



PROSPECTUS

2021-2022

**BACHELOR OF
BUSINESS MANAGEMENT
HONOURS IN
BANKING AND INSURANCE
DEGREE PROGRAMME**

Faculty of Business Studies
University of Vavuniya
Sri Lanka

Message from the Vice - Chancellor



Dear Students,

Welcome to the University of Vavuniya!

I hope you have chosen University of Vavuniya as the right choice for your university career, and you'll be considering what you want from the journey and the destination you hope to reach. I am delighted by your interest in University of Vavuniya and encourage you to explore the great opportunities. Our students are motivated by making a difference, and the transformational education we provide to equip them to pursue their choice of careers.

At University of Vavuniya, we have dedicated academic and other staff members who facilitate your growth. I encourage you all to take advantage of the facilities available at the University. The handbook is one of the tools that can assist you during your academic years. It contains information on the academic rules and regulations available to you and many resources to help you find advice and make good choices. I request you to read it, understand it, and refer to it during your ongoing orientation.

University of Vavuniya's education encompasses excellent teaching and hands-on training and the chance to learn from staff who are experts in their fields. We have been improving management discipline for over twenty-five years. Our students can have fun and contribute in other ways, such as performing in plays and concerts or supporting community initiatives.

I wish to appreciate the Dean and Staff of the Faculty of Business Studies who devoted their time and effort to preparing this handbook. I hope that you will enjoy learning more about University of Vavuniya through the stories shared by our students. If you are driven to make an impact, University of Vavuniya will guide you along your path.

Prof. T. Mangaleswaran

Vice - Chancellor / University of Vavuniya, Sri Lanka

Message from the Dean



I am delighted to introduce the Faculty of Business Studies, University of Vavuniya. The Faculty of Business Studies was established in 1997 and offers the Bachelor of Business Management (BBM) degree program in various disciplines, namely Accounting and Finance, Marketing Management, Business Economics, Human Resource Management, and Project Management. From this new intake, the faculty introduced two more honours degree programs, namely Banking and Insurance and Entrepreneurship. Therefore, students have many opportunities to choose the specialization programs. Students enter the Banking and Insurance and Project Management program as a special intake directly from UGC admission. The other programs, students choose after completing the first year and are selected based on merit. The faculty consists of seven departments to teach for the diverse honours degree programs. The faculty makes unremitting efforts to update existing programs and introduce new programs based on national needs, demands and employability.

The curriculum is structured to provide theoretical knowledge and practical skills for students to better expose their competencies in contemporary dynamic organizations. The students get the opportunity to undergo six-month internships as part of their studies. It provides a real practical experience to apply your learned theories in a real workplace. The Faculty is located in the place, which is surrounded by beautiful trees, and a pleasant village living atmosphere. Our students come from all the districts of Sri

Lanka and enjoy studying with multi-ethnic communities, and during the study period, they learn neighbouring languages and cultural diversities. The faculty has five student clubs for each honours degree program, where students can learn and expose their talents.

The Faculty has committed to excellence in teaching, research and community enrichment and directing the student experience at the heart of the Faculty. Our programme is delivered by specialist staff from a wide range of industry and academic experience. Students can relish studying and loving experiences with our friendly staff members. The Faculty is triggering networking and collaborations with the stakeholders to increase the shared capacities for well serving to the students and community.

I am confident that you will enjoy your time with our Faculty and have a good learning experience to maximize your potential. I am delighted to welcome you and wish you every success.

Prof. Y. Nanthagopan

Dean / Faculty of Business Studies

Table of Contents

	Page No.
Message from the Vice-Chancellor	ii
Message from the Dean	iv
Table of Contents	vi
1 Introduction	01
1.1 The University of Vavuniya at a Glance	01
1.2 Officers and Authority of the University of Vavuniya	02
2 Faculty of Business Studies	04
2.1 History of the Faculty of Business Studies	04
2.1.1 Vision	05
2.1.2 Mission	05
2.1.3 Values	05
2.2 Significant Milestones of the Faculty of Business Studies	06
2.3 Dean's Office	10
2.3.1 Staff Profile of the Dean's Office	10
3 Departments and Staff Profile	11
3.1 Department of Business Economics	11
3.1.1 Staff Profile of the Department of Business Economics	11
3.1.2 Academic Staff	12
3.1.3 Non-Academic Staff	12
3.2 Department of English Language Teaching (DELT)	13
3.2.1 Staff Profile of the Department of English Language Teaching	14
3.2.2 Academic Staff	14
3.2.3 Academic Support Staff	15
3.3 Department of Finance and Accountancy	16

3.3.1	Staff Profile of the Department of Finance and Accountancy	17
3.3.2	Academic Staff	17
3.3.3	Non-Academic Staff	19
3.4	Department of Human Resource Management	20
3.4.1	Staff Profile of the Department of Human Resource Management	21
3.4.2	Academic Staff	21
3.5	Department of Management and Entrepreneurship	22
3.5.1	Staff Profile of the Department of Management and Entrepreneurship	22
3.5.2	Academic Staff	23
3.6	Department of Marketing Management	24
3.6.1	Staff Profile of the Department of Marketing Management	24
3.6.2	Academic Staff	25
3.7	Department of Project Management (DPM)	26
3.7.1	Staff Profile of the Department of Project Management	27
3.7.2	Academic Staff	27
4	Internship	28
4.1	Internship: An Overview	28
5	Student Clubs	28
6	Alumni Association of the Faculty of Business Studies (AAFBS)	29
7	Students' Facilities	30
7.1	Smart Computer Lab (SCL)	30
7.2	English Language Laboratory	31
7.3	Self-Access Learning Center	32
7.4	Library	32

7.5	Healthcare Facilities	33
7.6	Fitness Center	34
7.7	University Sports	34
7.8	Training and Placement Cell	34
7.9	Faculty Quality Assurance Cell	35
7.10	Industry Community Interaction Cell (ICIC)	35
7.11	Career Guidance Cell (CGC)	36
7.12	Students' Accommodation	36
7.11	Information Technology Centre (IT Centre) and Laboratory	37
7.12	Centre for Quality Assurance	37
7.13	Harmony Centre	38
7.14	Support Centre for Persons with Disabilities	38
7.15	Staff Development Centre	39
7.16	International Division	39
8	Structure and Syllabi of the Honours Degree Programme	40
8.1	Programme Objectives	40
8.2	Programme Outcomes	41
8.3	Graduate Profile	43
8.3.1	Graduate attributes	46
8.4	Structure of the Degree Programme	47
8.4.1	Bachelor of Business Management Honours Degree Programme	47
8.4.2	Name of the Degree	47
8.4.3	Curriculum Layout	47
8.4.4	Credit Requirements for Honours Degree	48
8.4.4.1	Credit hours and credit values for Honours Degree	48
8.4.5	Exit Points of the Degree Program	48

8.4.6	Course Codes	49
8.5	Examination Structure	50
8.5.1	Attendance	50
8.5.2	Formative and Summative Assessment Marks	50
8.5.3	Passing a Course Unit	50
8.5.4	Passing a Semester Examination	51
8.5.5	Absence from Examination	51
8.5.6	Re-sit for an Examination	52
8.6	Scheme of Evaluation	53
8.6.1	Grading System	53
8.6.2	Grade Point Average (GPA) System	53
8.6.3	Calculation of GPA	53
8.6.4	Criteria for Awarding of Degrees	54
8.6.4.1	Criteria for award of BBM Honours in Banking and Insurance (Bachelor Honours Degree)	54
8.6.4.2	Criteria for award of BBM in Banking and Insurance (Bachelor Degree)	55
8.7	Cutoff levels of OGPA for Awarding Class / Pass	55
8.8	Examination Bylaws	56
8.8.1	Examination Rules and Regulations	56
8.8.2	Examination Offences and Punishments	62
8.9	Course Units Offered during the Four-Year Study Programme	65
8.10	Detailed Course Units	68
8.10.1	First Year First Semester	68
8.10.2	First Year Second Semester	81
8.10.3	Second Year First Semester	93

8.10.4	Second Year Second Semester	106
8.10.5	Third Year First Semester	117
8.10.6	Third Year Second Semester	132
8.10.7	Fourth Year First Semester	146
8.10.8	Fourth Year Second Semester	158

1. Introduction

1.1 The University of Vavuniya at a Glance



The Northern Province Affiliated University College (NPAUC) was established in 1991. Subsequently, by an order made under Section 22 of the Universities Act No. 16 of 1978, the Vavuniya Campus of the University of Jaffna was established on 1st April 1997 with two faculties, namely the Faculty of Applied Science and the Faculty of Business Studies. In 2020, by the Gazette Extraordinary No.2160/43 dated 30th January, 2020, the Faculty of Technological Studies was also established. All three faculties offer eleven honours degree programs of four-year duration at present. The Vavuniya Campus of the University of Jaffna has been elevated to a separate state University and established as the "University of Vavuniya, Sri Lanka" by the extraordinary gazette issued on 08th June 2021. Accordingly, the University of Vavuniya became the 17th state University in Sri Lanka effective from 01st August 2021.

The permanent site of the University of Vavuniya is located about ten kilometers away from Vavuniya town along the Vavuniya Mannar road at Sopalapuliyankulam, Pampaimadu. The university owns one hundred and ninety-five (195) acres of land, and it is a residential university. The university maintains a forest pocket and two minor tanks within this land area. The iconic landscape contributes to the university's signature to keep generations connected to the University of Vavuniya. It paves the way to get a new collegiate experience for our existing and prospective students.

1.2 Officers and Authority of the University of Vavuniya

Chancellor	Dr. S. Mohanadas
Vice-Chancellor	Prof. T. Mangaleswaran

Deans of the Faculties

Faculty of Business Studies (FBS)	Prof. Y. Nanthagopan
Faculty of Applied Science (FAS)	Dr. (Ms.) J. Nimalan
Faculty of Technological Studies (FTS)	Mr. V. Senthoran

Heads of the Departments in Faculty of Business Studies

Business Economics	Dr. N. Ravinthirakumaran
English Language Teaching	Dr. G. Jeyaseelan
Finance and Accountancy	Dr. K. Kalaintathan
Human Resource Management	Mr. S. Harikaran
Management and Entrepreneurship	Prof. A. Jahufer
Marketing Management	Mr. S. A. Jude Leon
Project Management	Ms. S. Mathivathany

Heads of the Departments in Faculty of Applied Science

Physical Science	Dr. S. Kirushanth
Bio-Science	Dr. S. Wijeyamohan

Heads of the Departments in Faculty of Technological Studies

Information and Communication Technology	Mr. V. Vinoharan
---	------------------

Faculty Assistant Registrars

Faculty of Business Studies	Ms. P. Danoshana
-----------------------------	------------------

Faculty of Applied Science
Faculty of Technological Studies

Ms. K. Anusiga
Mr. P. Krishnanathan

Library

Librarian (Acting) Mr. S. Shanmugathan

General Administration

Registrar Mr. N. Rajavisahan
Deputy Registrar / Establishments Mr. K. Poheenthiran
Deputy Registrar / Examinations and Students' Admission Mr. M. Ganeshalingam

Deputy Registrar/ Academic Affairs and Publication Branch Mr. M. Nanthakumar
Assistant Registrar / Administration Ms. P. Thavakiruba
Deputy Registrar / Student & Welfare Division Mr. R. Jeyakumar

Financial Administration

Bursar Mr. L. Ram Ramanan
Assistant Bursar/Payments Mr. A. E.M. Venesious
Assistant Bursar/Stores and Supplies Mr. B. Balathas

Physical Education Unit

Coordinator Ms. G. Thusyanthy

Career Guidance Unit

Director Dr. A. Arjunan

2. Faculty of Business Studies

2.1 History of the Faculty of Business Studies

The Faculty of Business Studies started its scholastic activities in 1997. The first direct intake to the Campus took place in 1998, and the students from the Commerce and Arts streams were admitted to the Management course for the Academic Year 1997/1998.

The faculty offers a Bachelor of Business Management (BBM) Honours degree programme in Accounting and Finance, Marketing Management, Business Economics, Human Resource Management and Project Management. In addition to that the faculty has commenced two new honours degree programmes in Banking and Insurance and Entrepreneurship from the academic year 2021/2022. The degree programmes provide a good foundation for the undergraduates to qualify and compete in professional examinations and inculcate positive attitudes, ingenuity, and self-confidence.

The faculty's present student population is around 1100. The critical development of the faculty is manifested with the establishment of five departments, namely, Department of Business Economics, Department of Human Resource Management, Department of Marketing Management, Department of Project Management and Department of Management and Entrepreneurship gazetted on 22nd March 2021, in addition to the existing departments of Finance and Accountancy and English Language Teaching.

2.1.1 Vision



“To be the most nationally renowned faculty in Business Education”.

2.1.2 Mission



“To nurture the students to become dynamic leaders to outperform in challenging business environment through the highest quality of teaching, learning, research and industry and community engagement”.

2.1.3 Values

We ensure seven core values enabling us to attain our Vision and Mission.



- **Excellence:** we aspire to reach the highest standards of our staff and students to exploit their full potential.
- **Integrity:** we maintain a set of professional and ethical standards in all we do.
- **Equity and Equality:** we ensure equity and equality in all aspects and promoting diversity.
- **Responsiveness:** we commit to be innovative and creative and contribute to the regional and national development.
- **Diffusion:** we disseminate knowledge through learning, teaching, and research.
- **Co-creation:** collaborative development of new values together with experts and /or stakeholders.
- **Transparency and Accountability:** we demonstrate transparency and accountability to our stakeholders.

2.2 Significant Milestones of the Faculty of Business Studies

- 2023**
- Signed MOU Agreement with ACCA on 13th January, 2023.
 - Signed MOU Agreement with People's Bank in April, 2023.
 - The Youth Leadership Programme (YLP) was commenced with the collaborations of UNDP on 31st January, 2023.
 - An Agreement was signed with MAG on 22nd of March 2023 and on 22th August, 2023 for conducting English training and other soft skill development program respectively.
 - Higher Diploma in English Program was commenced on 27th May, 2023.
 - 26th Faculty Anniversary was celebrated on 7th September, 2023.
 - Youth Leadership Conference was conducted on 8th September, 2023.
 - The Business Followship program was commenced with the collaboration of the Asia Foundation on 31st July, 2023.
-
- 2022**
- Micro Small Medium Enterprises (MSMEs) hub was established on 20th December, 2022.
 - The faculty celebrated the Silver Jubilee on 4th, 5th and 6th July, 2022.
 - The faculty conducted the 4th Research Conference on Business Studies (RCBS-2022) as a Silver Jubilee Conference.
 - Five Training and Placement Cells were established in five departments.
 - Information Technology Services Unit was established.
 - Two new honours degree programs in Banking and Insurance and Entrepreneurship were introduced.
 - MOUs signed with Responsible Project Management, UK,
-

Project Management Institute, Colombo Sri Lanka, Institute of Certified Management Accountants of Sri Lanka, Institute of Bankers, Sri Lanka, hSenid Business Solutions PLC, and Suleco (pvt) Ltd.

- Introduced PRANA Financial Aid by the Faculty Alumni.
- Introduced Faculty Level Annual Awards.
- 19 MOUs signed with community and industry organizations.
- Job bank was established.
- Nature and Herbal Park was officially opened.
- Launched the five student club magazines; HR Wisdom, The Project Manager, Marketing Sparks, ECONOBLOGGER, FINROOT.

-
- 2021**
- The Vavuniya Campus of the University of Jaffna has been elevated to as “University of Vavuniya, Sri Lanka” by the extraordinary gazette issued on 08th June, 2021.
 - Alumni Association of the Faculty of Business Studies (AAFBS) was officially formed on 14th February, 2021.
 - Five new student clubs were established to enrich students’ participation in extra-curricular activities.
 - Five new departments were formed as Department of Project Management, Department of Human Resource Management, Department of Marketing Management, Department of Business Economics, and Department of Management and Entrepreneurship by abolishing the Department of Economics and Management, gazette on 22nd March, 2021 on the recommendation of the University Grants Commission, Sri Lanka.

-
- 2020**
- MOU was signed between Chartered Institute of Personnel Management (CIPM) and Department of Economics and Management.
 - Faculty bi-annual newsletter was published.
 - 3rd RCBS-2020 was conducted.
 - Mentoring system was introduced for the students.
-
- 2019**
- Bachelor of Business Management (Honours) in Project Management was commenced.
 - The faculty has obtained “A” grade in the Program Review.
-
- 2018**
- Department of English Language Teaching was established under the faculty.
 - 2nd RCBS-2018 was conducted.
 - Journal of Business Management (JBM) was launched and Volume 01 was published.
-
- 2017**
- BBM curriculum was revised for the third time in accordance with Sri Lanka Qualifications Framework (SLQF).
-
- 2016**
- 1st Research Conference on Business Studies (RCBS-2016) was conducted.
-
- 2015**
- A new three-year degree programme of BBM in Project Management was commenced from the academic year 2015/2016.
 - 1st Students’ Forum was organized on the theme of “Understanding Domestic Business Context”.
-
- 2014**
- MOU was signed with the Sri Lanka Institute of Marketing (SLIM).
 - A new specialization of BBM Honours in Human Resource Management was introduced from the academic year 2013/2014.
-

-
- 2008** • The curriculum was revised for the second time based on the suggestions made by the Subject Review teams of the Quality Assurance and Accreditation Council (QAAC) and the credit values were amended in accordance with the Common Credit Framework released by the UGC.
- A new specialization of BBM Honours in Business Economics was introduced.
-
- 2006** • Industry Community Interaction Cell of the Vavuniya Campus (ICICVC) was established. Short courses and community outreach programs have been conducted under this cell.
-
- 2005** • The BBM curriculum was revised for the academic year 2003/2004 and students were given opportunity to follow specializations as Accounting and Finance and Marketing Management.
-
- 2002** • The faculty has started to offer BBM Degree (Four-year degree) with the two specializations: Accountancy and Finance and Management.
-
- 1998** • Direct intake to the Campus took from the Commerce and Arts stream students for the academic year 1997/1998 and three-year Bachelor of Accountancy and Finance, and Management degrees were offered.
-
- 1997** • Vavuniya Campus of the University of Jaffna was established by elevating NPAUC.
-
- 1991** • Northern Province Affiliated University College (NPAUC) was established.
-

2.3 Dean's Office

2.3.1 Staff Profile of the Dean's Office

Dean	Prof. Y. Nanthagopan
Assistant Registrar	Ms. P. Danoshana
Technical Officer - Gr. II	Mr. B. Sujeevan
Management Assistant - Gr. III	Ms. P. Kanageswaran

2.3.1.1 Executive Staff



Ms. Pathmakanth Danoshana

Assistant Registrar

E-mail: danoshana.s@gmail.com

2.3.1.2 Non-Academic Staff



Mr. Balasubramaniam Sujeevan

Technical Officer - Gr. II

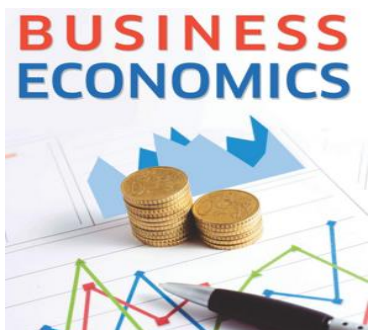


Ms. Priya Kanageswaran

Management Assistant - Gr. III

3. Departments and Staff Profile

3.1 Department of Business Economics



On 18th March 2021, the Department of Business Economics was established. The department offers the Honours degree for undergraduate students, from 2006. In today's highly competitive and dynamic business environment, undergraduate students following an Honors degree in Business Economics have myriad possibilities to acquire the best positions nationally and internationally. As in the world-leading universities, the curriculum of our degree program combines the knowledge and skills of economics, mathematics, statistics, decision science, and computer application. As a result, our graduates have occupied in various universities, colleges, research institutes, financial institutions, and private and public institutions.

