

As Per NEP 2020

Tolani College of Commerce (Autonomous)



**Title of the Course: Innovative Financial Services
(Semester – VI)**

Programme: B. Com (Accounting and Finance)

**Syllabus for 4 Credit Course
From the Academic Year 2025 – 2026**

Name of the Course: Innovative Financial Services

Sr. No.	Heading	Particulars
1	Description of the course:	This course offers a comprehensive understanding of financial services, covering traditional banking, factoring, forfaiting, bill discounting, issue management, and securitization. It explores the mechanisms of leasing, hire purchase, housing finance, and venture capital, along with their role in economic growth. Additionally, the course delves into consumer finance, plastic money, and credit rating systems, highlighting their impact on financial markets. Students will gain insights into regulatory frameworks, financial intermediaries, and emerging trends in the financial services sector.
2	Vertical:	Major Electives
3	Type:	Theory
4	Credit:	4 Credits
5	Hours Allotted:	60 Hours
6	Marks Allotted:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	Course Objectives:	<ol style="list-style-type: none"> 1. To provide a fundamental understanding of traditional financial services, including banking, factoring, forfaiting, and bill discounting. 2. To familiarize students with issue management, securitization, and the role of intermediaries in financial markets. 3. To explore the mechanisms of financial services such as leasing, hire purchase, housing finance, and venture capital. 4. To analyze the concepts of consumer finance, plastic money, and credit rating, along with their impact on the financial system.
8	Course Outcomes:	<ol style="list-style-type: none"> 1. Learners will gain knowledge of financial service markets, regulations, and key players in India. 2. Learners will be able to evaluate securitization, issue management, and venture capital financing mechanisms. 3. Learners will understand the operational framework of leasing, hire purchase, and housing finance institutions. 4. Learners will develop insights into consumer finance, credit scoring, plastic money, and credit rating agencies in India.
9	Modules	
	Module 1: Introduction to Traditional Financial Services	(15 Hours)
	<ul style="list-style-type: none"> • Financial Services: Concept, objectives, market structure, growth, challenges, and regulatory framework for banking & non-banking companies. • Factoring & Forfaiting: Types, framework, costs, benefits, and comparison, including practical applications in India. • Bill Discounting: Overview, market schemes, and comparison with factoring in receivable management. 	
	Module 2: Issue Management and Securitization	(15 Hours)
	<ul style="list-style-type: none"> • Issue Management & Intermediaries: Roles of merchant bankers, underwriters, 	

	<p>bankers, and brokers in financial markets.</p> <ul style="list-style-type: none"> • Stock Broking: Overview of stock brokers, sub-brokers, trading members, and derivative trading mechanisms. • Securitization: Definition, features, process, SPVs, pass-through certificates, benefits, and latest regulatory guidelines. <p>Module 3: Financial Services and its Mechanism (15 Hours)</p> <ul style="list-style-type: none"> • Lease and Hire-Purchase: Definition, types (finance & operating lease), pros & cons, legal aspects, and leasing in India. Comparison of hire purchase vs. installment sale, benefits, and challenges. • Housing Finance: Overview of the housing finance industry, policy aspects, funding sources, market trends, key institutions (NHB), asset liability management, and regulatory guidelines. • Venture Capital: Concept, features, financing stages, disinvestment mechanisms, investment process, and the Indian venture capital landscape. <p>Module 4: Consumer Finance and Credit Rating (15 Hours)</p> <ul style="list-style-type: none"> • Consumer Finance: Overview, sources, product types, practices in India, pricing, marketing, insurance, and credit scoring. • Plastic Money: Growth in India, types (credit, debit, smart cards), benefits, risks, fraud prevention, and consumer protection. • Credit Rating: Meaning, origin, features, advantages, regulatory framework, agencies, process, symbols, and limitations.
9	<p>Reference Book:</p> <ol style="list-style-type: none"> 1. Innovations in Financial Services: Balancing Public and Private Interests – Anne-Laure Mention & Marko Torkkeli <ul style="list-style-type: none"> ○ Publisher: Routledge ○ Edition: 1st (2014) 2. FinTech Innovation: From Robo-Advisors to Goal Based Investing and Gamification" – Paolo Sironi <ul style="list-style-type: none"> ○ Publisher: Wiley ○ Edition: 1st (2016) 3. Financial Innovation: Theories, Models, and Regulation – G. Franklin & M. Leathers <ul style="list-style-type: none"> ○ Publisher: Routledge ○ Edition: 1st (2020) 4. Financial Technology and Innovation – Shariq Nisar & Rajas Parchure <ul style="list-style-type: none"> ○ Publisher: SAGE Publications ○ Edition: Latest Edition

Evaluation Pattern

Continuous Evaluation: 40%

Semester End Examination: 60%

Semester End Examination Question Paper Pattern

Maximum Marks: 60

Duration: 2 Hours

All Questions are Compulsory Carrying 15 Marks each.

Q. No.	Particular	Marks
Q-1	A. Practical Question /Theory Question	08 Marks
	B. Practical Question /Theory Question	07 Marks
	OR	
	C. Practical/ Theory Question	08 Marks
Q-2	D. Practical/ Theory Question	07 Marks
	A. Practical Question /Theory Question	08 Marks
	B. Practical Question /Theory Question	07 Marks
	OR	
Q-3	C. Practical/ Theory Question	08 Marks
	D. Practical/ Theory Question	07 Marks
	A. Practical Question /Theory Question	08 Marks
	B. Practical Question /Theory Question	07 Marks
Q-4	OR	
	C. Practical/ Theory Question	08 Marks
	D. Practical/ Theory Question	07 Marks
	A. Practical Question /Theory Question	08 Marks
Q-4	B. Practical Question /Theory Question	07 Marks
	OR	
	C. Practical/ Theory Question	08 Marks
	D. Practical/ Theory Question	07 Marks

Note: Questions of 7/8 marks (Practical/theory) may also be divided as 2 questions of 10/5 marks (Practical/theory) or 1 full length question (Practical/theory) of 15 marks.

Signature of Team Members

Sr. No.	Name	Signature
1	Mr. Murugan Nadar	
2	Mr. Mubeen Shaikh	
3	Ms. Shweta Ghule	