

INSTITUTE	FACULTY OF MANAGEMENT STUDIES
PROGRAM	BACHELOR OF BUSINESS ADMINISTRATION
SEMESTER	2
COURSE TITLE	MUTUAL FUND DISTRIBUTOR
COURSE CODE	04SC0003
COURSE CREDITS	0

Course Outcomes: After completion of this course, student will be able to:

- 1 Apply proper techniques to conduct market research on mutual funds and sell the products
- 2 Employ proper procedure to perform after-sales activities
- 3 Employ suitable practices to maintain data integrity and data privacy
- 4 Dramatize how to communicate effectively with guests, colleagues, and superiors to achieve a smooth workflow
- 5 Apply health, hygiene, and safety practices at the workplace
- 6 Use resources at the workplace optimally

Pre-requisite of course:NA

Teaching and Examination Scheme

Theory Hours	Tutorial Hours	Practical Hours	ESE	IA	CSE	Viva	Term Work
4	0	0	50	50	0	0	0

Contents : Unit	Topics	Contact Hours
Total Hours		

Suggested List of Experiments:

Contents : Unit	Topics	Contact Hours
Total Hours		

Textbook :

- 1 Common Sense on Mutual Funds, Jhon C Bagle, AAA Network, 2019

Suggested Theory Distribution:

The suggested theory distribution as per Bloom's taxonomy is as follows. This distribution serves as guidelines for teachers and students to achieve effective teaching-learning process

Distribution of Theory for course delivery and evaluation

Remember / Knowledge	Understand	Apply	Analyze	Evaluate	Higher order Thinking
20.00	30.00	25.00	15.00	10.00	0.00

Supplementary Resources:

- 1 <https://www.moneycontrol.com/mutualfundindia/>
- 2 <https://www.financestrategists.com/wealth-management/investments/mutual-fund/>