The academic staff in the department are specialized in different fields such as environmental and resource economics, financial economics, econometrics and statistics, development and agricultural economics, behavioral economics, and social choice and game theory. In the near future, many of them will hold a Ph.D. degree. Further, the department signed MOU with reputed institutions.

3.1.1 Staff Profile of the Department of Business Economics

Acting Head	Dr. N. Ravinthirakumaran
Senior Lecturer - Gr. I	Mr. A. Thayaparan
	Ms. P. Godwin Phillip
Lecturer	Mr. T. Selvamalai (On study leave)
Management Assistant - Gr. III	Mr. S. Gobikrishna

3.1.2 Academic Staff



Mr. Aruppillai Thayaparan
Senior Lecturer Gr. I in Economics
E-mail: a.thayaparan@vau.ac.lk



Ms. Paulina Mary Godwin Phillip
Senior Lecturer Gr. I in Economics
E-mail: paulinagodwin@vau.ac.lk



Dr. Navaratnam Ravinthirakumaran
Senior Lecturer Gr. I in Business
Economics
E-mail: navaraviecon@vau.ac.lk



Mr. Thiraviyam Selvamalai
Lecturer in Business Economics
E-mail: tselva@vau.ac.lk

3.1.3 Non-Academic Staff



Mr. Senthilrajan Gobikrishna
Management Assistant - Gr. III
E-mail: gobi.gts@gmail.com

3.2.1 Staff Profile of the Department of English Language Teaching

Head	Dr. G. Jeyaseelan
Senior Lecturer - Gr. I	Ms. J. Subajana
Lecturer (Probationary)	Ms. P. Sarmatha
Instructors - Gr. III	Mr. S. Douglas
	Ms. S. Anithra
	Mr. A. Sebarajah

3.2.2 Academic Staff



Dr. Jeyaseelan Gnanaseelan

Senior Lecturer Gr. I in English

E-mail: jeya86@vau.ac.lk



Ms. Subajana Jeyaseelan

Senior Lecturer Gr. I in English Language

E-mail: subi_08@vau.ac.lk



Ms. Sarmatha Piriyaatharshan

Lecturer (Probationary) in English

E-mail: sarmatha@vau.ac.lk

3.2.3 Academic Support Staff



Mr. Soosaipillai Douglas
Instructor in English - Gr. III

E-mail: sdouglas@vau.ac.lk



Ms. Sivalingam Anithra
Instructor in English - Gr. III

E-mail: anithra@vau.ac.lk



Mr. Arulappan Sebarajah
Instructor in English - Gr. III

E-mail: seba@vau.ac.lk

3.3 Department of Finance and Accountancy



Department of Finance & Accountancy is a teaching department that provides accounting and finance course units in the University of Vavuniya. The department

intends to provide a quality teaching, training and practical experience that inspires the students to become astute accounting and finance professionals.

The main goal of the department is to provide Bachelor of Business Management Honors in Accounting and Finance graduates with high standard, competitive, creative, and positive thinking through theoretical and practical knowledge. The department ensures that the students further would be trained in entrepreneurial attitudes, innovative skills and problem-solving capacity, communication and research skills, and possess ethics, traits, and value judgment to maximize the community's social benefits.

The Department of Finance and Accountancy has recorded a consistent improvement in its academic and research activities. It offers a range of creativity and innovatively designed programs, and curricula are constantly updated to meet the industry's changing requirements. During the study period, the students are encouraged to get hands-on experience in the corporate world through internship training with reputed organizations. The department maintains excellent relationships with the government, professional bodies, industries and other education sectors in shaping the future and creating wider opportunities for the student communities.

3.3.1 Staff Profile of the Department of Finance and Accountancy

Acting Head	Dr. (Ms.) K. Kalainathan
Senior Lecturer - Gr. I	Ms. J. S. Thevaruban (On sabbatical leave)
Senior Lecturers - Gr. II	Mr. T. Pratheepan (On study leave)
	Mr. C. Larojan
	Mr. G. R. M. Gamlath
Lecturer (Probationary)	Ms. J. Manthahine
	Mr. N. Pratheepan
Management Assistant - Gr. III	Ms. V. Maickanro
Works Aide - Gr. III	Mr. R. Deniraj

3.3.2 Academic Staff



Ms. Janaki Samuel Thevaruban
Senior Lecturer Gr. I in Finance
E-mail: s.t.janaki@vau.ac.lk



Dr. (Ms.) Koperunthevy Kalainathan
Senior Lecturer Gr. I in Finance
E-mail: k.kalainathan@vau.ac.lk



Mr. Tharmalingam Pratheepan
Senior Lecturer Gr. II in Finance
E-mail: t.pratheepan@vau.ac.lk



Mr. Chandrasegaran Larojan
Senior Lecturer Gr. II in Accounting
E-mail: larojan@vau.ac.lk



Mr. Gamlath Rallage Muthubandara Gamlath
Senior Lecturer Gr. II in Accounting and Finance
E-mail: muthugamlath@vau.ac.lk



Ms. J. Manthahine
Lecturer (Probationary) in Accounting
E-mail: mantha@vau.ac.lk



Mr. Nadarajah Pratheepan
Lecturer (Probationary) in Finance
E-mail: n.pratheepan@vau.ac.lk

3.3.3 Non-Academic Staff



Mrs. Vithusha Maickanro
Management Assistant - Gr. III



Mr. Rajkumar Deniraj
Works Aide - Gr. III

3.4 Department of Human Resource Management



The Department of Human Resource Management (DHRM) was established on 18th March, 2021. The DHRM offers Bachelor of Business Management Honors in Human Resource Management for

undergraduate students. The commencement of the HRM honours degree has become a new inspiration among the Faculty of Business Studies undergraduate students, as evidenced by the increased number of students enrolled in the Human Resource Management specialization from 2015 to 2022.

The Department signed the MOU with the Chartered Institute of Personnel Management (CIPM), an excellent opportunity for the students to enjoy course exemptions, discounts on the payment of professional courses with CIPM and to provide a gold medal for the best performer in HRM specialization. Also, for the industrial collaboration, the DHRM signed MOU with Omegaline (Pvt) Ltd and hSenid. That creates great opportunity easily to get the internship opportunities and join hands in our department activities. The Department enhances students' knowledge, skills, attitude, and community enrichment through the activities of the Human Resource Club. The strength of the Department lies in its highly qualified and versatile teaching staff. The Department strives to provide the country with a pool of high-caliber trained graduates who can apply the theoretical knowledge learned in HRM in their organizational life.

3.4.1 Staff Profile of the Department of Human Resource Management

Head	Mr. S. Harikaran
Professor	Prof. T. Mangaleswaran
Lecturer (Probationary)	Ms. M. R. F. Aqeela Ijas
	Ms. A. Prasheenaa

3.4.2 Academic Staff



Prof. Thampoe Mangaleswaran
Professor in Human Resource Management
E-mail: mangales@vau.ac.lk



Mr. Sivarajah Harikaran
Senior Lecturer. Gr. II in Human Resource Management
E-mail: harikaran88@vau.ac.lk



Ms. Mohamed Rafeek Fathima Aqeela Ijas
Lecturer (Prob.) in Human Resource Management
E-mail: aqeelaijas@vau.ac.lk



Ms. Prasheenaa Abenayan
Lecturer (Prob.) in Human Resource Management
E-mail: prashee@vau.ac.lk

3.5 Department of Management and Entrepreneurship



On 18th March 2021, the Department of Management and Entrepreneurship was established. The Department provides standard management courses for honours degree programs and develops entrepreneurs who will create jobs and narrow the unemployment gap in the economy. The Department's main aim is to provide students with real-time experience, aiming to positively impact micro, small, medium and large enterprise development nationally and globally.

The department's highly skilled and adaptable teaching team is its greatest asset. The Department works to provide a pool of highly qualified graduates who can apply the conceptual understanding gained in Management and Entrepreneurship to their lives.

3.5.1 Staff Profile of the Department of Management and Entrepreneurship

Acting Head	Prof. A. Jahufer
Professor	Prof. A. Pushpanathan
Senior Lecturer - Gr. I	Dr. P. Selvarajan
Senior Lecturer - Gr. II	Dr. A. Rukshan
Lecturer (Probationary)	Ms. S. Thevaka

3.5.2 Academic Staff



Prof. Ambalam Pushpanathan

Professor in Management

E-mail: a.pushpanathan@vau.ac.lk



Dr. Poongothai Selvarajan

Senior Lecturer Gr. I in Management

E-mail: pselvarajan@vau.ac.lk



Dr. Alexander Rukshan

Senior Lecturer Gr. II in Information Technology

E-mail: a.rukshan@vau.ac.lk



Ms. Satheeskumar Thevaka

Lecturer (Prob.) in Applied Mathematics and Computing

E-mail: thevaka_sathees@vau.ac.lk

3.6 Department of Marketing Management

On 18th March 2021, the Department of Marketing Management (DMM) was established. It offers an honors degree in Marketing Management for



undergraduate students. DMM intends to produce employable graduates in marketing by providing diversified knowledge through an up-to-date and advanced curriculum. In addition, it provides practical experiences to students through projects and

internship training programs to meet the requirements of industries. DMM encourages students to undertake extracurricular activities and community outreach projects through the Student Marketing Club. It has the MOU with the Sri Lanka Institute of Marketing (SLIM), allowing students to enjoy course exemptions and discounts on paying for professional courses with SLIM. DMM always tries to produce the best with the support of its unique and dynamic marketing team.

3.6.1 Staff Profile of the Department of Marketing Management

Head	Mr. S. A. Jude Leon
Senior Lecturer Gr II	Ms. V. Kajanthy
Lecturer (Unconfirmed)	Mr. S. Sivanenthira
Lecturer (Unconfirmed) (Temporary)	Ms. K.P.W.D.R Weerasinghe

3.6.2 Academic Staff



Mr. Soosai Antony Jude Leon
Senior Lecturer Gr. II in Marketing Management
E-mail: judeleon27@vau.ac.lk



Ms. Kajanthy Venujan
Senior Lecturer Gr. II in Marketing Management
E-mail: kajanthys@vau.ac.lk



Mr. Sivapragasam Sivanenthira
Lecturer (Unconfirmed) in Marketing Management
E-mail: sivamsiva@vau.ac.lk



Ms. Karavita Peeter Weerasinghe Dilhani
Ruwanthika Weerasinghe
Lecturer (Unconfirmed) in Marketing Management
E-mail: druwanthi77@vau.ac.lk

3.7 Department of Project Management (DPM)



The Department of Project Management which was established in 2021 offers Bachelor of Business Management Honours in Project Management. The

aim of this programme is "to provide students with the wide range of knowledge and ability to successfully manage projects in business and development domains".

The objectives of this program are to give comprehensive knowledge to the students in concepts, tools and issues of project management and preparing them through its degree programme to practice the project management applications including process, tools and techniques and control of organizational systems in the public, private and non-governmental organizations. Further, this programme provides students with an opportunity to engage with industry/organization and community practitioners through field visits, guest lectures and community and industry-led research projects and case studies. The DPM facilitates graduates to obtain potential employment opportunities in public, private and non-government organizations. The PM graduates can, in addition to common employment opportunities for graduates, be best suitable for specific positions such as project lead, project officer, project assistant, project field officer, programme assistant, monitoring and evaluation officer, project team leader, etc. with the acquired academic competencies and soft skills.

3.7.1 Staff Profile of the Department of Project Management

Acting Head	Ms. S. Mathivathany
Professor	Prof. Y. Nanthagopan
Senior Lecturer - Gr. II	Mr. S. Thirugnanasampanthar

3.7.2 Academic Staff



Prof. Yogarajah Nanthagopan
Professor in Project Management
E-mail: ynanthagopan@vau.ac.lk



Mr. Sivapathaviruthayar Thirugnanasampanthar
Senior Lecturer Gr. II in Project Management
E-mail: thiru.snvs@vau.ac.lk



Ms. Sasitharan Mathivathany
Senior Lecturer. Gr. II in Project Management
E-mail: mathivathany@vau.ac.lk

4. Internship

4.1 Internship: An Overview

The Faculty of Business Studies offers internship training for the Bachelor of Business Management Honours degree students in their fourth year second semester. They are put in the government and private organizations dispersed throughout Sri Lanka for their internship program. The internship training provides a platform for students to gain exposure to the actual working life while bridging the gap between theory and practice. It also gives them a chance to contend in the job market and to secure a job.

5. Student Clubs

Your university experience will rely intensely upon what you think about it. Clubs are one of the principal manners by which students can keep themselves dynamic. Life at the University of Vavuniya is not about scholastics and study alone. We realize that students need a rest from their strict study schedules. It is essential to re-strengthen energies for the complete transformation of the students. Student clubs aim to enhance student extracurricular activities and create an ecological and beautiful environment for the Faculty of Business Studies. Further, it will encourage the students to create co-op, arrange job bank and part-time jobs, and energy-saving projects. Students would be provided with awards every year, based on the independent evaluation panel's performance review, to appreciate and encourage the clubs' performances and activities. Here is a rundown of the student clubs that are available to enrollment for all students.

Economics Club



HR Club



Project Management Club



Accounting and Finance Club



Marketing Club



6. Alumni Association of the Faculty of Business Studies (AAFBS)



It is with incredible joy that the Faculty of Business Studies introduces you to the Alumni Association of the Faculty of Business Studies (AAFBS). The objective of the alumni is to establish a platform for networking and sharing information. The Association has had many distinguished and eminent

alumni as its office bearers, with over 300 registered members to date. Day by day this association grows and become a valuable network that will help us have a real effect in our necessary endeavors to make our planet more sustainable.

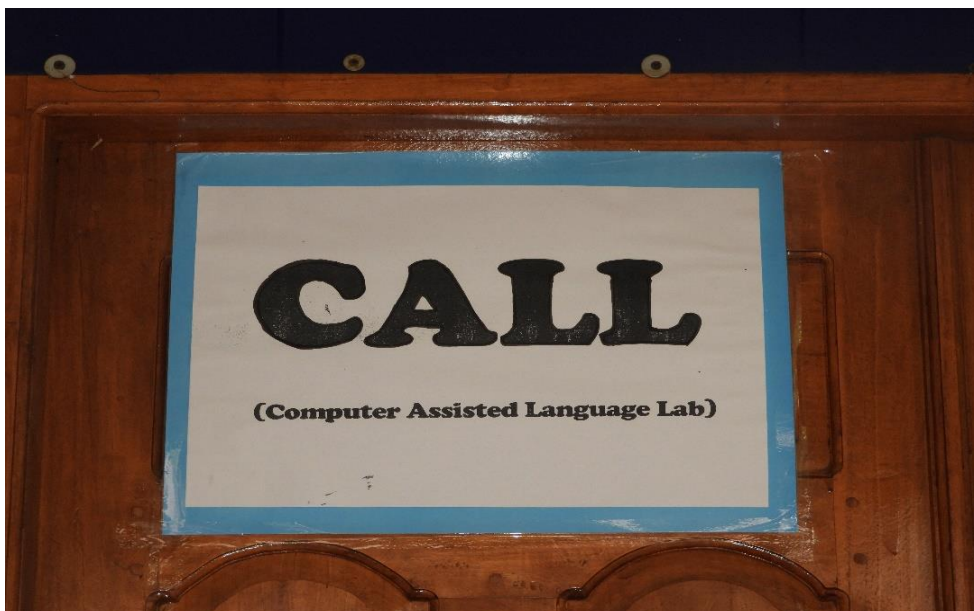
7. Students' Facilities

7.1 Smart Computer Lab (SCL)



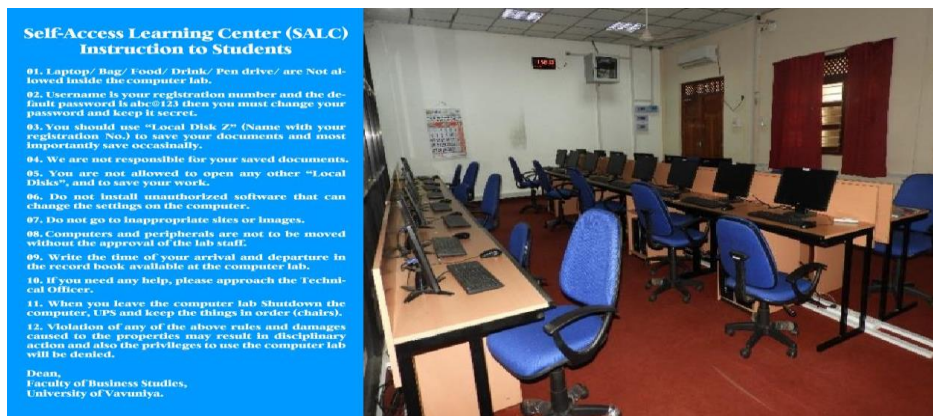
The Smart Computer Lab of the FBS is equipped with 110 high speed computers (fully networked and connected to the domain server). It facilitates course units such as Computer Based Accounting, Geographic Information System, Productivity and Efficiency Analysis, E-Commerce, Fundamentals of Information Technology, Econometrics, Computer Applications in Research, and Applications of Econometrics. Further, the laboratory facilitates other ICT-related course units in the BBM Honours degree program.

7.2 English Language Laboratory



The English Language Lab offers CALL (Computer Assisted Language Learning) to facilitate the language learning process. The use of CALL provides a powerful medium for English Language Teaching comprising language skills segment activities. This language laboratory seems to be a platform for students to access language learning applications such as Study Skills and Tense Buster. The amalgamation of language teaching instructions and CALL helps integrate language skills. This blended language learning motivates students to enthusiastically partake in the learning process and yield versatile language skills.

7.3 Self-Access Learning Center



The Self-Access Learning Center of the Faculty of Business Studies has been functioning as the hub for fulfilling the students’ thirst for knowledge. The center is furnished with 40 computers and offers students facilities for data analysis of their research work, computer applications in course work, and free web access from 8.30 am to 4.00 pm.

7.4 Library



The Library of the University of Vavuniya is located in Pambaimadu and provides services for the Faculty of Business Studies (FBS), Faculty of Applied Science (FBS) and the Faculty of Technological Studies (FTS). The

FBS Students can access the library located in Pambaimadu main premises. This Library curates a recent collection of books in the following disciplines: Management, Accountancy, Finance, Marketing, Project Management, Economics, Computer-based Accounting, Auditing, Business Mathematics and Statistics, Business English, Science and Social Science. It consists of

more than sixteen thousand books in addition to the periodicals. It renders reading materials to the FBS in books, e-books, e-journals, periodicals, compact disks, annuals, yearbooks, dictionaries, encyclopedias, etc. The library lends books to students and staff for references. Further, it has the 'Sri Lanka Collection' where students can find books published by Sri Lankan authors and 'Vanni Collection' where books are published related to Vanni region. In addition, it has Digital Research Repository in open access. The Library further provides technical services such as photocopy services, WiFi services etc. and research support services such as plagiarism check service, document delivery service etc.

7.5 Healthcare Facilities



The University of Vavuniya provides healthcare services through Health Centre. The students and the staff could get healthcare services. A full-time University Medical Officer (UMO) at the health centre is available from 8.30 am to 4.00 pm. The dental clinic has been conducted by our health centre every Friday from 2.00 to 4.00 pm. All university students and staff are entitled to get free medical counselling each Friday from 8.30 am to 4.00 pm. In addition to that, an eye clinic is also conducted by this centre monthly once. The medical screening facility is also provided by this centre annually.

