centre for industrial Relations New Delhi
2. De Nitish, Alternative Designs of Human Organizations, London, Sage.
3. French W L and Bell CH Organisation Development New Delhi Prentice Hall of India.
4. French W L Organization Development theory, and Research Universal Book Stall Delhi
5. Harvey DF and Brown DR An Experiential Approach to Organization Development Englewood Cliffs. New Jersey, PHI. 1990
- 6.Sudan & Naveen Kumar Organization Effectiveness and Change,. Anmol pub 2004
- 7.Weiss W Joseph organization Behaviour & Change, South Westan Pub Ind. Ed. Vikas Pub

Specialization: Finance (paper-3)

MANAGEMENT OF FINANCIAL SERVICES

COURSE NO. FSF – 3

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

COURSE OBJECTIVES :

1. The main objective of this course is to help students to learn the various financial services and their role in the overall financial system.
2. To enable the students to gain acumen, insight and through knowledge relating to the various aspects of corporate finance, emerging financial services and their regulatory frameworks.
3. To help students familiarize with the scope of Banking and Insurance as an independent stream in career development.
4. To explore Indian and Global Financial System.
5. To explore various Financial Services well as its evolution, dependency & as strategic essential

COURSE CONTENTS:

- UNIT-I** Introduction to Indian and Global Financial System: Structure and Characteristics. Regulatory Institutions: SEBI (Security Exchange Board of India) and RBI (Reserve Bank of India). Capital Markets: Primary and Secondary Market, Structure, Nature, Significance and Players, Introduction to Money Market: Structure, Operations, Players, Treasury Bills, Commercial Papers, Certificate of Deposit. Introduction to Financial Institutions: SFC's & DFI's, their importance & scope (IDBI, IFCI, SIDBI).
- UNIT-II** Financial Services: Nature and Scope of Financial Services, Fund based and fee based services. Managing of issue shares and bonds- Mobilizing of Fixed Deposits- Inter- Corporate Loans.
- UNIT-III** Management of Risk in Financial Services; Stock Exchange Operations; Mutual Funds; Merchant Banking Services.
- UNIT-IV** Other Financial services- Leasing and Hire Purchase; Debt Securitization; Housing Finance, Credit Rating; Credit Cards.
- UNIT-V** Banking and Insurance; Venture Capital, Factoring and Forfeiting, Bill Discounting.

Course Outcome: Students will be able to;

CO1 To contribute their services in various financial Institutions and their Role in the overall financial system.

CO2 To understand the distinctive characteristics of financial services.

CO3 To identify the problems and issues in marketing of financial services.

CO4 To apply the framework for developing a strategy for financial services.

CO5 To develop knowledge relating Banking and Insurance.

SUGGESTED READINGS :

1. M.Y. Khan, "**Financial Services**", Tata McGraw Hill.
2. B.S.Bhatia, G.S.Batra, "**Management of Capital Markets, Financial Services and Institutions**", Deep and Deep Publications.
3. Verma J.C., "**Credit Rating: Practice and Procedure**", Delhi: Bharat Law House Pvt., Ltd. Ennew, C, Trevor Watkins & Mike Wright: Marketing of Financial Services, Heinemann Professional Publ.,
4. Gordan, E and K. Natarajan Emerging Scenario of Financial Services, Himalaya Publishing House, 1997
5. Meidan, Arthur Brennet, M. Option Pricing: Theory & Applications, Toronto, Lexington Books, 1983
6. Kim, Suk and Kim, Seung, Global Corporate Finance: Text and Cases, 2nd ed., Miami Florida, Kolb, 1993

Specialization:Finance (paper-4)

CORPORATE FINANCE

COURSE NO. FSF – 4

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

Course Objectives :

1. To acquaint the participant with the implications of corporate profit planning in operational as well as strategic terms
2. Introduction to concept of corporate taxation

COURSE CONTENTS:

Unit – I Corporate Objectives, Wealth maximization, Shareholders' Value, Agency Problems, Financial Strategy

Unit – II Capital Structure, Theories and Value of the firm - Net Income Approach, Net Operating Income Approach, Traditional Approach, Modigliani Miller Model, Determining the optimal Capital Structure

Unit – III Bond Valuation and its models, Valuation of Equity and its models, Valuation of Preference Shares and its models, Theory of Term structure of interest rates Bond's covenants

Unit – IV Dividend Decisions, Factors determining Dividend Policy, Theories of Dividend

Unit – V Basic Concepts of Income Tax, Residential status of a Company, Computation of company's income, Set off and Carry forward of Losses, Computation of Tax Liability of Companies Meaning and Scope of Tax Planning and Location of Undertaking.