7.6 Fitness Center



A fitness centre is available on the university premises open to students to improve university life and their co-curricular experience. The structure includes high roofs, open rooms, and liberal glass utilisation to take into account daylight and a connection with the outside. The open floor plan is intended to improve visibility and to cultivate social cooperation. Many cardio machines (treadmills, elliptical and adaptive motion trainers), freeloads, plate stacked, and selectorized machines are accessible for students and staff. The fitness centre would be an avenue for students and staff to keep them healthy and physically active.

7.7 University Sports

The sports activities are organized by the Physical Education Unit. The Sports Advisory Board gives advice and submits plans annually, when deemed necessary, on the sports programs.

7.8 Training and Placement Cell

The Training and Placement Cell (TPC) of the Faculty of Business Studies plays a crucial role in providing industry-related training and placement support to faculty students. The TPC also locates job opportunities for

undergraduates and graduates who passing out from the faculty by keeping in touch with reputed firms and industrial establishments. The TPC strives to make students of the faculty employable and find meaningful opportunities in their respective disciplines. Special emphasis is being placed on improving students' social skills along with their hard skills. The TPC looks after the responsibility for career planning, in-house training, industrial and field training, internships, and final placement to the students of the faculty.

7.9 Faculty Quality Assurance Cell



INTERNAL QUALITY ASSURANCE CELL (IQAC) FACULTY OF BUSINESS STUDIES UNIVERSITY OF VAVUNIYA, SRI LANKA

The nature of teaching and learning has become a significant key issue in tertiary education across the globe over the past decades. The FQAC of the Faculty of Business Studies is directed towards enhancing the quality of education at the Faculty level. The primary responsibility of FQAC is to promote internalization of best practices among the individuals as well within all spheres of governance and management relating to the educational administrative system of the university to promote continuous quality enhancement.

7.10 Industry Community Interaction Cell (ICIC)

ICIC provides the necessary support and assistance to the industries and communities. It offers the following short courses: Basic Skills Development in Office Automation course, Project Management, Basic Sinhala Language Development, Operations, Logistics and Supply Chain Management, Short

course on English Language and Youth Leadership Development Programme. Further the ICIC provides photocopy and printing services to the university students.

7.11 Career Guidance Cell (CGC)

Career Guidance Cell of the Faculty of Business Studies, University of Vavuniya involves in making and shaping the careers of the undergraduate students under Career Guidance Unit of the University of Vavuniya. Career Guidance is a development programme with a broader scope of supporting individuals in choosing their personal and professional pathways. Simply, it is a journey to find and develop a pathway.

7.12 Students' Accommodation



Students who need hostel facilities can obtain application forms from the Student Welfare Division in the Administration. The Female and Male Hostels are located at Pambaimadu, Mannar Road. Hostel

accommodation preference is given for the outstation students and 1st year students. The hostel students are provided with the facilities such as beds, mattresses, towel racks, study tables, chairs, and water filters. Besides, the television set is available in the common hall. Repaired items are replaced with the stipulated time. Sub-wardens are in charge of the day-to-day administration of the hostels. The rent for the hostel accommodation is LKR

500 per month. The students who reside at the hostel can get their meals from the hostel canteen.

7.11 Information Technology Centre (IT Centre) and Laboratory



The Information Technology (IT) Centre of the University of Vavuniya is looking forward to being at the forefront in providing IT services and infrastructure facilities to our students and staff. IT Centre has been functioning for all the staff and three faculties, including the Faculty of Applied Science, Business Studies, and Technological Studies. The IT Centre frequently conducts knowledge-sharing events via public talks, seminars, short courses and workshops. The IT Centre has a computer laboratory located at Pambaimadu premises. The lab is equipped with 15 computers and a server. Internet lab is open from 8.00 am to 4.30 pm to provide service to the faculty students. Besides, the students can access the internet through a wireless link (Wi-Fi). More information can be obtained from <https://vau.ac.lk/itc/>.

7.12 Centre for Quality Assurance

Centre for Quality Assurance (CQA) of University of Vavuniya established in 2021. CQA's academic, administrative and financial controls are managed through a standing committee of the Senate of the University Vavuniya. It functions with the objectives of promoting quality enhancement activities within the University, developing the self-evaluation report for programme and institutional reviews, guiding faculties and departments in the University in preparation of self-evaluation reports for programme and subject reviews

and facilitating implementation of follow-up actions recommended in subject, programme or institutional review reports. More information can be obtained from <https://vau.ac.lk/cqa/>.

7.13 Harmony Centre

Harmony Centre of the University of Vavuniya aims to build a greater network and bonds among students and communities through interfaith dialogue and engagement. In addition, the Harmony Centre hopes to create an even more cohesive and resilient platform among religions and other cultural aspects. The foundation of the harmony Centre gives a new path for understanding, trust, the relationship among the ethnic and religious groupings of the students, staff, as well as among public, local government actors and religious leaders. More information can be obtained from <https://vau.ac.lk/harmony-centre/>.

7.14 Support Centre for Persons with Disabilities



The goal of this center is to protect and promote the education rights of the students with disability and working rights of the staff with disability by providing them barrier free university society. To achieve this goal, the center

has the following specific objectives: to operate well equipped special services center for staff, students, and community members with disability and to run such established center successfully along with university's day to day operation. More information can be obtained from <https://vau.ac.lk/support-center-for-persons-with-disability/>.

7.15 Staff Development Centre

Staff Development Centre of the University of Vavuniya aims to provide employees' orientation training to all categories of newly recruited staff of the University, to train the academic staff members of the University in teaching methodologies to attain high academic accreditation in nationally and internationally, to train academic and administrative staff members on research management which would lead them as active contributors to a rich research culture, to train in development of computer based learning material for conventional, open and distance learning modes, to provide training assistance to improve human relationships at work places in a work force, to maintain gender equity and equality among the staff and to enhance the knowledge of 'Soft Skills' among the staff for their Career development. More information can be obtained from <https://vau.ac.lk/sdc/>.

7.16 International Division

The International Division of the University of Vavuniya was established in 2021 with the objective to enrich the academic, economic, and cultural dimensions of the University by establishing international collaborations with individuals and institutions. It functions under the direct guidance of the Vice-Chancellor of the University of Vavuniya. The International Division will develop long-term and sustainable collaborative activities for all disciplines of the University and will be responsible for planning, managing, and promoting international relations with foreign universities, research institutes, Consulates/Embassies, industries, and other networks. Also, this Division will be in charge of welcoming international students, delegations and guests. More information can be obtained from <https://vau.ac.lk/international-division/>.

8. Structure and Syllabi of the Honours Degree Programme

8.1 Programme Objectives

The objectives of the degree program expect to be achieved through the following three main areas:

Teaching:

- To deliver the degree program through outcome-based education and students centered teaching in line with Vision, Mission, and Objectives of the Department of Finance and Accountancy for the undergraduates of Banking and Insurance.
- To offer quality teaching and create a learning environment which enables the undergraduates to develop their Knowledge, Skills, Attitude, and Mindset needed for the career and potential.

Learning:

- To provide a learning opportunity through interactive lecture series, tutorial classes, Learning Management System (LMS), a friendly and supportive academic approach which are conducive to learn interestingly thus leading to reflective knowledge for continuous lifelong learning.
- To create a stimulating learning atmosphere to gain sound theoretical and practical knowledge and multiple competencies in the discipline of banking and insurance.

Assessment:

- To introduce multiple assessment methods mapping with the Graduate Profile and Programme Outcomes.

8.2 Programme Outcomes

On successful completion of Bachelor of Business Management Honours in Banking and Insurance Degree, the graduate will be able to:

- PO 01: Identify the subject knowledge of the core aspects in the field of banking and insurance.
- PO 02: Apply their in-depth theoretical and practical knowledge in the context of Sri Lanka banking system, international banking, various contexts of insurance and real financial scenarios like banking and insurance market analysis and risk assessment in financial institutions.
- PO 03: Develop a good customer relationship in the financial institutions, make rational financial and investment decisions, negotiate with people, ability to prepare a financial report, and communicate with customers using proficiency in English, Tamil and Sinhala.
- PO 04: Express leadership skills and styles, teamwork ability, and group cohesiveness in their working places and integrate all the functional levels of banks, insurance companies, and other financial institutions towards its success.
- PO 05: Solve real problems and issues holistically using their personal and work-related skills in the context of banking and insurance within specified time limits; analyze the financial and non-financial information and financial models for decision making; develop own research ideas as original in the field of banking and insurance and summarize and interpret the main research findings at an expert level and suggest the ways to overcome the issues.
- PO 06: Formulate judgments through their critical thinking abilities and make the decision accordingly for the complex issues

identified in their working place/ the financial institution and ability to identify the new opportunities for setup business through their creative thinking.

- PO 07: Illustrate the financial data set in terms of graphs, charts, and tables comprehensively and describe its pattern in detail with their knowledge and arguments.
- PO 08: Relate their experiences learned throughout the internship in their workplaces and assess social, economic and environmental impact while making the solutions to the real financial issues and actively engage in community outreach programs and corporate social responsibility programs and create a professional network in their working place at the corporate level.
- PO 09: Demonstrate the various changes, new trends and contemporary issues in the field of Banking and Insurance, use e-resources, software and programming using ICT skills in financial institutions and identify the innovations in banking and insurance products, modern technologies and developments in the working places.
- PO 10: Develop a bridge between the lessons learned through the degree program in their university life and work/personal life incorporating their attitudes and professionalism.
- PO 11: Combine their commitments and responsibilities to professional ethics in the financial institutions through their behaviour with good virtues and values.
- PO 12: Support and develop lifelong continuous learning in the field of banking and insurance.

8.3 Graduate Profile

Practical oriented course units in the discipline of banking and insurance have been included in the curriculum, and experts will conduct guest lectures in the field of banking and insurance. Lecture series would be based on the Outcome – Based Education and Student-Centered Learning to attain the generic attributes identified in the Graduate Profile. Bachelor of Business Management Honours in Banking and Insurance seeks to produce the readily employable graduates in Banking and Insurance profession. At the successful completion of the degree program, it is expected that a graduate will be able to shape a career in the field of Banking and Insurance. Graduates can find the relevant information to decision making process and advice to the issues in terms of Banking and Insurance. There are four clusters of generic attributes which the Department of Finance and Accountancy tries to foster through teaching and learning in the Bachelor of Business Management Honours in Banking and Insurance degree. They are:

Knowledge

1. Having sound knowledge in Banking and Insurance
2. Applying in-depth theoretical and practical knowledge in Banking and Insurance

Competencies

1. Communicating effectively
2. Making rational financial and investment decisions
3. Acquiring the ability to prepare financial reports
4. Embedding with leadership, problem-solving, critical thinking, analytical, interpersonal skills

5. Acquiring the ability to develop their research ideas
6. Becoming capable of summarizing and interpreting the main research findings
7. Having networking ability
8. Acquainting with forecasting skills in the context of banking and insurance
9. Showing commitment to engaging in corporate social responsibilities

Trailblazer

1. Showing ability to identify the innovativeness of modern technologies adopted in the financial institutions
2. Being an innovator updating the new trends, various changes, and contemporary issues in the field of Banking and Insurance and bringing the organization to the next level of sustainable success.
3. Demonstrating the ability to use e-resources and software
4. Creating a bridge between university life and work/personal life

Professionalism

1. Having a high regard for professional ethics
2. Being committed for lifelong learning
3. Synthesizing what they learned from the university and internship and linking them in their work life and personal life
4. Acting as effective leaders with self-awareness in the corporate world.

The Graduate profile is illustrated in Figure 01.

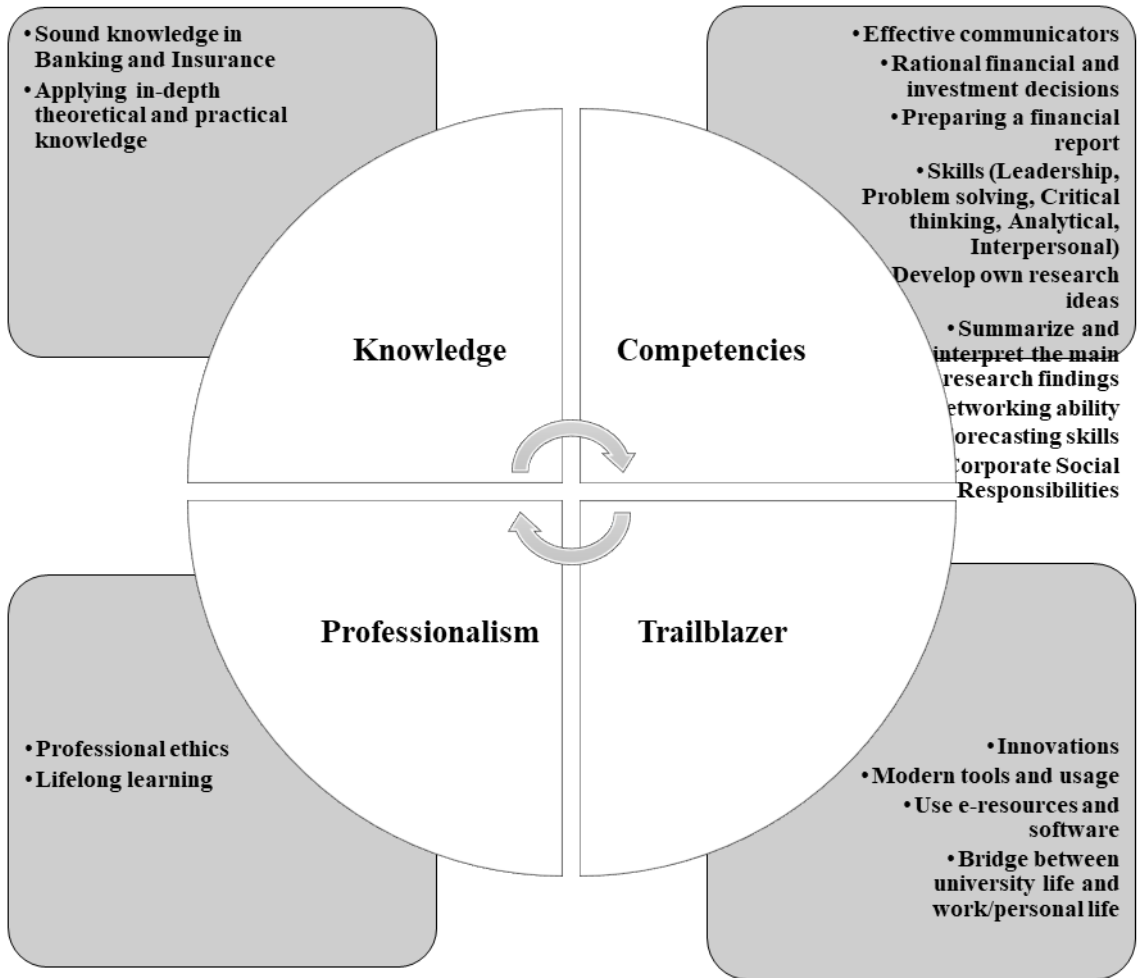


Figure 01: Graduate Profile

8.3.1 Graduate's Attributes

Generic attributes of the graduate in BBM Hons in Banking and Insurance are described below:

Knowledge

Graduates will have an in-depth knowledge about concepts and theories and academic excellence through research and scholarly works and ability to apply them in practice in their career in banking and insurance.

Competencies

Graduates will apply their competencies that they learnt throughout the degree and from the internship to perform the functions efficiently and effectively in financial institutions. Be competent graduates and critical thinkers with analytical, problem solving, communicating, interpersonal and interpretation skills in Banking and Insurance issues in professional contexts.

Trailblazer

Responsible citizens, who are ethical and professional in action, reflective knowledge seekers, innovators through the various changes, updating the new trends and contemporary issues in the field of Banking and Insurance and will bring the organization to the next level of sustainable success.

Professionalism

Graduates are, expected to reflect the knowledge, committed for lifelong learning and synthesized what they learnt from the university and internship and link them in their work life and personal life and effective leaders with self-awareness in the corporate world.

8.4 Structure of The Degree Programme

The Bachelor of Management (Honours) in Banking and Insurance Degree Programme is a four-year honours degree programme which consists of eight semesters. Each year is considered as level I, II, III, and IV, respectively. Each level of study is divided into two semesters. The duration of each semester is 15 weeks, excluding study leave, the period of end semester examination, and vacation.

8.4.1 Bachelor of Business Management Honours in Banking and Insurance Degree Programme

8.4.2 Name of the degree

The degree is named in accordance with SLQF as Bachelor of Business Management Honours in Banking and Insurance.

8.4.3 Curriculum Layout

Level	Status of course units	Total Credits		Total credits earned
		Semester I	Semester II	
I	Compulsory	15	15	36
	Enhancement	03	03	
II	Compulsory	15	16	33
	Enhancement	02	-	
III	Compulsory	15	15	36
	Elective	03	03	
IV	Compulsory	18	12	30
Total				135

8.4.4 Credit requirements for Honours Degree

Year	Semester	Types of Course Units		Total	
		GPA (Core)	Non-GPA (Enhancement)	Semester	Year
1	I	15	03	18	36
	II	15	03	18	
2	I	15	02	17	33
	II	16		16	
3	I	18		18	36
	II	18		18	
4	I	18		18	30
	II	12		12	
Total		127	08	135	135

8.4.4.1 Credit hours and credit values

The total credits of the proposed degree programme are 135 of which course work, dissertation, and internship carry 123, 06 and 06 credits respectively. The volume of learning for the Bachelor of Management (Honours) in Banking and Insurance Degree Programme meets the minimum requirements of SLQF Level 6.

For a course unit consisting of theory carrying 15 hours of lectures is equivalent to one credit. For a course unit involving practical (laboratory course) carrying 30 hours of practical sessions is equivalent to one credit. One credit is considered equivalent to 50 notional learning hours for a theoretical course or laboratory course. In the case of the dissertation and internship, one credit is considered equivalent to a minimum of 100 notional hours.

3.4.5 Exit Points of the Degree Program

The students who are willing to opt the three-year general degree, requires to inform at the beginning of the third year second semester with the valid reasons. However, the candidate should complete all the eligibility requirements of the general degree. The final acceptance for opting the exit point of the degree program will be subjected to the recommendation of the Faculty Board and the Senate.

3.4.6 Course Codes

The course code has four digits representing the year (level of study), semester and course number, and credit value.

An example of a course code assigned for a course is depicted in Figure 02.

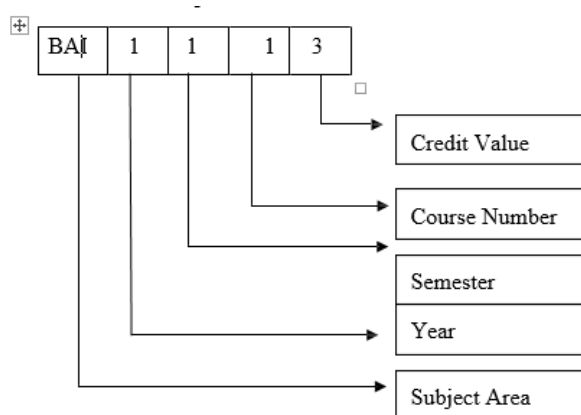


Figure 02: Illustration of Coding System

Letter codes:

BAI: Banking and Insurance

ENG: English Language

8.5 Examination Structure

8.5.1 Attendance

All registered students are required to attend all lectures, tutorials and practical sessions. Eighty percentage (80%) of attendance is compulsory for a course unit for students to be eligible for sitting examinations. A student, who is not eligible, is considered as a repeat candidate in the forthcoming examinations.

8.5.2 Formative and Summative Assessment Marks

The evaluation includes end-semester examinations and continuous evaluation. The durations of the end semester examinations will be of three hours, two hours, and one-hour for three credits, two credit and one credit courses respectively. The weighted average for the final marks will vary from course unit to course unit depending on the structure of the course unit. In the in-course assessments for all the theoretical course units, the marks will be 30% and for the end semester examination, 70%. For the practical oriented course units, it would be 40 % and 60 % respectively. In-course assessment may include quizzes, mid semester examination, assignments, students' presentations, case studies and field visit reports.

8.5.3 Passing a course unit

1. A candidate is deemed to pass in a course unit if she/he obtains a grade of **C-** or above in that course unit.
2. A candidate is not eligible to sit the end semester examination if s/he has not submitted/attended at least one of the assignments. The students, who are not eligible, are considered as repeat candidate in the forthcoming examination.

3. If a candidate is absent for the end-semester examination of a course unit after completing continuous evaluation, the following symbol is indicated appropriately.

- Absent due to medical reason which has been approved will be given a symbol of "MC" (Medical Certificate).
- Absent without valid reasons will be given a symbol "AB" (ABSENT).

8.5.4 Passing a Semester Examination

A candidate shall be deemed to pass any of the semester examinations, if she/ he earned a minimum GPA of not less than 2.00 for the semester, and obtained minimum C- grade in all the course units of the particular semester.

8.5.5 Absence from Examination

When a candidate is unable to present him or herself for any part or section of an examination, he or she shall notify the cause to the Senior Assistant Registrar/ Examination immediately. This should be confirmed with supporting documents within forty-eight (48) hours by registered post.

Excuse is granted only if the absence is due to a grave cause as the student's serious ill health, death of a family member or any other acceptable cause, which is accepted by the Faculty Board and approved by the Campus Board and Senate. If the excuse is granted to a student, he/she can sit the examination on the next immediate occasion with privileges i.e., without any restriction. In that event the student will receive as 'EXC' (Excuse) for that course. A candidate who is absent for the examination due to medical reasons must submit a medical certificate obtained from a Government Medical Officer. The University Medical Officer should endorse this medical certificate. This must be submitted to the Office of the Dean of the Faculty of

Business Studies within two weeks to obtain Faculty Board, Campus Board recommendation and Senate Approval.

8.5.6 Re-Sit for an Examination

- a. Those who fail to obtain the requisite number of credits passes or fail to appear for an end semester examination are required to appear for such an examination when it is held next.
- b. Candidates, who have more than two D+, or D in an end semester examination are required to appear for such an examination when it is held next.
- c. In the case of a repeat candidate or an absentee, marks obtained for continuous evaluations shall be carried forward to the next end-semester examination, and the maximum grade for repeat course shall be "C."
- d. Repeat examination of a candidate supported by a Medical Certificate either by the Campus Medical Officer (CMO) or certified by the CMO will be considered as that of his or her first attempt. The said candidate's previous continuous assessments will be considered for computation.
- e. Candidates, who have failed to obtain the GPA of 2.00 may re-sit subsequent end semester examinations.
- f. An examination can be repeated not more than three times. A grace chance is permitted with the approval of the Senate.
- g. Candidates, who get C-, D+, D, or E grade, will be given a chance to repeat the course units in order to improve the grade up to "C."
- h. In the event of (g), a candidate obtains a lower grade while attempting to improve his or her grade, he or she will be entitled to his or her previous grade.

If the student is requested to re-submit the dissertation by the panel of viva voce examination, the student should re-submit the dissertation within the two months from the date of the viva-voce examination.

8.6 Scheme of evaluation

8.6.1 Grading system

8.6.2 Grade Point Average (GPA) system

Range of Marks	Grade	Grade Point Value
85 or above	A+	4.00
75-84	A	4.00
70-74	A-	3.70
65-69	B+	3.30
60-64	B	3.00
55-59	B-	2.70
50-54	C+	2.30
45-49	C	2.00
40-44	C-	1.70
35-39	D+	1.30
30-34	D	1.00
0-29	E	0

8.6.3 Calculation of GPA

The grade point average (GPA) is a numerical representation of a student's overall academic achievement. The grade point average is the quotient obtained by dividing total number of grade points earned by the total number of credit hours in which students receive a letter grade. Decimals beyond two places are truncated not rounded, in computing the grade's point average.

$$GPA = \frac{\sum_n C_n g_n}{\sum_n C_n}$$

The formula for GPA calculation is given top

Where C_n and g_n are the number of credits and the grade point value for the n^{th} course unit respectively.

8.6.4 Criteria for Awarding of Degrees

8.6.4.1 Criteria for award of BBM Honours in Banking and Insurance (Bachelor Honours Degree)

A student deemed to have satisfied the requirement for the award of Honours Degree, if she/he has

1. Completed minimum course units amounts to 135 credits in which 127 credits on Core and Elective Course Units and 08 credits on Enhancement Course Units.
2. Obtained minimum overall GPA-calculated for core and elective course units amounts to 127 credits (excluding Enhancement Course Units) of 2.00 for the entire programme.
3. Earned C grade or above for the Course Units of Dissertation and Internship.
4. Earned C- grade or above for all Enhancement Course Units.
5. Passed all eight semesters of the entire programme
6. Obtained D+ or above grade in core and elective course units amounts to not less than 115 credits.
7. Completed the degree programme within seven (07) academic years.

8.6.4.2 Criteria for award of BBM in Banking and Insurance (Bachelor Degree)

A student deemed to have satisfied the requirement for the award of bachelor Degree, if she/he has

1. Completed minimum course units amounts to 105 credits in which 97 credits on Core and Elective Course Units and 08 credits on Enhancement Course Units.
2. Obtained minimum overall GPA-calculated for core and elective course units amounts to 97 credits (excluding Enhancement Course Units) of 2.00 for the entire programme.
3. Earned C- grade or above for all Enhancement Course Units.
4. Passed all six semesters of the entire programme.
5. Obtained D+ or above grade in core and elective course units amounts to not less than 97 credits.
6. Completed the degree programme within seven (07) academic years.
7. Completed the above requirements within **three academic years** and obtain the recommended cut off OGPA to be eligible for the award of degree with class.

8.7 Cutoff levels of OGPA for Awarding Class / Pass

The recommended OGPA for awarding classes / passes are as follows:

OGPA	Class/ Pass
3.70	First Class
3.30	Second Class Upper Division
3.00	Second Class Lower Division
2.00	Pass

8.8 Examination Bylaw and Offences

8.8.1 Examination Rules and Regulations

1. Candidates are required to be at the examination hall at least 15 minutes before the commencement of each paper, but should not enter the hall until they are requested to do so by the Supervisor.
2. No candidate shall be admitted to the examination that for any reason whatsoever after the expiry of half an hour from the commencement of the examination. Nor shall a candidate be allowed to leave the hall until half-an hour has lapsed from the commencement of the examination or during the last 15 minutes of the paper.
3. On admission to the hall a candidate shall occupy the seat allotted to him/her and shall not change it except on the specific instructions of the Supervisor.
4. A candidate shall have his student identity card and the Admission Card with him/ her in the examination hall on every occasion he/she presents himself/herself for a paper. His/her candidature is liable to be cancelled if he does not produce the student identity card, when requested to do so. If he/she failed to bring his/her record book on any occasion, he/she shall sign a declaration in respect of the paper for which he/she had not produced the student identity card in the form provided for it and produce the student identity card to the Senior Assistant Registrar on the following day. If a candidate loses his/her Identity Card in the course of the examination, he/she shall obtain a duplicate identity card from the Deputy Registrar, for production at the examination hall.

5. Admission Cards signed in the presence of the Supervisor / Invigilator shall be handed over to the Supervisor/ Invigilator on each occasion when a candidate sits a paper.
6. Candidates shall bring their own pens, ink, mathematical instruments, erasers, pencils or any other approved equipment or stationery which they have been instructed to bring.
7. Examination stationery (i.e., Writing paper, graph paper, drawing paper, ledger paper, precise paper etc.) will be supplied as and when necessary. No sheet of paper or answer book supplied to a candidate may be torn, crumpled, folded or otherwise mutilated. No papers other than those supplied to him/her by the Supervisor / Invigilator shall be used by a candidate. Log tables or any other material provided shall be used with care and left behind on the desk. All material supplied whether used or unused, shall be left behind on the desk and not removed from the examination halls.
8. No candidate shall have on his/her person or in his/her clothes or on the Admission Card, time table, student identity card any other object he is permitted to bring into the examination hall, any notes, signs and formula or any other unauthorized material. Books, notes, parcels, hand bags etc. which a candidate has brought with him should be kept at a place indicated by the supervisor/ invigilator. The envelop which the admission card has been posted to him/her should not be brought into the examination hall.
9. A candidate may be required by the Supervisor to declare any item in his possession or person.

10. Every candidate shall enter his index number at the appropriate place on the answer book and every continuation paper. He/she shall also enter all necessary particulars as indicated in the cover of the answer book. A candidate who inserts on his script an Index Number other than his own is liable to be considered as having attempted to cheat. The Supervisor/ Invigilator have the authority to check the answer scripts of the candidate. A script that bears no Index Number or an Index Number which cannot be identified is liable to be rejected. No candidate shall write his name or any other identifying mark on the answer scripts.
11. Candidates are under the authority of the Supervisor and shall assist him by carrying out his instructions and those of the Invigilators, during the examination and immediately before and after it.
12. Every candidate shall conduct himself in the examination hall and its precincts so as not to cause disturbance or inconvenience to the Supervisor or his staff or to other candidates. In entering and leaving the hall, he shall conduct himself as quietly as possible. A candidate is liable to be excluded from the examination hall for disorderly conduct.
13. Absolute silence shall be maintained in the examination hall and its precincts. A candidate is not permitted for any reason whatsoever to communicate or to have any dealings with any person other than the Supervisor/Invigilator. The attention of the Supervisor/Invigilator shall be drawn by the candidate by raising his hand from where he is seated.

14. After the examination has commenced no candidate shall be permitted to leave the examination hall even temporarily. In case of an emergency, the Supervisor/Invigilator shall grant him permission to do so but the candidate will be under his constant surveillance.
15. Candidate shall stop work promptly when ordered by the Supervisor/Invigilator to do so. If this instruction is not followed by the Supervisor/Invigilator has the authority to make an endorsement to this effect on the answer scripts.
16. All calculations and rough work sheet be done only on paper supplied for the examination, and shall be cancelled and attached to the answer scripts. Such work should not be done on admission cards, time tables, question papers, student identity cards or on any other papers. Any candidate who disregards these instructions is liable to be considered as having written notes or outlines of answer with the intention of copying.
17. Any answer or part of the answer which is not to be considered for the purpose of assessment shall be neatly crossed out. If the same question has been attempted in more than one place the answer or answers that are not to be considered shall be neatly crossed out.
18. Every candidate shall hand over the answer script personally to the Supervisor/Invigilator or remain in his seat until it is collected. On no account shall a candidate hand over his answer script to an Attendant, a minor employee or another candidate.

19. A candidate who has handed over his answer script shall under no circumstances be entitled to call it back.
20. No candidate shall remove his or any other candidate's answer script from the examination hall.
21. No candidate shall copy or attempt to copy from any book or paper or notes or similar materials or from the scripts of another candidate. Nor shall any candidate either help another candidate or obtain help from another candidate or any other person. Nor shall any candidate conduct himself so negligently that an opportunity is given to any other candidate to read anything written by him or to watch any practical examination performed by him. Nor shall any candidate use any other unfair means or obtain or render improper assistance at the examination.
22. No candidate shall submit a practical or field book or dissertation or project study or term paper or assignment or answer script which has been done wholly or partly by anyone other than the candidate himself.
23. No person shall impersonate a candidate at the examination, nor shall any candidate allow himself to be impersonated by another person.
24. If circumstances arise which in the opinion of the supervisor renders the cancellation or postponement of the examination necessary, he shall stop the examination, collect the scripts already written and then report the matter as soon as possible to the Vice Chancellor/Registrar.

25. The supervisor/ Invigilator is empowered to request any candidate to make a statement in writing on any matter which may have arisen during the course of the examination and such statement shall be signed by the candidate. No candidate shall refuse to make such a statement or to sign it.
26. Every candidate who registers for an examination shall be deemed to have sat the examination unless:
- a. He is permitted by the Senate for valid reason to withdraw from such examination on a ground acceptable to the Senate within the specified period. **Or**
 - b. He submits a medical certificate prior to the commencement of the examination. The medical certificate shall be from the University Medical Officer. If this is not possible the medical certificate should be obtained from the Government Medical practitioner and submitted to the University Medical Officer at the earliest possible time, but in any case, not later than one week from the first day of the examination (Please indicate the Faculty and Registration Number in your Medical Certificate).
27. When a candidate is unable to present himself for any part/section of an examination, he shall notify or cause to be notified this fact to the Registrar, immediately. This should be confirmed in writing with support documents within 48 hours by registered post.
28. A student who withdraws or absents himself from the examination shall not be eligible for Honours at the next examination unless the Senate decides otherwise.

29. Candidates who are unsuccessful at the first attempt will be given two further consecutive attempts to complete the examination.
30. No student shall sit an examination, if he has exhausted the number of attempts that he is allowed to sit the particular examination, unless he has been granted special permission to do so by the Senate.

8.8.2 Examination Offences and Punishments

1. Any candidate who violates any of the requirements or conditions stipulated shall have committed an examination offence.
2. Examination offences may be classified as follows:
 - a. Possession of unauthorized documents or removal of examination stationery.
 - b. Disorderly conduct
 - c. Copying
 - d. Obtaining or attempting to obtain improper assistance or cheating or attempting to cheat.
 - e. Impersonation
 - f. Aiding and abetting the commission of any of these offences.
3. There shall be an Examination Disciplinary Committee consisting of the Deputy Registrar / Examination & Student Admission and the Deans of the Faculties to inquire into and make recommendations (including punishments) regarding examination offences referred to it. The punishments recommended by the Examinations Disciplinary Committee shall be submitted to the Campus Board and Senate for decision.

4. In all cases of commission of examination offences detected the Supervisor shall take action as outlined below and forward his report to Deputy Registrar / Examination & Student Admission.
5. Prior knowledge of a question paper, or part thereof shall constitute an examination offence.
6. Where a student has been in possession of unauthorized material at an examination hall, he shall be presumed to have made use of such material until the contrary is proved by him.
7. In cases of disorderly conduct, the supervisor shall in the instance warn the candidate to be of good behaviour, where the candidate persists in unruly or disorderly conduct the supervisor may exclude the candidate from the examination hall and issue him a letter cancelling his candidature from the examination. Where a candidate's offence is only disobedience the supervisor shall warn the candidate and forward a report to the Deputy Registrar / Examination & Student Admission.
8. In all other cases of examination offences detected, the Supervisor shall on the detection of the offence take possession of unauthorized documents if any, obtain a statement from the candidate and write his report on the matter on the form provided for this purpose.
9. The Senior Assistant Registrar shall place all reports of examination offences submitted by Supervisors for the consideration of the Rector who shall decide whether they shall be referred to the Examination Disciplinary Committee for further action.

10. Any examiner, Head of Department, Dean of a Faculty or any other official of the University who detects an examination offence, shall report the matter in writing to the Deputy Registrar, who shall submit same to the Rector for necessary action.
11. Any allegation regarding the commission of Examination Offences from whosoever received shall be submitted by the Senior Assistant Registrar to the Rector, who shall decide whether these shall be referred to the Examination Disciplinary Committee for necessary action.
12. A candidate who is found guilty of an examination offence is liable to any one or more of the following punishments.
 - a. Removal of his name from the pass list
 - b. Cancellation of his candidature from whole or part of the examination, or
 - c. Suspension from any University examination for such period as the Senate may decide or indefinitely, or
 - d. Suspension from the University for such period as the Senate may decide or indefinitely.
13. Any candidate found aiding and abating the commission of any examination offence shall be liable to the same punishment as that applicable to the offence.
14. Any appeal against the decision of the Senate shall be made to the Council.

8.9 Course Units offered during the Four-Year study programme

Course Code	Course Name	Status (Compulsory /Optional)	Credit Value
1st Year; 1st Semester			
BAI 1113	Financial Accounting	Compulsory	03
BAI 1123	Business Economics	Compulsory	03
BAI 1133	Principles of Management	Compulsory	03
BAI 1143	Business Mathematics	Compulsory	03
BAI 1153	Principles of Banking and Insurance	Compulsory	03
ENG 1113	Proficiency in English I	Enhancement	03
Total No. of credits			18
1st Year; 2nd Semester			
BAI 1213	Monetary Economics	Compulsory	03
BAI 1223	Human Resource Management	Compulsory	03
BAI 1233	Business Statistics	Compulsory	03
BAI 1243	Marketing for Financial services	Compulsory	03
BAI 1253	Fundamentals of Information Technology	Compulsory	03
ENG 1213	Proficiency in English II	Enhancement	03
Total No. of credits			18
2nd Year; 1st Semester			
BAI 2113	Organizational Behavior	Compulsory	03
BAI 2123	Financial Management	Compulsory	03
BAI 2133	Operations Research	Compulsory	03
BAI 2143	Life and Disability Insurance	Compulsory	03
ENG 2113	Business Communication	Compulsory	03

BAI 2152	Career and Soft Skills Development	Enhancement	02
Total No. of credits			17
2nd Year; 2nd Semester			
BAI 2213	Managerial Economics	Compulsory	03
BAI 2224	Business Law and Banking and Insurance Law	Compulsory	04
BAI 2233	Financial Institutions and Operations	Compulsory	03
BAI 2243	Risk Management	Compulsory	03
BAI 2253	Property and Motor Insurance	Compulsory	03
Total No. of credits			16
3rd Year; 1st Semester			
BAI 3113	Operations Management	Compulsory	03
BAI 3123	Corporate Governance	Compulsory	03
BAI 3133	International Trade and Finance	Compulsory	03
BAI 3143	Investment Banking	Compulsory	03
BAI 3153	Marine and Aviation Insurance	Compulsory	03
BAI 3163	Credit Management (OR)	Compulsory (Elective)	03
BAI 3173	Assets and Liability Management	Compulsory (Elective)	03
Total No. of credits			18
3rd Year; 2nd Semester			
BAI 3213	Strategic Management	Compulsory	03
BAI 3224	Auditing and Taxation	Compulsory	04
BAI 3233	Financial Information Systems	Compulsory	03
BAI 3243	International Banking	Compulsory	03
BAI 3252	Customer Relationship Management	Compulsory	02

BAI 3263	Liability Insurance and Miscellaneous Insurance (OR)	Compulsory (Elective)	03
BAI 3273	Fire and Consequential Loss Insurance	Compulsory (Elective)	03
BAI 3283	Project Report*	Compulsory	01
Total No. of credits			18
4th Year; 1st Semester			
BAI 4113	Research Methodology	Compulsory	03
BAI 4123	Data Analysis Techniques in Research	Compulsory	03
BAI 4133	Actuarial Techniques in Insurance	Compulsory	03
BAI 4143	Re-Insurance Practices	Compulsory	03
BAI 4153	Corporate Reporting	Compulsory	03
BAI 4163	Investment Analysis and Portfolio Management	Compulsory	03
Total No. of credits			18
4th Year; 2nd Semester			
BAI 4216	Dissertation	Compulsory	06
BAI 4226	Internship	Compulsory	06
Total No. of credits			12

8.10 Detailed Course Units

8.10.1 Year - 1; Semester – I

Course Code:	BAI 1113		
Course Name:	Financial Accounting		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim: The aim of this course is to acquaint students with the knowledge of financial accounting focusing several financial and economic transactions and events and how they are accounted while preparing the financial statements.			
Intended Learning Outcomes: At the completion of this course students will be able to <ul style="list-style-type: none">➤ identify dual aspects of accounting for economic transactions and events➤ describe the financial accounting process of an organization➤ prepare the bank reconciliation statement➤ prepare the financial statements for a partnership and a limited liability company➤ evaluate the changes in the prevailing standards pertinent to the preparation and presentation of financial statements			
Course Content: Accounting in business- Introduction to Financial Accounting, The			

background and the main features of financial accounting, Analyzing for business transactions, Dual aspect of accounting and accounting equation, Financial accounting process, Balancing-off accounts, Accounting concepts and assumptions, and Books of original entry and ledgers; Bank reconciliation statement ;Preparation of financial statements for a Partnership - Revaluation of partnership assets, Goodwill for Partnerships, Partnership dissolution, Admission and Withdrawal of a partner; and Preparation of Financial Statements for a Company - Limited companies: general background, Companies Act, The issue of shares and loan notes, Limited companies taking over other businesses, Accompanying notes, The increase and reduction of the share capital of limited companies, and Taxation in company financial statements.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and Four Questions out of Five from Part – II)	Practical (%) -	Other (%) -

Recommended Reading:

- Frank, W. and Alan, S. (2018), Business Accounting I, 14th Edition, Pearson.
- Frank, W. and Alan, S. (2018), Business Accounting II, 14th Edition, Pearson.
- Slater, J. and Deschamps, M. (2018), College Accounting: A Practical Approach, 14th Edition, Pearson.
- Nobles, T. L. M., Mattison, B. L. and Matsumura, E. M. (2017), Horngren's Accounting, 12th Edition, Pearson.