Course Outcomes:

CO-1: Understand corporate financial objectives

CO-2: Knowledge of capital structure and its theories

CO-3: Valuation of various financial assets used by companies

CO-4: Understanding of Dividend policy in firms

CO-5 Understand the basic concepts of corporate taxation and laws related to it

Suggested Readings :

1. Principles of Corporate Finance(11th ed.). Brealey, R.A., Myers, S.C., Allen, F.,& Mohanty, P. (2014). Tata McGraw Hill.
2. Financial Management Pandey I M Vikas Publications
3. Financial Management (9th ed.). Chandra, P. (2015). McGraw Hill.
4. Singhania, V K Direct Taxes: Law and Practice. Delhi, Taxman, 1991

Specialization:Retail (paper-3)

RETAIL STRATEGIES AND OPERATIONS

COURSE No. : FELRTL M – 03

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

COURSE OBJECTIVE :

- 1.To enable students to understand the functioning of retail operations and management of stores by relevant retail strategies after appropriate market research, to further understand the financial aspect of retail management.
- 2.To apply their knowledge in the functioning of retail operations and management of stores by relevant retail strategies.
3. To Evaluation, Monitoring and Control of Financial aspects of retail.
4. To make students aware with the Retail stores operations.
5. To help the students to understand the existing framework OF Retail marketing strategy.

COURSE CONTENTS :

UNIT – I Retail stores operations. Mall management, setting objectives for retailers', performance, Management of retail brand.

UNIT – II Retail strategies, Retail marketing strategy, Finance and location strategies for retailing.

UNIT – III Market research for retail management, Trading area analysis Research before and after setting up a retail store.

UNIT – IV Retail management information system, Information gathering and processing, Application of I.T. to retail management.

UNIT – V Financial aspects of retail, Retail audit and measures of performance evaluation.

Outcome : Students will be able to :

CO 1 Explain Retail strategies, its components, integrated tools of communication .

CO 2 Elaborate Overview of Retail management .

CO 3 Explain the scope and role of Market research for retail management.

CO 4 Elaborate Retail management information system.

CO 5 Explain Evaluation, Monitoring and Control of Financial aspects of retail.

SUGGESTED READING :

1. Retail management, a Strategic Approach by Berman Barry, Evans Joel R., Pearson Education.
2. Retail management by Michael Levy, Tata McGraw Hills.
3. Retail management by Chetan Bajaj, Rajnish Tuli & Nidhi Shrivastav.
4. Retailing by Robert Lusch, Patrick Dunne, South Western P

Specialization:Retail (paper-4)

RETAIL MERCHANDISING AND SUPPLY CHAIN MANAGEMENT

COURSE NO. FSF – 4

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

Course Objectives: This course is intended to provide an understanding of the components and processes of supply chain and logistics management as well as the performance drivers of supply chain. It is also intended to help the students to learn about logistics, transportation, warehousing and outsourcing decisions.

Unit-I Retail Merchandising Concept and Scope, Role and Responsibility of Merchandisers, Merchandise Mix Assortment Management, Merchandise Displays and Space Management, Concept and Importance, Space Management, Planogram, Visual Merchandising, meaning, objectives, Product Positioning and Visual Merchandising.

Unit-II Merchandising Planning Concepts and Applications, Elements of Merchandise Planning, Role of Merchandiser in Planning, Category Management and Merchandise Budgeting, Merchandise Forecasting and Budgeting Merchandise Sourcing, Stock Management and Distribution, International Sourcing

Unit-III Merchandise Replacement, Retail Replacement, Importance, Direct Store Delivery (DSD), Managing Retail Home Delivery, Measures for Retail Distribution, and Replenishment, Role of IT in Retail Distribution and Replenishment.

Unit-IV Introduction to Retail Supply Chain, Retail supply chain v/s manufacturing supply chain, Logistics, Strategic, Tactical and operational view supply chain strategies.

Unit-V Category specific supply chain issues, Supply chain in food and grocery, Apparel and footwear, Consumer Electronics, Home Furnishing, Non store retailing, IT supply chain management.