Course Code:	BAI 1123		
Course Name:	Business Economics		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide a strong business focus by clearly explaining economic theories and concepts and promote learning and thinking like an economist in the business environment.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ describe the production and cost behavior ➤ describe the price determination of goods and services in different markets ➤ express the theories of production, cost and market ➤ apply the micro economics aspects of the consumers and firms ➤ explain the National Income Accounting 			
Course Content:			
The Economic and Business Environment - What is Business Economics?, Economics and Business Decision Making, The Business Environment; The Market System - Supply and demand, Elasticity and its applications; Market structures - Perfect Competition, Monopoly, Imperfect or Monopolistic Competition, Oligopoly, Governments and Markets; Limitations of Markets - The consumer and consumer behaviour, Market failure; Global business			

and economics - The Global Economy, Issues in Global Business and Economics; and The Economics of Firms in Markets - Costs and Revenues in Production, Business Goals and Behaviour, Firm Behaviour and the Organization of Industry; and Corporate Strategy and Pricing Policy.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%			
Quizzes - 15%	70%		
Mid-term - 10%	(Students are expected to answer Five questions out of Seven)	-	-

Recommended Reading:

- Mankiw, N. G., Taylor, M. P., and Ashwin, A. (2018), Business Economics, 3rd Edition, Cengage.
- Arnold, R. A. (2018), Economics, 13th Edition, Cengage.
- Mankiw, N. G. (2017), Essentials of Economics, 8th Edition, Cengage.

Course Code:	BAI 1133		
Course Name:	Principles of Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to acquaint students with the foundations of management focusing basic concepts and process of management.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the nature of organizations and management ➤ describe the process of management ➤ appraise the managerial skills, roles and functions of management ➤ describe, skills and competencies needed to be a good manager ➤ explain the contemporary issues in management in turbulent arena 			
Course Content:			
Managers and Management in Today's Workplace - A Brief History of Management's Roots, Nature of Organizations and Management, Types of Managers, Important Managerial issues, Managerial skills, Roles of Management; Planning - Making Decisions, Goal Setting, Managing Change and Innovation, Managing Entrepreneurial Ventures; Organizing - Organizational Structure and Design, Managing Human Resources and Diversity, Managing Groups and Teams; Leading people - Understanding Individual Behavior, Leadership and Trust, Motivating Employees,			

Managing Organizational and Interpersonal Communication, Leading Teams; Controlling - Controlling Work and Organizational Processes; and Contemporary issues in Management.			
Teaching /Learning Methods: Lectures, Interactive Tutorial Classes, Group Discussions and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 05%	(Students are expected		
Mid-term - 10%	to answer 5 questions	-	-
Presentations - 05%	out of 7)		
Case Study - 05%			
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Daft, R. and Marcic, D. (2019), Understanding Management, 11th Edition, Cengage. ➤ Griffin, R. (2018), Fundamentals of Management, 9th Edition, Cengage. ➤ Gulati, R., Mayo, A. J., and Nohria, N. (2017), Management: An Integrated Approach, 2nd Edition, Cengage. 			

Course Code:	BAI 1143		
Course Name:	Business Mathematics		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the students knowledge on the mathematical background, concepts and applications to solve problems in the context of Banking and Insurance in specific and businesses in general.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the importance of mathematics in Banking and Insurance ➤ describe the basic concepts of algebra ➤ solve problems framed in purely mathematical form ➤ analyse the optimization process ➤ interpret management problems in mathematical form 			
Course Content:			
<p>Algebraic concepts- Basic concepts of algebra, Arithmetic techniques, Integral exponents, Radicals and rational exponents, Operations with algebraic expressions, Factoring, Algebraic fractions; Linear equations - Solutions of linear equations and inequalities in one variable, Linear functions, Graphs and graphing utilities, Solutions of systems of linear equations, Applications of functions in Banking and Insurance; Theory of Matrices - Multiplication of matrices, Solving systems of equations, Inverse</p>			

of a square matrix, Matrix equations, Applications of matrices; Differential calculus; Integral calculus; Installment buying and revolving charge credit cards; Percent and their applications; Mathematics of buying; Mathematics of Finance - Simple and compound interest, Future Values of Annuities, Present Values of Annuities, Loans and Amortization; and Accounting Mathematics.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (Students are expected to answer Five questions out of Eight)	Practical (%) -	Other (%) -

Recommended Reading:

- Brechner, R. and Bergeman, G. (2019), Contemporary Mathematics for Business and Consumers, 9th Edition, Cengage.
- Slater, J. and Wittry, S. (2019), Practical Business Math Procedures, 13th Edition, McGraw-Hill Education.
- Harshbarger, R. J., Reynolds, J. J. (2018), Mathematical Applications for the Management, Life, and Social Sciences, 12th Edition, Cengage.

Course Code:	BAI 1153		
Course Name:	Principles of Banking and Insurance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide students a comprehensive introduction to the theoretical and applied issues relating to the Financial Services industry.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the broad spectrum of introductory Banking and Insurance issues ➤ define insurance from the view point of the individual and society ➤ describe the way the Central Bank of Sri Lanka is functioning ➤ explain the financial reporting of Banks and Insurance companies ➤ interpret the economic contributions of Banking and Insurance 			
Course Content:			
Basic concepts in Banking and Insurance - The nature and role of financial intermediation, Theory of central banking, Business of banking, Financial operations of insurers, Importance of insurance, Purpose and need for insurance, Assurance vs Insurance, Benefits of Insurance, A brief overview of bank and insurance company activities and services, Types of banking; Issues in management of financial intermediaries -Banks' and insurance companies' balance sheet and income structure, Insurance contract vs			

wagering agreement, The economic contributions of banking and insurance; Types of general insurance; Underwriting general insurance; Elements of an insurable risk and fields of insurance; and Insurance defined from the viewpoint of individual and society.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 10%	(Written examination of 3 hours and the students are expected to answer all the questions in Part I and Part II)		
Mid-term - 10%		-	-
Presentations - 05%			

Recommended Reading:

- George, E. R. and Michael, M. (2017), Principles of Risk Management and Insurance, 13th Edition, Pearson.
- Barbara, C., Claudia, G., and Philip, M. (2015), Introduction to Banking, 2nd Edition, Pearson.
- Emmett, J. V. and Therese, M. V. (2014), Fundamentals of Risk and Insurance, 11th Edition, Wiley.

Course Code:	ENG 1113		
Course Name:	Proficiency in English I		
Credit Value:	03		
Core/ Optional	Enhancement Course Unit		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to develop the knowledge and practice of the English language structure and the listening, speaking, reading and writing skills for the purposeful, real communicative use at the lower intermediate level.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ use meta-language for learning and talking about language structures and language in use ➤ use word identification skills to recognize words ➤ apply grammatical rules at the word and phrase levels ➤ demonstrate spoken grammar ➤ develop listening, reading, speaking and writing skills in English 			
Course Content:			
<p>Communicative grammar: Introducing basic structures, Word-order, Tense, Negation, Question formation, Articles, Preposition, Pronouns, Quantifier, Word class, Active /passive, Conjunctions/ relativization, expansive reading: Identifying main points, Understanding vocabulary, Understanding sequencing, Reading for comprehension, informative writing: Introducing vocabulary in and around the University environment, Transferring graphic,</p>			

statistical , pictorial Information into writing, effective speaking & listening: Describing /people/events/pictures, Interviewing at an elementary stage, Giving instructions/directions, Making short speeches on a previously prepared topic, Listening for the gist, Listening and responding to telephone conversation, and Listening and comprehending.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Activities, Role Play, Presentations and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Listening - 05%	70%		
Quizzes - 10%	(Written examination of 3 hours and the students are expected to answer twelve questions in Reading, Language Structure, and Writing)		
Mid-term - 10%		-	-
Presentations - 05%			

Recommended Reading:

- Langan, J. and Albright, Z. (2019), Exploring Writing: Paragraphs and Essays, 4th Edition, McGraw-Hill.
- Lisa, H. and Kent, H. (2018), Common Ground: Integrated Reading and Writing Skills, 1st Edition, McGraw-Hill.
- Amy, E. O. (2016), Academic Vocabulary: Academic Words, 6th Edition, Pearson.

8.10.2 Year - 1; Semester – II

Course Code:	BAI 1213		
Course Name:	Monetary Economics		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide students with a fresh perspective to today's major questions surrounding monetary policy.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ describe Central Banking and its functions ➤ describe the functions of money, money supply and inflation ➤ identify the role of monetary policy in the economy ➤ demonstrate the real-world relevance of their study of monetary economics ➤ explain the latest developments in monetary theory 			
Course Content:			
Money and the financial system, Money growth and demand, Business cycle fluctuations, Inflation and the demand for money, The IS-LM model and the transmission mechanisms of monetary policy, Aggregate Demand and Supply Analysis, The Role of Expectations in Monetary Policy, Central Banks and the Federal Reserve System - The Money Supply Process, Tools of Monetary Policy, Central Banks in the world today, Money supply, The			

structure of Central Bank, The Conduct of Monetary Policy: Strategy and Tactics; Monetary policy -Stabilizing the domestic economy, Monetary policy theory, Modern monetary policy; Financial Markets - The Meaning of Interest Rates, The Behavior of Interest Rates, The Risk and Term Structure of Interest Rates, and The Theory of Rational Expectations.

Teaching /Learning Methods:

Lectures, Tutorials, Group Discussion and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (Written examination of 3 hours duration expected to answer question one and any other four out of seven questions)	Practical (%) -	Other (%) -

Recommended Reading:

- Mishkin, F. S. (2018), Economics of Money, Banking and Financial Markets, 12th Edition, Pearson.
- Brandl, M. (2016), Money, Banking, Financial Markets and Institutions, 1st Edition, Cengage.
- Hemachandra, W. M. (2013), Interest Rates - The Theory and Practice, Central Bank of Sri Lanka.

Course Code:	BAI 1223		
Course Name:	Human Resource Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the students with an introduction to the daily tools and skills they will need to function as successful managers - in both human resources and business in general.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ define the process of Human Resource Management (HRM) ➤ compare and contrast methods used for recruitment and selection process of human resources ➤ explain the importance of human resources and their effective management in organizations ➤ summarize the activities involved in employee relations and managing employee performance ➤ examine current issues, trends and practices of HRM 			
Course Content:			
<p>Basics of Human Resource Management - Introduction to Human Resource Management, Human Resource Management strategy and Performance, Equal Opportunity and the Law; Recruitment and Placement - Job analysis and the talent management process, Personnel planning and recruiting, Employee testing and selection, Interviewing candidates; Training and</p>			

development –Training the workforce, Developing the careers, Performance management and appraisal, Managing careers and retention; Compensation - Establishing strategic pay plans, Pay for Performance and financial incentives, Building positive employee relations, Labor relations and collective bargaining; Safety, health, and risk management; and managing global human resources.

Teaching /Learning Methods:

Lectures, Tutorials, Group Discussion, Case study analysis and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)70% (Written examination of 3 hours duration expected to answer question one and other four out of seven questions)	Practical (%)	Other (%)
Assignments - 05%			
Quizzes - 10%			
Mid-term - 10%		-	-
Case Study - 05%			

Recommended Reading:

- Noe, R., Hollenbeck, J., Gerhart, B., and Wright, P. (2019), Fundamentals of Human Resource Management, 8th Edition, McGraw-Hill.
- Dessler, G. (2019), Human Resource Management, 16th Edition, Pearson.
- Opatha, H. H. D. N. P. (2012), Human Resource Management, 3rd Print (Revised).

Course Code:	BAI 1233		
Course Name:	Business Statistics		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the students basic concepts of statistical theory, probability distributions, statistical inferences and statistical skills to make prudent decisions in the field of Banking and Insurance.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ demonstrate how statistical information impacts decisions in actual business practice ➤ interpret the probability distributions ➤ analyze the statistical model-based estimation and prediction methods with applications in Banking and Insurance ➤ construct several pictorial and numerical summaries of data ➤ explain the importance of data-driven decisions 			
Course Content:			
<p>The role of statistics and the data analysis process - Why Study Statistics?, The Nature and Role of Variability, Statistics and the Data Analysis Process, Types of Data; Collecting data sensibly - Observation and Experimentation, Sampling and sampling distributions, Sampling theory; Interpreting and Communicating the Results of Statistical Analyses; Numerical and graphical methods for describing data - Describing the Center of a Data Set,</p>			

Describing Variability in a Data Set; Summarizing a Data Set - Boxplots; Interpreting and Communicating the Results of Statistical Analyses; Types of data; Statistics and sampling variability - The Sampling Distribution of a Sample Mean; and Probability - Definition of Probability, Basic Properties of Probability, Conditional Probability, General Probability Rules, Estimating Probabilities, Probability theory and distributions, Mutual exclusive events and independent events.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	(%)
Quizzes - 15%	(Written examination of 3 hours duration expected to answer five questions out of seven questions)	-	-
Mid-term - 10%		-	-

Recommended Reading:

- Anderson, D. R., Sweeney, D. J., Williams, T. A., Camm, J. D., Cochran, J. J., Fry, M. J., and Ohlmann, J. W. (2019), Statistics for Business and Economics, 14th Edition, Cengage.
- Peck, R., Olsen, C., and Short, T. (2019), Introduction to Statistics and Data Analysis, 6th Edition, Cengage.
- Donnelly, R. A. (2019), Business Statistics, 3rd Edition, Pearson.

Course Code:	BAI 1243		
Course Name:	Marketing for Financial services		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to develop an understanding of the concepts, issues and strategies in marketing for Banking and Insurance.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the concepts and applications involved in Banking and Insurance ➤ interpret the Banking and Insurance services in modern business ➤ apply the concepts pertaining to explaining the characteristics of customers' purchasing and consumption behaviour of services in Banking and Insurance ➤ apply new approaches to managing customer loyalty and customer equity ➤ evaluate marketing strategies for effective marketing in the context of Banking and Insurance 			
Course Content:			
Marketing concepts and their applications in banking and insurance- The distinctive characteristics of financial service, The marketing challenge, Classifying services; Banking and insurance services in modern business, Products in banking and insurance- The concept of the service product, Managing existing product lines, Islamic financial instruments, New product			

developments; Place and price concept in banking and insurance; Promotion, People, Procedure and Physical evidence concept; Customer expectations and right personnel for banking; Marketing strategies for banking and insurance- Strategic Marketing, Developing a strategic marketing plan for financial services, Tools for strategy development; and New approaches to managing customer loyalty and customer equity.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Case study and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 10% Mid-term - 10% Case Study - 05%	Theory (%)70% (Written examination of 3 hours duration expected to answer question 1 and other 4 out of 7 questions)	Practical (%) -	Other (%) -

Recommended Reading:

- Zeithaml, V., Bitner, M. J., and Gremler, D. (2017), Services Marketing: Integrating Customer Focus Across the Firm, 7th Edition, McGraw-Hill.
- Ennew, C. and Waite, N., (2013), Financial Services Marketing: An International Guide to Principles and Practice, 2nd Edition, Routledge.
- Rose, P. and Hudgins, R. (2013), Bank Management and Financial Services, 9th Edition, McGraw-Hill.

Course Code:	BAI 1253		
Course Name:	Fundamentals of Information Technology		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	15	60	75
Course Aim:			
The aim of this course is to provide the basic knowledge of IT and to develop the skills in the application of IT tools in the business environment.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ recognize the essence of digital literacy ➤ analyze data with pie charts, line charts and What-If analysis tools ➤ prepare documents, worksheets, cover letters, business reports, flyers, research papers, Newsletters and merged mailing labels using Word and PowerPoint ➤ appraise the effect of information technology on people, privacy, ethics and environment ➤ evaluate the recent trends in computing 			
Course Content:			
The impact of technology in a changing world; Internet of Things; Application and System software; Looking at computers - Understanding and assessing hardware; Digital ethics and awareness - Privacy and Technology, Fair Information Practices, Encryption, Digital Security; Cloud computing - Limitations and Challenges of Cloud Environments, Software-			

Defined Networking (SDN) for Cloud Applications, Advances in Cloud Technologies and Future Trends; and Microsoft office applications - creating, saving, closing, and opening office files, formatting and customizing documents, using tables, columns, and graphics, creating and editing presentations and preparing for delivery and using a slide presentation and formulas and functions and Cyber Risk in Banking and Insurance sector

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Laboratory practices and LMS

Assessment Strategy:

Continuous Assessment 40%	Final Assessment 60%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	30%	30%	-
Mid-term - 10%	(Written examination of 3 hours duration expected to answer five questions out of seven)		
Practical exams - 25%			

Recommended Reading:

- Nordell, R. (2019), Microsoft Office 365: In Practice, 1st Edition, McGraw-Hill.
- Snyder, L. and Henry, R. (2018), Fluency with Information Technology, 7th Edition, Pearson.
- Evans, A., Martin, K. and Poasty, M. A. (2017), Technology in Action: Introductory, 13th Edition, Pearson.

Course Code:	ENG 1213		
Course Name:	Proficiency in English II		
Credit Value:	03		
Core/ Optional	Enhancement Course Unit		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to develop the knowledge and practice of the English language structure and the listening, speaking, reading and writing skills for the purposeful, real communicative use at the intermediate level.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ apply grammatical rules at sentence level ➤ use accurate and consistent spelling; generate and select ideas for writing and representing for a variety of purposes, audiences, contexts and cultures ➤ plan and present information and ideas for a variety of purposes ➤ choose accurate pronunciation and appropriate intonation ➤ develop appropriate texts at literal, inferential and evaluative levels 			
Course Content:			
Communicative grammar - Articles and determiners; Expansive reading - News items and advertisements narrative, increasing reading efficiency, general and specialized, selection and organization, flexibility, concentration, distribution, vocalization and inner speech, technical reading vs. literary reading, inner speech, outlining skills, informative writing, employment communication, writing for the web, drafting and revising;			

Effective speaking and listening - the gist of everyday speech, speaking in public, critical and creative speaking and listening skills, note taking skills, competence; and Performance in communicative grammar and skills - Speaking, listening, writing and reading, speech communication process, exemplification in speaking, speaking ethically, causes of poor listening, active listening, and develop note-taking skills.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Activities, Role Play, Presentations and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Listening - 05% Quizzes - 10% Mid-term - 10% Presentations - 05%	Theory (%) 70% (Written examination of three hours duration expected to answer twelve questions)	Practical (%) -	Other (%) -

Recommended Reading:

- Worthington, D. S. and Jefferson, S. (2018), Technical Writing for Success, 4th Edition, Cengage.
- Lisa, H. and Kent, H. (2018), Common Ground: Integrated Reading and Writing Skills, 1st Edition, McGraw-Hill.
- Swan, M. (2017), Practical English Usage, 4th Edition, Oxford University Press.

8.10.3 Year - 2; Semester – I

Course Code:	BAI 2113		
Course Name:	Organizational Behaviour		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
<p>Course Aim:</p> <p>The aim of this course is to provide necessary skills in understanding different behaviours of people in a working environment and to react to these behavioural changes and challenges.</p> <p>Intended Learning Outcomes:</p> <p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the individual differences in behavior and its effect on organizational performance ➤ apply the skills needed for people in a working environment ➤ explain the knowledge and professional competencies in practices of organizational behaviour ➤ apply skills and competencies in solving business problems ➤ discuss the importance of timely decision making <p>Course Content:</p> <p>Introduction to organizational behavior - An overview of organizational behavior, The changing environment of organizations, Organizational commitment; Individual behaviors and processes in organizations - Individual characteristics, Individual values, Perceptions and reactions, Motivating behavior, Motivating behavior with work and rewards, Job</p>			

satisfaction, Stress; Social and group processes in organizations - groups and teams, decision making and problem solving, communication, conflict and negotiation; Organizational processes and characteristics - Organization structure and design, Organization culture and Change management.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	(%)
Quizzes - 10%	(Written examination of 3 hours duration, students are expected to answer question one and other four out of seven questions)	-	-
Mid-term - 10%		-	-
Case Study - 05%		-	-
		-	-

Recommended Reading:

- Griffin, R. W., Phillips, J. M., and Gully, S. M. (2019), Organizational Behavior: Managing People and Organizations, 13th Edition, Cengage.
- Robbins, S. P. and Judge, T. A. (2018), Organizational Behavior, 18th Edition, Pearson.
- Colquitt, J., LePine, J., and Wesson, M. (2018), Organizational Behavior: Improving Performance and Commitment in the Workplace, 6th Edition, McGraw-Hill.

Course Code:	BAI 2123		
Course Name:	Financial Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to equip students with a thorough understanding of the essential concepts they need to develop and implement effective financial strategies.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the role of finance in the business world ➤ translate a problem from its original setting into either a calculator or a spreadsheet problem ➤ distinguish between short- and long-term financial decision making ➤ explain the investment decisions in markets ➤ apply knowledge to solve the complex real-world financial problem 			
Course Content:			
<p>The company and its environment - An overview of financial management and the financial environment; Analysis of Risk and return; Time value of money; Corporate valuation and stock valuation - Bonds valuation; Financial distress - Altman's bankruptcy model, Projects and their valuation - cost of capital, dividend policy, Capital budgeting techniques, Solutions using spreadsheet, Cash flow estimation and risk analysis; Cash distributions and capital structure - capital structure decisions, Capital structure theory: Arbitrage Proofs of the Modigliani-Miller theorems; and Working Capital</p>			

Management - Working capital policy and short-Term financing, The management of cash and marketable securities, The management of accounts receivable and inventories.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and Four Questions out of Five from Part – II)	Practical (%) -	Other (%) -

Recommended Reading:

- Brigham, E. F. and Ehrhardt, M. C. (2019), Financial Management: Theory and Practice, 16th Edition, Cengage.
- Moyer, R. C., McGuigan, J. R., and Rao, R. P. (2017), Contemporary Financial Management, 14th Edition, Cengage.
- Ross, S. A., Westerfield, R. W., Jaffee, J., and Jordan, B. D. (2016), Corporate Finance, 11th Edition, McGraw-Hill.

Course Code:	BAI 2133		
Course Name:	Operations Research		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the students with a sound knowledge on quantitative methods and techniques for effective decision making, model formulation and for applications used in solving Banking and Insurance management decision problems.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ explain the scope and limitations of linear programming modelling ➤ employ appropriate linear programming model for the problem identified ➤ apply the Transportation Simplex Algorithm under a variety of scenarios ➤ analyze queuing phenomenon in order to predict performance, control and optimize the system ➤ assess various forecasting techniques in the dynamic business environment 			
Course Content:			
<p>Linear programming - Solving linear programming problems: The simplex method, The theory of the simplex method, Linear programming under uncertainty, Sensitivity analysis and interpretation of solution, Linear</p>			

programming applications in banking and insurance; Waiting line models- Service system with patient customers, Service system with impatient customers; Simulation- The nature of simulation, Simulation output and discussion; Decision analysis; Forecasting methods for banking and insurance; Network Analysis - Rules for drawing the network diagram, Critical path, Critical path analysis, Program Evaluation and Review Technique, Slack, Network representation; and Solutions procedures for Transportation and Assignment problems - The transportation problem, A streamlined simplex method, The assignment problem

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (Written examination of 3 hours duration expected to answer question 1 and other 4 out of 6 questions)	Practical (%) -	Other (%) -

Recommended Reading:

- Albright, S. C. and Winston, W. L. (2019), Business Analytics: Data Analysis and Decision Making, 7th dition, Cengage.
- Cachon, G. and Terwiesch, C. (2019), Operations Research, 2nd Edition, McGraw-Hill.
- Hillier, F. S., Lieberman, G. J., Nag, B., and Basu, P. (2017), Introduction to Operations Research, 10th Edition, McGraw-Hill.

Course Code:	BAI 2143		
Course Name:	Life and Disability Insurance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide a comprehensive knowledge on basics of life and disability insurance enabling students to understand intricacies of insurance activities.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the disability riders to the life insurance policy ➤ define the different kinds of risk factors assessed under life insurance underwriting ➤ discuss the importance of having life and disability insurance to provide financial security in the event of their deaths ➤ apply core knowledge of life insurance underwriting ➤ assess the benefits associated with life and disability insurance 			
Course Content:			
<p>Introduction - Introduction to life and disability insurance, Why do you need Life Insurance?, Principles and concepts of life insurance underwriting, How to determine the right policy, Estimation of the insurance need, Life insurance valuation, Charitable uses of life insurance; Types of life insurance- Term assurance, Decreasing term assurance, Convertible term assurance, Whole life assurance, Endowment assurance, Life annuity,</p>			

Investment linked assurance; Supplementary rider benefit; Important provisions in a life policy contract - Premium, Participating policy, Bonus, Surrender value, Paid-up policy; Social security; Investment and retirement solutions, Disability income insurance, Avocational and residential risk; Disability fraud; Disability benefits; Perquisite; Worker’s compensation; and Special policy provisions and riders in disability insurance.

Teaching /Learning Methods:
Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)70%	Practical (%)	Other (%)
Assignments - 05%	(Written examination of 3 hours duration expected to answer five questions out of seven)	-	-
Quizzes - 15%			
Mid-term - 10%			

Recommended Reading:

- Leimberg, S. R. and Buck, A. K. (2017), The Tools & Techniques of Life Insurance Planning, 7th Edition, The National Underwriter Company.
- Darcy, S. and Singleton, J. F. (2014), ‘Cultural Life’, Disability, Inclusion and Citizenship: Moving Beyond Leisure in Isolation, 1st Edition, Routledge.
- Life Insurance (Booklet) - Insurance Board of Sri Lanka, available at <[http:// ircs.gov.lk/ images/ Life_Insurance_English.pdf](http://ircs.gov.lk/images/Life_Insurance_English.pdf)>.

Course Code:	ENG 2113		
Course Name:	Business Communication		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to develop the competence and performance knowledge and skills of the students to a reasonable standard in their business communication in English at the intermediate level.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ use the grammar and practice the vocabulary in formal and informal business context ➤ speak autonomously using simple and complex speech and listen for holistic comprehension in business communication ➤ read business texts continuously without breaking for meaning of every word and write guided compositions on business matters with grammatical accuracy and appropriateness ➤ demonstrate creativity in business communication 			
Course Content:			
Intermediate level competence and performance in Business English language structure, and the four Business English language skills, Communication – an overview, Methods, the means, causes, effectiveness, efficiency, impact of information technology, Business text reading: Using report for skimming and scanning to get the information, the office,			

Personnel,-Finance and Board of Directors, job specifications, applications, manuals, instructions, design, language pattern, correspondence etc. reading and comprehension for thinking and planning, oral and listening communication: viewing audio/video media programmes – using taps local or foreign news items or some other useful items, note taking, group discussion – reporting, summarizing, dialogue, pairs and groups, telephone conversation, interviews, group meeting, formal committee meeting, discussion technique, informal meeting, presentation, role play, Business language structure: Possessives personal and reflexive pronouns, relative pronouns and clauses, prepositions, determiners, the forms and functions of be, have, and do, may and can for permission and possibility Business writing: business letter, report, article, advertisement, questionnaire, memos, the impact of technology, language, style and tone

Teaching /Learning Methods:
Lectures, Tutorials, Discussion, Group Discussions, Role Play, Presentations and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	-
Listening - 05%	(Written examination of 3 hours and the students are expected to answer all the questions in Reading,	-	-
Quizzes - 05%			
Mid-term - 10%			
Presentations - 05%			

	Language Structure, and Writing)		
<p>Recommended Reading:</p> <ul style="list-style-type: none"> ➤ Thill, J. V., Courtland, L. B., and Paul, C. A. (2019), Excellence in Business Communication, 13th Edition, Pearson. ➤ Courtland, L. B., Paul, C. A., and Thill, J. V. (2017), Business Communication Today, 14th Edition, Pearson. ➤ Market Leader, Business English Course Book (beginner to advanced level series) by David Cotton et al., 3rd Edition, FT, Longman – Pearson. 			

Course Code:	BAI 2152		
Course Name:	Career and Softs kills Development		
Credit Value:	02		
Core/ Optional	Enhancement Course Unit		
Hourly Breakdown	Theory	Practical	Independent Learning
	30	-	70
Course Aim:			
<p>The aim of this course is to provide the practical knowledge and support in career guidance for students in order to divert them for their success in their ambition and life.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ develop skills and knowledge in a broad spectrum in career including self-management, self-motive, career plan and their vision ➤ develop specialized skills in their aim development and applications including career plan, motivation, organizing them for the specific target ➤ apply soft skills in their career 			
Course Content:			
<p>Prepare for the journey - Introduction to Career, Career planning and development, Connecting to today's workplace, The job search process, Know yourself to market yourself, Picture yourself in the workplace, Goal setting and career decision making; Contemporary issues in the workplace; Career and job research tools; Self-assessment; Career management; Personality development; Developing soft skills for the personal and</p>			

organizational success; Necessary soft skills for career development; and Connect, Accept, and Succeed - Stay Connected with Prospective Employers, Dealing with disappointment, Take charge of your career, Succeeding in the job search journey using social media.

Teaching /Learning Methods:

Lectures, Group Discussions, Role-play, Presentations, Guest Lectures and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	-	-
Quizzes - 05%	(Written examination of 3 hours duration expected to answer question one and other four out of seven questions)	-	-
Mid-term - 10%		-	-
Presentations - 10%		-	-

Recommended Reading:

- Owens, L.M.D. and Kadakia, C. (2016), Your Career: How to Make it Happen, Ninth Edition, Cengage.
- Mitra, B.K. (2016), Personality Development and Soft Skills, Second Edition, Oxford University Press.
- Yena, D. (2019), Career Directions: New Paths to Your Ideal Career, Seventh Edition, McGraw-Hill.

8.10.4 Year - 2; Semester – II

Course Code:	BAI 2213		
Course Name:	Managerial Economics		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
<p>Course Aim:</p> <p>The aim of this course is to provide the students with knowledge on modern theories, business examples and real data to illustrate how economic principles impact business decisions.</p> <p>Intended Learning Outcomes:</p> <p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the economic concepts in the context of business scenarios from a range of industries ➤ predict managerial decision-making challenges faced by Banks and Insurance companies but not limited to ➤ solve a managerial problem set in the context of a situation managers may encounter ➤ develop the skills they will need as future managers ➤ design plans that will help them formulate strategies to foresee the future 			
<p>Course Content:</p> <p>The nature and scope of managerial economics -Definition of managerial economics, Relationship to economic theory, Managerial economics and decision making; Advanced pricing decisions, Game theory and strategic</p>			

behaviour-Strategic behavior and international competitiveness, Managerial economics at work: Companies' strategic mistakes and failures, Sequential games and decision trees; Asymmetric information, Regulation and antitrust: the role of government in the economy, Government regulation to support business and to protect consumers, Workers, and the Environment; Government and industry: challenges and opportunities for today's managers, the challenges of foreign competition; Demand forecasting and empirical methods for demand analysis - Qualitative forecasts, Smoothing techniques, Input-output forecasting, Time-series analysis, Economic forecasts with large econometric models.

Teaching /Learning Methods:

Lectures, Tutorials Group discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%) 70% (answer all questions from part- I and 04 Questions out of 07 from Part – II)	Practical (%) -	Other (%) -

Recommended Reading:

- Salvatore, D. (2018), Managerial Economics in a Global Economy, 9th Edition, Oxford University Press.
- Baye, M. and Prince, J. (2016), Managerial Economics and Business Strategy, 9th Edition, McGraw-Hill.
- Brickley, J., Smith, C. W., and Zimmerman, J. (2015), Managerial Economics and Organizational Architecture, 6th Edition, McGraw-Hill.

Course Code:	BAI 2224		
Course Name:	Business Law and Banking and Insurance Law		
Credit Value:	04		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	60	-	140
Course Aim:			
The aim of this course is to let students acquaint the knowledge on the Sri Lankan legal aspects in a way to make them comfortable working in a legal environment.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the essence of legislative system relating to business and commerce ➤ illustrate the components of law of contract ➤ describe the legislations for different business entities ➤ distinguish between different types of negotiable instruments and their functions ➤ interpret the distinguishing features of a contract for sale of goods ➤ identify the laws and regulations relating to financial institutions and the role of the financial institutions to comply with legislations ➤ recognize the legal framework for securities and documentation of loans and advances ➤ apply skills in preparing legal documents pertinent to banks and insurance companies 			

- develop skills necessary to minimize credit risks arising from legal loopholes and improper documentation
- evaluate the risks involved in supply of credit and documentation

Course Content:

Introduction to commercial law, importance of law to business, sources of law, the legal and judiciary system of Sri Lanka, fundamental rights and prerogative writes in business and commerce, forms of business organizations in Sri Lanka and their governing mechanisms, sale of goods, contract law, law of torts, business related offences, laws pertinent to negotiable instruments, bills of exchange and promissory notes, and industrial and labor laws

Laws and regulations relating to commercial and specialized banks, payments and settlement act, prohibited schemes, counterfeiting and its legal consequences, financial transactions reporting act, prevention of money laundering act, convention for suppression of terrorist financing act, combatting frauds in payments, legal aspects relating to collateral, legal aspects of bank lending, and regulatory framework relating to non-bank financial institutions, regulations of insurance, insurance broker and insurance agent and regulations of Insurance Industry Act, No. 43 of 2000 and subsequent amendments

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures and LMS

Assessment Strategy:

Continuous Assessment

30%

Final Assessment

70%

Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 15%	(Written examination of		
Mid-term - 10%	3 hours duration expected to answer question one and other four out of seven questions)	-	-

Recommended Reading:

- Miller, R. L. (2019), Business Law Today: The Essentials, 12th Edition, Cengage.
- Langvardt, A., Barnes, J., Prenkert, J. D., and McCrory, M. A., and Perry, J. (2018), Business Law, 17th Edition, McGraw-Hill.
- Fischer, J. M. (2017), A Guide to Fundamental Principles, Legal Doctrines, and Commercial Practices, 2nd Edition, West Academic Publishers.
- Weerasooria, W. (2010), A Textbook of Commercial Law, Postgraduate Institute of Management.
- Weerassoria, W. (2006), Banks and Banking Law in Sri Lanka, The Institute of Bankers Sri Lanka.
- Banking Act, No. 30 of 1988.
- Finance Business Act, No. 42 of 2011.
- Financial Transactions Reporting Act No. 6 of 2006.
- Finance Leasing Act No. 56 of 2000.
- Regulations of Insurance Industry Act, No. 43 of 2000 (As amended).

Course Code:	BAI 2233		
Course Name:	Financial Institutions and Operations		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide students the knowledge of management and operational aspects of the Sri Lankan financial institutions.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the latest technology and general policy problems of the financial institutions being operative in Sri Lanka ➤ explain the nature and the role of the financial market ➤ describe the Microfinance ➤ examine the borrowing and lending behavior of financial institutions ➤ Examine the contemporary issues in Banking and Insurance 			
Course Content:			
Domestic financial environment - The role of the Central Bank in financial system stability, Investments in financial institutions, Financial Market and structure, Key institutions in the financial system, lists of various institutions licensed by the Central Bank, Analyzing financial institutions' performance, Dealings in government securities, Consequences of financial system instability, borrowing and lending behavior of financial institutions, Nature of regulation and supervision and safety of public transactions with financial institutions; Microfinance, Foreign exchange theory and markets - Foreign			

exchange transactions, International parity conditions, Exchange rate determination and forecasting, Transaction exposure; Financial stability, Managing non-interest income and non-interest expenses, Management of non-performing loans, Ethics in Finance and Contemporary issues in Banking and Insurance			
Teaching /Learning Methods: Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Industry visits and LMS			
Assessment Strategy:			
Continuous Assessment 30%	Final Assessment 70%		
Details: Assignments - 05% Quizzes - 15% Mid-term - 10%	Theory (%)70% (The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and Four Questions out of Five from Part – II)	Practical (%) -	Other (%) -
Recommended Reading: <ul style="list-style-type: none"> ➤ Saunders, A. and Cornett, M. (2018), Financial Markets and Institutions, 7th Edition, McGraw-Hill. ➤ Samarasiri, P. (2004), A Guide to Financial Services in Sri Lanka, 2nd Revised Edition, Central Bank of Sri Lanka. ➤ Eiteman, D. K., Stonehill, A. I., and Moffett, M. H. (2018), Multinational Business Finance, 15th Edition, Pearson. 			

Course Code:	BAI 2243		
Course Name:	Risk Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide students a comprehensive overview of topics related to the assessment, analysis and management of banking and insurance risks.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the integrated risks that are associated with financial insecurity ➤ predict the changes prevalent in the financial services industry ➤ show how financial analysis can be applied to risk management decision making ➤ apply the principles of risk management in personal life ➤ explain the methods that a risk manager employs to forecast losses 			
Course Content:			
<p>Integrated Risk management for banks - The changing scope of Integrated Risk management, definitions of risks, Classification of risk, Risk-based analysis of banks and insurance companies, How financial institutions manage their risks, Interest rate risk , Volatility, Correlations and Copulas, Value at risk and expected shortfall, Pure risks only, Particular and</p>			

fundamental risk, Fortuitous, Insurance interest, Historical simulation and extreme value theory, Model-building approach, Establishing policies to mitigate various risks, Burden of risk on society, Characteristics of an ideally insurable risk; Customer due diligence; Anti money laundering / combating the financing of terrorism regime in Sri Lanka; Scenario analysis and stress testing, Credit rating, emerging trends in fraud mitigation of electronic fund transfers; Insurance and gambling; Homogenous exposure; and Reasonable premium, insurance market dynamics and loss forecasting.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	(%)
Quizzes - 15%	(Students are expected to answer all questions from part- I and Four Questions out of seven from Part – II)	-	-
Mid-term - 10%			

Recommended Reading:

- John, C. H. (2018), Risk Management and Financial Institutions, 5th Edition, Wiley.
- George, E. R. and Michael, M. N. (2017), Principles of Risk Management and Insurance, 13th Edition, Pearson.
- Joel, B. (2015), Risk Management in Banking, 4th Edition, Wiley.