Course outcome:

CO 1: Apply the basic framework of Supply Chain Management and basic concepts in logistics

CO 2: Knowledge about distribution, warehousing and its roles in strategic planning with supply chain

CO 3: Competency to analyze and use inventory management methodologies and evaluate and select transportation modes

CO 5: Knowledge about the latest trends in SCM and logistics

SUGGESTED READINGS:

- Retailing Management 2E, Swapna Pradhan, Tata McGraw-Hill Education
- Retail Management (4th edition) Gibson G Vedamani, Jaico Publishing House.
- Retail Merchandising Swapna Pradhan Tata McGraw Hill education 2010
- Visual merchandising Swathi Bhalla Anurag S Tata McGraw Hill education 2010
- Supply chain management for retailing Rajesh Ray Tata McGraw Hill education 2010
- Retail Management A strategic approach 10/E Berman person education India
- Retail Marketing Management Gilbert Pearson Education India.

Specialization: Banking & Financial Services (paper-3)

(Banking and Financial Services Management)

FINANCIAL INSTITUTIONS AND MARKETS

COURSE NO. FSB – 3 Max. Marks (Ext. Exam) :80

Min. Pass Marks :32

Unit-I Overview of Indian finance system & financial market, Financial Sectors Reforms, Reserve Bank of India, SEBI, Insurance Companies NBFC's, Indian Mutual Funds.

Unit-II Money Markets, Bond Markets, Foreign exchange market, Pension Funds and Mutual Funds, Securities Market, Mortgage and derivative markets.

Unit-III Interest rates & its determinants, term structure, interest rate and security valuation, theories of the level and structure of interest rates, Interest rates in India.

Unit-IV Risk management in Financial Institutions, Types of risk and financial institution, Managing risk with Balance Sheet, derivative securities, loan sales and securitization.

Unit-V International Financing, Global capital markets, The Eurocurrency market, analysis of international financial instruments like syndicated Euro credit, issuance of euro bonds, euro notes, Euro equities

SUGGESTED READINGS :

- Bhole 2008 financial institution and market, Tata McGraw-Hill Publishing Company Limited 4th ed.
- Sounders 2008, Financial Markets and Institutions, Tata McGraw-Hill Publishing Company Limited 3rd Ed.
- Febozzi 2007. Capital Market Institutions and Instruments, PHI learning Private Limited 3rd ed.
- Gomez 2008 Financial Market, Institution and Services, PHI learning Private Limited
- Sharma M 2008 Management of Financial Institutions, PHI Learning Private Limited.

Specialization: Banking & Financial Management (paper-4)

(Banking and Financial Services Management)

FINANCIAL RISK MANAGEMENT

COURSE NO. FSB – 4

Max. Marks (Ext. Exam): 80

Min. Pass Marks : 32

OBJECTIVES:

The objective of the course is to expose the student with basic idea /understanding of the subject area.

Unit-I Introduction Meaning, How risk is Managed, Limitations of Risk Management, Total Risk Sources, Types, Cost of Risks, Corporate Risk Management, Approaches, Process, Techniques.

Unit-II Introduction to a Derivatives, History, Major Exchanges, Features, Participants, Types of Futures Mechanism of Future Markets.

Unit III Mechanics of option market, Trading Strategies, Black Scholes Model, Options on Stock indices, Currencies.

Unit-IV Financial Swaps-Concept, Interest Rate Swaps, Options and Swaps, Commodity and Currency Swaps, Pricing of Swaps (Basic concept)

Unit-V Foreign Exchange, Market Derivatives Basic Concepts.

SUGGESTED READINGS :

- Dom M Chance, Robert Brooks, *Derivatives And Risk Management Basics*, Engage Learning.
- John C Hull Sankarshanbasu *Option Future and other Derivatives*, Person Education.
- Parsuraman, *Fundamentals of Financial Derivatives*, Wiley India Pvt. Ltd.
- Mishra B *Financial Derivatives*, Excel Books, New Delhi.
- Robert W Kolb, *Future, Option and Swap* Sterling Book House, Blackwell Publishin.
- Derivative Market (Dealers) Module, National Stock Exchange (NSE)
- Kumar 2008, *Financial Derivatives* PHI Learning Pvt. Ltd.
- Gupta 2009 *Financial Derivatives-Theory concepts & Problems* PHI Learning Pvt. Ltd.