Course Code:	BAI 2253		
Course Name:	Property and Motor Insurance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide a comprehensive introduction to theoretical and applied issues relating to the Property and Motor Insurance.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the market practices of commercial property insurance ➤ describe the risk perception and assessment of property and motor insurance ➤ discuss the underwriting issues associated with commercial property insurance ➤ discuss the legal aspects applied in motor insurance ➤ explain the documentation to motor policies, important clauses, claims procedure and applications in motor insurance 			
Course Content:			
Insurance policy covers; Policies -Private motor car policy, Commercial vehicle policy, Motor trade policy; Market practices of commercial property insurance; Parties to be informed in case of accidentals; The risk perception; Assessment and underwriting issues associated with commercial property insurance; Protection for accidental physical loss or damage to insured property; Property all risks insurance; Types of property insurance; Legal			

aspects applied in motor insurance; Types of motor insurance covers and additional covers; Documentation for act only, third party only, and comprehensive motor policies; Important clauses in property and motor insurance; Claims procedure and applications in motor insurance; and Instalment payments

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05% Quizzes - 15% Mid-term - 10%	(The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and 04 Questions out of 05 from Part – II)	-	-

Recommended Reading:

- James, P. C. (2019), Understanding Insurance of Property, PCJ Value Media Pvt. Ltd.
- Rana, J. (2018), Insurance of Motor Vehicles, 1st Edition, Notion Press.
- Mayer, D., Warner, D., Siedel, G., and Lieberman, J. (2012), Introduction to the Law of Property, Estate Planning and Insurance, 1st Edition, Saylor Foundation.
- Motor Traffic (Amendment) Act, No. 8 of 2009.

8.10.5 Year – 3; Semester – I

Course Code:	BAI 3113		
Course Name:	Operations Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
<p>Course Aim:</p> <p>The aim of this course is to provide the knowledge of operations system of the manufacturing and service organizations, industry and other organizations and how these organizations maintain the quality of the operational system.</p> <p>Intended Learning Outcomes:</p> <p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify important operations management methods and systems to improve organizational performance ➤ describe different strategic and tactical approaches to improve organizations ➤ evaluate decisions and solve problems in the operational aspects of organizations ➤ appraise the Total Quality Management and quality control ➤ explain the inventory management techniques 			
<p>Course Content:</p> <p>Introduction to operations management - Operations and Productivity, Operations strategy in a global environment; Designing operations - Designing product and services, Process strategy, Location Strategies , Layout strategies Capacity planning and constraint management, Facility</p>			

locations and layout planning; Total Quality Management (TQM) - Quality control and improvement, Organizing viable development work in operations, Cultivating emergent places for radical innovation in operations, Solving the quality dilemma: Emergent quality management; and Inventory management - Defining inventory management, Inventory management objectives, Classes of inventory, Levels of inventory management, Strategic inventory management issues, Balancing demand and supply objectives, Inventory demand flows, Inventory Dynamics.

Teaching /Learning Methods:

Lectures, Tutorials, Case study analyses and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05%	(3 hours duration expected to answer question one and other		-
Quizzes - 10%			
Mid-term - 10%	04 out of 07 questions)	-	
Case study - 05%			

Recommended Reading:

- Heizer, J., Render, B. and Munson, C. (2017), Operations Management: Sustainability and Supply Chain Management, 12th Edition, Pearson Publishers.
- Backström, T., Fundin, A. and Johansson, P. E. (2017), Innovative Quality Improvements in Operations: Introducing Emergent Quality Management, Springer, New York.
- Slack, N., Jones, A. B. and Johnston, R. (2013), Operations Management, 7th Edition, Pearson Education, UK.

Course Code:	BAI 3123		
Course Name:	Corporate Governance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the understandings of the governance mechanism involved in publicly limited companies and to identify the corporate governance practices in Sri Lanka.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the corporate governance practices in Sri Lanka ➤ explain the corporate governance partnership ➤ discuss the theories and philosophies of corporate governance ➤ describe the models of corporate governance ➤ explain the Ethics and Compliance and regulations to Corporate Governance by CBSL, IBSL and CSE 			
Course Content:			
<p>Introduction to corporate governance- Defining corporate governance, Self-interested executives, Best practices; Code of Best Practice on Corporate Governance; Governance and management; Theories and philosophies of corporate governance, The governance partnership: Investors, companies and directors - Board responsibilities, Board independence, Removal of directors, Legal obligations of directors, Block holders and institutional investors, Shareholder democracy and corporate engagement, Executive compensation and incentives, Director compensation, Board structure,</p>			

Board size, Board diversity, Disclosure requirements; Corporate governance practices in Sri Lanka; Models of corporate governance - Family controlled corporations, Venture companies, Private companies, and Nonprofit organizations and Ethics and Compliance and regulations to Corporate Governance by CBSL, IBSL and CSE			
Teaching /Learning Methods: Lectures, Interactive Tutorial Classes, Guest Lectures and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05%	(expected to answer all the questions from Part - I, and		
Quizzes - 10%	Four Questions out of Seven	-	-
Mid-term - 10%	from Part – II)		
Presentation - 05%			
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Larcker, D. and Tayan, B. (2016), Corporate Governance Matters: A Closer Look at Organizational Choices and Their Consequences, 2nd Edition, Pearson FT Press. ➤ Plessis J. J., Hargovan, A., Bagaric, M, Harris, J. (2015), Principles of Contemporary Corporate Governance, 3rd Edition, Oxford University Press. ➤ McDonald, G. (2015), Business Ethics: A Contemporary Approach, Oxford University Press. ➤ Code of Ethics for Professional Accountants, (2014), The Institute of Chartered Accountants of Sri Lanka. 			

Course Code:	BAI 3133		
Course Name:	International Trade and Finance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the students basic models of international trade and finance, emphasizing theoretical foundations and empirical relevance of the world economy.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the concept of comparative advantage ➤ illustrate the economic theories and their applications in international trade and finance ➤ evaluate the impact of trade policies in international arena ➤ discuss balance of payments accounting and foreign exchange markets ➤ assess the impact of fiscal and monetary on the domestic economy and foreign economies of interest 			
Course Content:			
<p>International trade theory and policy- An overview of world trade, Specific factors and income distribution, Resources and trade: The Heckscher-Ohlin model, Comparative advantage in a neoclassical framework, The standard trade model, International factor movements, Firms in the global economy: Export decisions, Outsourcing, and multinational enterprises; Trade policy-</p>			

The instruments of trade policy, The political economy of trade policy, Trade policy in developing countries, Controversies in trade policies; International finance - Economic integration, Foreign exchange markets, Macroeconomic policy and coordination, Trade and the balance of payments, Exchange rates and exchange rate systems, An introduction to open economy macroeconomics, International financial crises.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)70%	Practical (%)	Other (%)
Assignments - 05%	(The Paper consists of Part – I, & Part – II and the students are expected to answer all the questions from Part - I, and 4 Questions out of 6 from Part – II)	(%)	(%)
Quizzes - 10%		-	-
Mid-term - 10%		-	-
Presentation - 05%		-	-

Recommended Reading:

- Appleyard, D. R, Field, A. J. and Cobb, S. L., (2013), International Economics, 8th Edition, Boston: Irwin/McGraw-Hill.
- Krugman, P. R. and Obstfeld, M., (2003), International Economics: Theory and Policy, 6th Edition, Boston: Addison-Lesley.
- Salvatore, D. (2001), International Economics, 7th Edition, NY: John Wiley.

Course Code:	BAI 3143		
Course Name:	Investment Banking		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the overview of history, structures and strategies of investment banking and breaks the business down into its respective specialties from traders, brokers and analysts to relationship managers, hedgers and retirement planners.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the banks' engagement in public and private market transactions for corporations, governments and investors ➤ describe the various analysis methods for investment banking structure ➤ distinguish between Mergers and Acquisitions (M&A) ➤ explain how investment banks are forging their international strategies ➤ discuss the leveraged buyouts (LBOs) in investment banking perspective 			
Course Content:			
<p>An overview of Investment banking - Introduction to investment banking, Origins of investment banking, New investment banking structure, Charting the course, History of some key financial institutions and products in the</p>			

context of Sri Lanka, The business of investment banks; Comparable companies analysis - Comparable companies analysis steps, Key characteristics of the target for comparison purposes, Screen for comparable companies; Precedent transactions analysis - Precedent transactions analysis steps, Screen for comparable acquisitions, Public and private targets; Discounted cash flow analysis - Discounted cash flow analysis steps, Key performance drivers, Project free cash flow, Sensitivity analysis; Mergers and Acquisitions (M&A)- Sell side and buy side mergers and acquisitions, role of investment banking in mergers and acquisitions, Synergies in M&As, Strategy for value in M&As; Leveraged buyouts (LBO) and LBO analysis.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	(%)
Quizzes - 10%	(Written examination of 3 hours duration expected to answer all the questions from Part - I, and Four Questions out of Seven from Part – II)	-	-
Mid-term - 10%			
Presentation - 05%			

Recommended Reading:

- Joshua, P. and Joshua, R. (2013), Investment Banking: Valuation,

Leveraged Buyouts and Mergers and Acquisitions, 2nd Edition, John Wiley & Sons P&T.

- Liaw, K. Thomas, (2012), The business of investment banking: a comprehensive overview, 3rd Edition, John Wiley & Sons P&T.
- Miche, F. (2008), Investment banking explained, McGraw-Hill.

Course Code:	BAI 3153		
Course Name:	Marine and Aviation Insurance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide a comprehensive knowledge of the principles and coverage of Marine and Aviation Insurance.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the progress and necessity for the Marine and Aviation Insurance ➤ explain the way to take necessary processes for obtaining insurance coverage ➤ identify the critical components of insurance contracts available to Marine and Aviation Insurance ➤ describe the claim procedures and technical aspects of recoveries ➤ assess relevant risk assessment knowledge in handling Marine and Aviation Insurance 			
Course Content:			
Evolution and need for marine insurance and aviation insurance; Formation of marine and aviation insurance; Fundamentals of ideologies guiding the marine and aviation insurance; Insurable interests; Fraudulent claims; Institute cargo clauses; Marine risks - Cargo imports and exports, Inland			

transit, Goods in transit, Stock throughput, Produce in transit; Cargo insurance premium rating; Marine cargo claims; Types of marine covers; Claim procedures for marine insurance and aviation insurance; Procedural aspects of recoveries from third parties and measures for the prevention of frauds in marine and aviation insurance; and Marine Insurance Act 1906.

Teaching /Learning Methods:

Quizzes, Assignments, Presentations, Case study analyses and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 05%	(Written examination of 3 hours duration students are expected to answer question one and other four out of seven questions)		
Mid-term - 10%		-	-
Presentation - 05%			
Case study - 05%			

Recommended Reading:

- Gurses, O. (2017), Marine Insurance Law, 2nd Edition, Routledge.
- Bonnell, T. K. (2016), Aircraft Insurance Fundamentals, Create Space Independent Publishing Platform.
- Templeman, F. (2010), Marine Insurance: Its Principles and Practice, Read Books Ltd.
- Marine Insurance Act 1906.

Course Code:	BAI 3163		
Course Name:	Credit Management		
Credit Value:	03		
Core/ Optional	Core (Elective)		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to understand the concepts, processes and techniques that underpin best practice across a range of credit environments.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the value of credits, credit’s function and credit providers in the market ➤ analyze the credits risk control, credits documents and systems ➤ apply the legal procedures in the context of credit management ➤ formulate a credit policy for an organization ➤ analyze the Corporate Lending and Risk Rating models 			
Course Content:			
Basic principles of credit management - Definition of credit, Credit history, Types of credit customers, Credit management function; Structure and organisation of the credit department - roles of a credit department, role of a credit officer, Qualities of a credit officer, Documents, Records and reports, Credit application form, Customer files; Credit providers; Credit policy; Credit assessment; Bank credit; Credit cards; Microfinance - Introduction to microfinance, Types of microfinance products, Recruitment and retention of			

clients, Savings and lending processes management, delinquency management, savings and lending processes; Leasing and asset finance; Hire purchase; Mortgages; and Emerging issues and trends and legal action and Corporate Lending and Risk Rating models			
Teaching /Learning Methods: Quizzes, Assignments, Presentations, Case study analyses and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	-
Quizzes - 05%	(Students are		
Mid-term - 10%	expected to answer	-	
Presentation - 05%	all the questions		
Case study - 05%	from Part - I, and 04		
	Questions out of 07		
	from Part – II)		
Recommended Reading:			
➤ Glen, B. (2012), Credit Management, 6 th Edition (Revised), Gower Publishing, Ltd.			
➤ Glen, B. (2009), Credit Management, illustrated Edition, Gower Publishing, Ltd.			
➤ Joetta, C. (2007), Credit Risk Management: How to Avoid Lending Disasters and Maximize Earnings, McGraw Hill Professional.			

Course Code:	BAI 3173		
Course Name:	Assets and Liability Management		
Credit Value:	03		
Core/ Optional	Core (Elective)		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide the basic concepts of Asset-Liability Management (ALM), which precisely aims at measuring and managing liquidity risk and interest rate risk.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the meaning of Asset and Liability Management (ALM) ➤ describe the asset management strategies and liability management strategies ➤ explain the asset and liability management tools ➤ evaluate liquidity risk and interest rate risk ➤ explain the area of Treasury management 			
Course Content:			
Assets Management - Types of assets, Asset maturity management, Asset mix management, Managing non-interest earning assets, Asset management strategies; Liability management - ALM trading principles, The yield curve, The determinants of the swap spread and understanding the term premium, Relative spread analysis, Liability maturity management, Liability expense management, Liability mix management, Liability management strategies; Asset and Liability Management (ALM) tools - Simulation tools for interest			

rates and other financial indexes, Delta equivalent computation, Technical tools useful in ALM; ALM Strategies, Risk analysis, forward, swaps, futures, options, hedging, liquidity risk and interest rate risk and Treasury management

Teaching /Learning Methods:

Quizzes, Assignments, Presentations, Case study analyses and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)70%	Practical (%)	Other (%)
<p>Assignments - 05%</p> <p>Quizzes - 10%</p> <p>Mid-term - 10%</p> <p>Presentation - 05%</p>	<p>(The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and 04 Questions out of 06 from Part – II)</p>	<p>-</p>	<p>-</p>

Recommended Reading:

- Mitra, G., Schwaiger, K. (2011), Asset and Liability Management Handbook, Palgrave Macmillan UK.
- Moorad, C. (2007), Bank Asset and Liability Management: Strategy, Trading, 1st Edition Wiley.
- Alexandre, A. (2007), Handbook of Asset and Liability Management: From Models to Optimal Return Strategies, Wiley.

8.10.6 Year – 3; Semester – II

Course Code:	BAI 4113		
Course Name:	Research Methodology		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to introduce effective tools of Financial Institutions and business-related research by imparting various research methodologies and techniques which emphasizes an applied approach and uses numerous real business management problems.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ define the meaning of research and Dissertation ➤ distinguish between the features of the quantitative and qualitative approaches to research ➤ explain the research problem and research question in systematic way ➤ construct research design and its process ➤ analyze data in systematic way by using the statistical tools ➤ discuss the results and provide suitable recommendations 			
Course Content:			
<p>The research process - What is research and how you can turn it into a Dissertation; Developing the research idea; Identifying the research problem; Research question(s) and gaps; Literature and Hypotheses;</p>			

Research Ethics in Accounting; Data Collection; Quantitative research - The nature of quantitative research, Sampling in quantitative research, Structured observation, Using existing data, Quantitative data analysis; Qualitative research - The nature of qualitative research, Sampling in qualitative research, Qualitative data analysis; Presenting data, analysis of data and writing the research report; Experimental research; Survey research; Archival research; Turning research into publications, and Indexing.

Teaching /Learning Methods:

Lectures, Group Discussions, Journal Article Review and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05%	(expected to answer all		
Quizzes - 10%	the questions from Part -		
Mid-term - 10%	I, and 4 Questions out of	-	-
Presentation - 05%	7 from Part – II)		

Recommended Reading:

- Smith, M. (2017), Research Methods in Accounting, 4th Edition, SAGE.
- Bryman, A. (2015), Social Research Methods, 5th Edition, Oxford University Press.
- Kothari. C. R. (2008), Research Methodology, New Age International Publishers, New Delhi.
- Cooper, D. R., Schindler, P. S., and Sun, J. (2006), Business Research Methods, 9th Edition, New York: McGraw-Hill.

Course Code:	BAI 3224		
Course Name:	Auditing and Taxation		
Credit Value:	04		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	60	-	140
Course Aim:			
<p>The aim of this course is to provide students a comprehensive knowledge on audit theory and its application to the audit of financial statements of the Financial Services industry and to provide the basic knowledge of the applications of Sri Lankan taxation principles and income tax liability of an individual, partnership and a limited liability company.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the meaning and types of the audit ➤ distinguish between vouching and verification ➤ analyze the audit program and contents of audit report ➤ explain the use of internal controls ➤ assess the statutory income, assessable income and taxable income of an individual, partnership and a limited liability company ➤ explain the system of tax administration in Sri Lanka ➤ assess the net income tax liability and tax credits 			
Course Content: Nature of Auditing; Distinction between auditing and accounting; Economic demand for auditing; Assurance services; Types of audits - Financial statement audit, Operational audit, Compliance audit;			

Types of auditors; Vouching and verification; Audit program; Audit report; Audit responsibilities and objectives; Internal control - Internal control objectives, Management and auditor responsibilities for internal control, COSO components of internal control; Opinions given by the auditors; and Sri Lanka Auditing Standards (SLAuS). Sources of income; Taxation of individual, partnership and a limited liability company; Value Added Tax (VAT); and Tax administration.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes, Group Discussions and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05%	(The Question Paper consists of Part – I, and Part – II and to answer all the questions from Part - I, and 04 Questions out of 05 from Part – II)	-	-
Quizzes - 10%			
Mid-term - 10%			
Presentation - 05%			

Recommended Reading:

- Alvin, A. A., Randal, J. E. and Mark, S.B., (2017), Auditing and Assurance Services: An Integrated Approach, 16th Edition, Pearson Higher Education, USA.
- Prevailing Auditing Standards (applicable for audits of financial statements) - Institute of Chartered Accountants of Sri Lanka.
- Inland Revenue Acts and all amendments to the Act.
- Income tax manual – latest Year of Assessment.

Course Code:	BAI 3233		
Course Name:	Financial Information Systems		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide students a guide to the tools and techniques of technology geared specifically for the financial services.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ apply core knowledge in Financial Information Systems (FIS) ➤ interpret the business model tailored to fit for the financial services organizations ➤ evaluate technology alternatives to solve problems in a FIS context ➤ identify the awareness on security issues and preventive mechanisms ➤ familiar the wide spectrum of software used by the financial institutions in Sri Lanka 			
Course Content:			
Information systems in banking and financial institutions; Total quality for financial services; Customer profiling; Banking technology in emerging markets; Banking trends in technology; Sri Lankan e-payment system; E-banking concept; Business model for the financial services industry; Strategies for successful internet banking; Core banking systems; Virus prevention policy in financial services; Banking and insurance trends in			

technology; Client and server side software, their applications and knowledge based system in financial services; The internet and evolving technology: Changing how insurance companies service and operate.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	-	-
Quizzes - 10%	(Students are expected to answer all the questions from Part - I, and Four Questions out of six from Part – II)	-	-
Mid-term - 10%		-	-
Presentation - 05%		-	-

Recommended Reading:

- Kenneth, C. L. and Carol, G.T. (2018), E-Commerce 2017, 13th Edition, Pearson.
- Mahmood, S. and Steve, C. (2009), E-Banking Management, 1st Edition, Information Science Reference, Hershey, New York.
- Jessica, K. (2000), Financial Services Information Systems, 2nd Edition, Auerbach.

Course Code:	BAI 3243		
Course Name:	International Banking		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide an up-to-date overview of international banking as the second decade of the twenty-first century unfold which have been integrating geo-economic, operational, institutional and regularity changes in the financial sector.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the potential of new markets in the financial sector ➤ describe the origin, efficacy and evolution of financial markets ➤ distinguish among the large domestic, cross-regional and global banks ➤ explain the structural and technical features of international banking ➤ interpret the consequences of past and present financial crises 			
Course Content:			
<p>Structure and functions - History of international banking, Banking systems around the world, International commercial banking, International retail and personal banking, Offshore financial centers, Banking on the foreign exchange market; International bank regulations and supervisions; Banking in emerging economies; Bank failures and systematic crises; Country risk and</p>			

global debt crises; Financial fraud, corruption and illegal activities; and International banking trends and challenges ahead.

Teaching /Learning Methods:

Lectures, Interactive Tutorial Classes and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	-	-
Quizzes - 10%	(Students are	-	-
Mid-term - 10%	expected to answer	-	-
Presentation - 05%	Five questions out of Seven)	-	-

Recommended Reading:

- Luigi de, R. and Routledge, (2018), International Banking and Financial Systems: Evolution and Stability.
- Honigman, Fernando, Sotelino and Routledge, (2015), International Banking for a New Century, Irene Finel.
- Jane, H. and Scott M. D. (2001), International Banking: Text and Cases, Pearson.

Course Code:	BAI 3252		
Course Name:	Customer Relationship Management		
Credit Value:	02		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	30	-	70
Course Aim:			
The aim of this course is to provide the principles involved in managing customer relationships in Banking and Insurance in particular.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ define Customer Relationship Management (CRM) in the context of banking institutions ➤ describe consumer decision making ➤ identify the profit boosters of banks ➤ develop a balanced perspective towards the contribution of CRM in the development of a nation ➤ apply a CRM model tailored fit for the banking institutions 			
Course Content:			
The evolution of CRM in banking and insurance; The customer service gap; Profit boosters; Banking from customers' perspective; Emerging issues in retail banking; Sri Lankan customer banking landscape; Bank customer experience; Consumer Financing in Sri Lanka - Issues, challenges and way forward; Trade-off between efficiency and service; Building trust in retail payments, Growth strategy in retail banking; Implementing CRM, Competing for customers in an era of change and CRM in banking and			

insurance sector			
Teaching /Learning Methods: Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Case analyses and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70% (Written examination of 3 hours duration	-	-
Quizzes - 10%	expected to answer all the questions from Part - I, and Four Questions out of Seven from Part – II)	-	-
Mid-term - 10%			
Case study - 05%			
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Sateesh, H. (2015), Customer Relationship Management in Banking Industry, Lambert Academic Publishing. ➤ Rangarirai, M. (2012), CRM practices in corporate banking, Lambert Academic Publishers. ➤ Bryan, F. and Merlin, S. (2002), CRM in Financial Services: A Practical Guide to Making Customer Relationship Management Work, Kogan Page Publishers. 			

Course Code:	BAI 3263		
Course Name:	Liability Insurance and Miscellaneous Insurance		
Credit Value:	03		
Core/ Optional	Core (Elective)		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide a comprehensive knowledge on conceptual framework and practices of Liability Insurance and Miscellaneous Insurance.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ identify the basic of liability insurance and miscellaneous insurance ➤ describe the legal background of liability insurance and miscellaneous insurance ➤ discuss the types of liability insurance and miscellaneous insurance ➤ explain the liability underwriting and claims ➤ explain the reinsurance of liability insurance and miscellaneous insurance 			
Course Content:			
<p>Introduction of liability insurance and miscellaneous insurance, legal background, types of liability insurance and miscellaneous insurance, burglary and housebreaking insurance for business premises, money insurance, fidelity guarantee insurance, glass insurance, personal accident insurance, surgical and hospitalization insurance, workmen's</p>			

compensation insurance, public liability insurance, product liability insurance, professional liability insurance, liability underwriting, claims, reinsurance of liability insurance and miscellaneous insurance			
Teaching /Learning Methods: Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Case analyses and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	-
Quizzes - 05%	(Students are expected		
Mid-term - 10%	to answer all the	-	
Case study - 05%	questions from Part - I,		
Presentation - 05%	and Four Questions out		
	of six from Part – II)		
Recommended Reading:			
➤ Clarke, M. A. (2018), The Law of Liability Insurance, 2 nd Edition, Informa Law from Routledge.			
➤ Ansh, P. and Neha, G. (2018), Miscellaneous Insurance, 1 st Edition, AEAT Publishers.			
➤ Malecki, D., Horn, R. and Weining, E. (2008), Commercial Liability Insurance and Risk Management, 7th Edition, American Institute for Charter.			

Course Code:	BAI 3273		
Course Name:	Fire and Consequential Loss Insurance		
Credit Value:	03		
Core/ Optional	Core (Elective)		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide a comprehensive knowledge on fire and consequential loss insurance especially applicable in Sri Lanka.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the basic of fire and consequential loss insurance ➤ describe the cover afforded under standard fire policy ➤ discuss the covered and excluded of fire insurance ➤ explain the additional or special perils ➤ explain the sum insured and consequential loss or business interruption insurance 			
Course Content:			
Basic principles and the fire policy; Cover afforded under standard fire policy; Covered and excluded of fire insurance; Excluded property unless specifically declared; Additional or special perils, Sum insured and consequential loss or business interruption insurance			
Teaching /Learning Methods:			
Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Case analyses and LMS			

Assessment Strategy:			
Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 05%	(Written examination		-
Mid-term - 10%	of 3 hours duration	-	
Case study - 05%	students are expected		
Presentation - 05%	to answer question		
	one and other four out		
	of seven questions)		
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Charles, C. and Hine, H. (2017), Fire Insurance: Book of forms containing forms of policies endorsements, certificates, and other valuable matter, for the use of agents and others, 1st Edition, Hanse books. ➤ Ananya, M. (2013), Master Guide for Fire & Consequential Loss Insurance, 1st Edition, The Maples Publications. ➤ Lester W. Z. (2010), Fire Insurance, 1st Edition, Nabu Press. 			

8.10.7 Year – 4; Semester – I

Course Code:	BAI 3213		
Course Name:	Strategic Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
<p>Course Aim:</p> <p>The aim of this course is to provide the students with strategic analytic tools to formulate, evaluate and implement strategies of relevance to companies, nonprofit organizations or governmental organizations.</p> <p>Intended Learning Outcomes:</p> <p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ describe strategic management process ➤ analyze external opportunities and threats and internal strength and weakness of a firm ➤ define competitive environment facing a firm and propose a sensible strategic plan ➤ explore the basic issues and concepts related to strategic management ➤ develop the relevant methodologies to address these issues 			
<p>Course Content:</p> <p>The nature of strategic management; Importance of strategic management; Strategy Formulation- Business strategy, Corporate strategy, International strategy; Defining strategic intent; The business vision and mission;</p>			

Managing today and tomorrow; Strategies in Action; Environmental appraisal; Internal and external appraisal; Corporate level strategies; Strategic analysis and choice - Evaluating the macro environment, Industry analysis; Strategy implementation - Management and operation issues, Strategic change, Strategic leadership; and Strategic control.

Teaching /Learning Methods:

Lectures, Tutorials, Presentation, Case study analyses, Journal Article Review and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70%	Practical (%)	Other (%)
Assignments - 05%	(Students are expected to answer question one and other four out of seven questions)	-	-
Quizzes - 05%			
Mid-term - 10%			
Case study - 05%			
Presentation - 05%			

Recommended Reading:

- Johnson, G., Wittington, R., Scholes Le., Rengnzs, P. and Angwin, D. (2014), Fundamentals of strategy, Pearson Education.
- Fred R. David, (2013), Strategic Management: concepts and cases – A competitive advantage approach, 14th Edition, Pearson Education Inc.
- Adrian, H. and Alison, R. (2007), Strategic Management: Theory and Application, Oxford University Press.

Course Code:	BAI 4123		
Course Name:	Data Analysis Techniques in Research		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	15	60	75
Course Aim:			
<p>The aim of this course is to provide major aspects of computer applications in qualitative and quantitative research and ability to apply the business research software to perform statistical analysis and quantitative analysis.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ explain the computer applications in research ➤ apply appropriate analytical tools to quantitative and qualitative research ➤ develop ability to produce appropriate statistical results to the business research ➤ formulate financial models for real business problems ➤ interpret the output of statistical package(s) 			
Course Content:			
<p>Entering data in selected statistical package, linear regression model (simple and multiple), non-linear regression model, univariate time series, autocorrelation, ARIMA process correlation, stationary and unit root test, univariate time series- volatility models, multivariate time series analysis and panel data analysis</p>			

Teaching /Learning Methods:			
Lectures, Tutorials, Presentation, Case study analyses, Journal Article Review and LMS			
Assessment Strategy:			
Continuous Assessment		Final Assessment	
40%		60%	
Details:	Theory	Practical (%)	Other
Assignments - 05%	(%)	60%	(%)
Practical - 25%		(Students	
Mid-term - 10%		expected to	-
		carry out the	
		practical exam)	
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Studenmund, A. H. (2017), Using Econometrics: A Practical Guide, 7th Edition, Pearson Education. ➤ Roman, K. (2010), Financial Econometrics – with EViews, Ventus Publishing Aps. ➤ Statistical Package for Social Sciences (Latest version). ➤ STATA (Latest version). 			

Course Code:	BAI 4133		
Course Name:	Actuarial Techniques in Insurance		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide the understanding of actuarial techniques and their applications of the insurance.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify fundamentals of insurance rating ➤ describe the claim reserving ➤ explain the reinsurance rating ➤ interpret the premium conversion table ➤ elaborate the capital modeling in practice 			
Course Content:			
Fundamentals of insurance rating, life insurance premiums, assurance benefits, life and temporary annuities, net premiums for assurance plans and annuity plans, premium conversion table, premium bases-interest rate/ morality rates/ withdrawal rates/ commission rates, margins, financial viability, claim reserving, reinsurance rating and capital modelling in practice			
Teaching /Learning Methods:			
Lectures, Tutorials, Presentation, Case study analyses, Journal Article Review and LMS			

Assessment Strategy:			
Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%) 70% (expected to answer all the questions from Part - I, and Four Questions out of six from Part – II)	Practical (%) -	Other (%) -
Assignments - 05%			
Quizzes - 15%			
Mid-term - 10%			
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Vladimir I. Rotar, (2014), Actuarial Models: The Mathematics of Insurance, 2nd Edition, Chapman and Hall/CRC. ➤ Dale, S. Borowiak and Arnold, F. Shapiro, (2013), Financial and Actuarial Statistics: An Introduction, 2nd Edition, Chapman and Hall/CRC. ➤ Dickson, D. C. M. and Atkinson, M. E. (2011), An Introduction to Actuarial Studies, 2nd Edition, Edward Elgar Publishing Ltd. 			

Course Code:	BAI 4143		
Course Name:	Re-Insurance Practices		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
The aim of this course is to provide a comprehensive knowledge of the principles and practical operation of different types of reinsurance aspects.			
Intended Learning Outcomes:			
At the completion of this course students will be able to			
<ul style="list-style-type: none"> ➤ identify the meaning of reinsurance ➤ describe the framework of insurance legislation and clauses ➤ discuss the types of reinsurance ➤ explain the reinsurance markets, reinsurance contracts and financial security ➤ explain the processing information for reinsurance decisions 			
Course Content:			
Introduction to re-insurance, insurance legislation, types of reinsurance, methods of reinsurance, reinsurance program design, reinsurance-distributing the programme arrangements, law and clauses relating to reinsurance contracts, reinsurance markets, reinsurance financial security, alternatives to traditional reinsurance, inward reinsurance business, reinsurance accounting and claims and processing information for reinsurance decisions			

Teaching /Learning Methods:			
Lectures, Interactive Tutorial Classes, Group Discussions, Guest Lectures, Journal Article Review and LMS			
Assessment Strategy:			
Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70% (The Question Paper consists of Part – I, and Part – II and the students are expected to answer all the questions from Part - I, and Four Questions out of six from Part – II)		-
Quizzes - 15%			
Mid-term - 10%			
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Werner, E. C. (2011), Fundamentals of reinsurance, College of Insurance. ➤ Merkin, R. (2007), A Guide to Reinsurance Law, 1st Edition, Informa Law from Routledge. ➤ Harrison, C. M. (2010), Reinsurance Principles and Practice, AICPCU. 			

Course Code:	BAI 4153		
Course Name:	Corporate Reporting		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to familiarize the students with corporate reporting practices and issues involved in the publication of financial and non-financial information of companies and make them appraise the current practices adopted in corporate reporting.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ describe the Corporate Reporting Environment ➤ identify and apply the Sri Lanka Accounting Standards (LKAS and SLFRS) used in corporate reporting ➤ evaluate the reporting of financial and non-financial information by companies in their annual reports ➤ assess the contemporary issues and future directions in corporate reporting ➤ explain the application of Sri Lanka Public Sector Accounting Standards (SLPSAS) 			
Course Content:			
<p>Corporate reporting environment, Sri Lanka Accounting Standards (SLFRSs and LKASs), Corporate Social Responsibility and Sustainability Reporting</p>			

(SR), Global Reporting Initiative (GRI) Guidelines – G4, Integrated Reporting (IR), International Integrated Reporting Framework, Sri Lankan case on practice of IR, Financial Reporting in Public Sector Organisations and Application of Sri Lanka Public Sector Accounting Standards (SLPSAS)

Teaching /Learning Methods:
Lectures, Tutorials, Presentation, Case study analyses, Journal Article Review and LMS

Assessment Strategy:

Continuous Assessment 30%	Final Assessment 70%		
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%		
Quizzes - 10%	(Students are expected to answer all the questions from Part - I, and Four Questions out of six from Part – II)		
Mid-term - 10%		-	-
Presentation - 05%			

Recommended Reading:

- Elliott, B. and Elliott, J. (2019), Financial Accounting and Reporting, 9th Edition, Pearson.
- Melville, A. (2017), International Financial Reporting: A Practical Guide, 6th Edition, Pearson.
- Janice, L., Ken, L., Noel, B., Sorin, D., Belinda, L., Hong, N. A. and Karyn, B. (2015), Financial Reporting, 1st Edition., Wiley, Australia.
- Sri Lanka Accounting Standards (SLFRSs and LKASs).

Course Code:	BAI 4163		
Course Name:	Investment Analysis and Portfolio Management		
Credit Value:	03		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	45	-	105
Course Aim:			
<p>The aim of this course is to provide the theoretical background in explaining investor behavior and discusses the importance of portfolio investment and the theories and empirical findings in relation to managing a portfolio.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ describe the behavior of investors and their decision-making process ➤ identify the important theories and their implications, applications and empirical evidences of the Investment and Portfolio Management ➤ analyze available investment assets and their price behavior in the market ➤ evaluate the performance of a portfolio ➤ assess the investment securities that are available for investment 			
Course Content:			
<p>The investment environment and the investment process, investor behavior and capital market efficiency, modern portfolio theories, arbitrage pricing theory, the portfolio selection problem, diversification in stock portfolios, efficient portfolios with two stocks, the volatility of a portfolio - two assets case and portfolio performance evaluation</p>			

Teaching /Learning Methods:			
Lectures, Tutorials, Group Discussion, Journal Article Review and LMS			
Assessment Strategy:			
Continuous Assessment 30%		Final Assessment 70%	
Details:	Theory (%)	Practical (%)	Other (%)
Assignments - 05%	70%	(%)	-
Quizzes - 15%	(Written examination		
Mid-term - 10%	of 3 hours duration	-	
	students are expected		
	to answer all the		
	question Part - I, and		
	Four Questions out		
	of six from Part – II)		
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Jones, C.P. (2010), Investments: Analysis and Management, 11th Edition, John Willey & Sons, Inc. ➤ Sharpe, F. William, Alexander, J. Gordan and Bailey, V. Jeffery, (2006), Investments, 6th edition, Prentice Hall. ➤ Elton, J. Edwin, Gruber, J. Martin, Brown J. Stephen and Goetzmann, N. William, (2003), Modern Portfolio Theory and Investment Analysis, 6th Edition, John Willey & Sons, Inc. 			

8.10.8 Year – 4; Semester – II

Course Code:	BAI 4216		
Course Name:	Dissertation		
Credit Value:	06		
Core/ Optional	Core		
Hourly Breakdown	Meetings	Practical	Independent Learning
	60	30	510
Course Aim: The aim of this course is to enable the students to engage in independent research and hands-on experience with writing out the research findings based on a specific research topic that the student is passionate about to find out more about controversial phenomenon in reality.			
Intended Learning Outcomes: At the completion of this course students will be able to <ul style="list-style-type: none">➤ identify a research problem and research gaps➤ design the research ideas to the identified context➤ illustrate the data set in graphs and tables➤ interpret the findings of the present study➤ defend, argue and justify the research context			
Course Content: Research proposal writing and proposal presentation, identifying research gaps through literature review, research approach and type of study, conceptual framework, operationalization of variables, hypotheses formulation in line with objectives conceptualization, data collection tools, data analysis techniques and academic writing (paraphrasing and referencing			

style) and dissertation writing			
Teaching /Learning Methods: Regular Meetings, Discussions with assigned Supervisors, Field visits and LMS			
Assessment Strategy:			
Continuous Assessment 40%		Final Assessment 60%	
Details:	Theory	Practical	Other (%)
Proposal writing - 20%	(%)	(%)	Final Report -40%
Proposal Presentation- 20%	-	-	Viva-voce -20%
Recommended Reading:			
<ul style="list-style-type: none"> ➤ Turabian, K. L. (2013), A Manual for Writers of Research Papers, Theses, and Dissertations, 8th Edition, University of Chicago Press: Chicago. ➤ Joyner, R. L., William, A. R., and Glatthorn, (2013), Writing the Winning Thesis or Dissertation: A Step-By-Step Guide. 3rd Edition, Corwin: USA. ➤ Becker, H. S. (2007), Writing for Social Scientists: How to start and finish your thesis, book, or article, 2nd Edition, University of Chicago Press: Chicago. 			

Course Code:	BAI 4226		
Course Name:	Internship		
Credit Value:	06		
Core/ Optional	Core		
Hourly Breakdown	Theory	Practical	Independent Learning
	-	1,080 (Working hours)	
Course Aim:			
<p>The aim of this course is to facilitate the students to get first-hand exposure of working in the real world. It also allows students to harness the skills, knowledge and theoretical practice they learnt in the University.</p>			
Intended Learning Outcomes:			
<p>At the completion of this course students will be able to</p> <ul style="list-style-type: none"> ➤ match theories with applications ➤ apply their in-depth theoretical knowledge into practical ➤ express leadership skills and styles, team work ability and group cohesiveness. ➤ identify the innovations in banking and insurance products, modern technologies and developments ➤ develop professional network 			
Course Content:			
<p>The students will maintain Internship Diary and submit Internship Report at the end of the Internship. The Report will consist of description of organization and nature of projects, activities carried out during internship, applications of their field of study's tools and techniques, challenges faced and learnt skills during internship</p>			

Teaching /Learning Methods:			
Internship and Discussions			
Assessment Strategy:			
Continuous Assessment 40%		Final Assessment 60%	
Details:	Theory	Practical	Other (%)
Progress Report - 10%	(%)	(%)	Final Report - 40%
Attendance - 10%			Viva-voce - 20%
Diary Maintenance - 10%	-	-	
Supervisor's Evaluation- 10%			



Faculty of Business Studies
University of Vavuniya
Sri Lanka
<https://fbs.vau.ac.lk/>