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1. Course Structure

- 1.1. Postgraduate Professional Diploma Course is affiliated to School of Management, West Bengal University of Technology. The course focuses on contemporary skill requirement of the professionals.
- 1.2. In order to obtain the Postgraduate Professional Diploma, the participant needs to accumulate 10 credit points. The diploma programme is broken into individual courses and upon completion of each course and being declared successful in the examination a certification is awarded to the participant. In addition to these courses, a participant will have to submit a project dissertation for award of the diploma. Each certificate carries 2 credit points as does the project dissertation. A participant needs to complete 4 relevant certificate courses and a project carrying to be awarded the Diploma.

2. Examination

- 2.1. In order to qualify in each certificate course, the participant must obtain at least 60% of the total marks. No grades are awarded at certification level.
- 2.2. A candidate can appear in the examination within six months from the date of completion of contact training. Students, who enrol for online mode, can appear in the examination only after elapse of 30 days from the date of registration for the course.
- 2.3. Candidates who fail to qualify in the examination within three attempts or six months from the date of eligibility to appear in the examination will have to reregister for the course.
- 2.4. Candidate is required to complete the diploma within two years from date for award of the first certificate

3. Specialisation

- 3.1. Successful candidates will be awarded Postgraduate Professional Diploma in the appropriate specialisation decided by the combination of certificates.
- 3.2. The specialisations include
 - 3.2.1. Information Security
 - 3.2.2. Risk Planning & Management (Corporate/Banking)
 - 3.2.3. Financial Planning
 - 3.2.4. Retail Management
 - 3.2.5. Banking Services
 - 3.2.6. Corporate Accounting
 - 3.2.7. Planning and Strategy (Corporate/ NGO/ Family Owned Business)
 - 3.2.8. Tax Planning

4. Grade

4.1. Grade for the postgraduate diploma is based on marks obtained in the certification examinations which carry 30% weight and project report which carry 70% weight.

5. Study Material

5.1. Each participant is provided with a study material for the course.

6. Syllabus

- 6.1. Detailed syllabus of all courses is stated in this document. The common feature of these courses, as indicated earlier, includes the following:
 - 6.1.1. **Course Level**: Certification Level
 - 6.1.2. **Linkage**: Post Graduate Professional Diploma in relevant specialisation. Aspirant must complete four related certification course and a project to obtain the Diploma.
 - 6.1.3. **Entry Level**: Graduate from any recognised University. Students of Graduation level may enrol for certification courses but must complete graduation before submitting the project.
 - 6.1.4. **Affiliation**: School of Management, West Bengal University of Technology, India
 - 6.1.5. **Certification**: On completion of the course, the participant will be awarded a Certificate of Participation. The participant can appear in a certification examination within six months from the date of completion of the course. Successful participants will be awarded a Certificate of Achievement.
 - 6.1.6. **Award Criteria**: 60% of total marks in the certifying examination.

Course Code:	ACT001
Course Name:	International Financial Reporting Standard
Syllabus:	 Framework for preparation and presentation of Financial Statements Presentation Standards: IFRS1, IAS 1,7 and 8 Group Statement Standards: IFRS 3, IAS 27,28 and 31 Balance Sheet and Profit and Loss Related Standards: IFRS 2 and 4, IAS 2, 11, 12, 16, 17, 18, 19, 20, 21, 23, 36, 37, 38, 39, 40, and 41 Disclosure Standards: IFRS 5,6, and 7, IAS 10, 14, 24, 26, 29, 32, 33 and 34 Case Study: Conversion from Indian GAAP to IFRS
Course Benefit:	The course will equip the participant with an in-depth knowledge of IFRS and its application. The emphasis will be on first time conversion into IFRS. The participants are expected to have working knowledge about Indian Accounting Standards as issued by Institute of Chartered Accountants of India.
Who should Join?	Professional accountants and auditors will find the course of immense value. Students aspiring to make a career in accounting and auditing will find the course useful to realise their career aspiration.

Course Code:	ACT002
Course Name:	Risk Based Internal Audit
Syllabus:	 Overview of Risk Based Internal Audit Types of Risks in the Banking Environment and Profiling Planning a Risk Based Internal Audit Performing a Risk Based Internal Audit Regulatory Environment Risk Mitigation Risk Migration Case Study
Course Benefit:	The course will equip the participant with the knowledge to plan, design, and conduct risk based internal audit of both banking and non banking sector.
Who should Join?	Professional auditors, statutory and internal, will find the course useful to design and implement a risk based audit. Bank auditors will also find the course useful. Students aspiring to make a career in auditing will find the course useful to realise their career aspiration.

Course Code:	ACT003
Course Name:	Corporate Accounting
Syllabus:	 Double Entry Accounting System Books of Accounts Accounting Flow: Books of Prime Entry, Ledger, Trial Balance Finalisation of Accounts: Balance Sheet, Profit and Loss Account Final Accounts under Partnership Act Final Accounts under Companies Act Accounting for `not for profit' organisation Accounting under Computerised Environment Accounting and Taxation Computer Practical
Course Benefit:	The course will equip the participant with the knowledge to plan, design, and maintain accounts. In addition the participant will be able to maintain computerised accounts and understand the tax implications of the same.
Who should Join?	People who aspire to be accountants and work in various commercial establishments will benefit immensely from this course. They will also be able to work as assistants to professional accountants.

Course Code:	ACT004
Course Name:	Value Added Tax Management
Syllabus:	 Overview of Value Added Tax Registration Input Tax Credit Treatment of Opening Stock Composition Scheme Tax Invoice and Records Accounting for VAT Audit Returns and Assessment, Demand and Recovery, Refunds Works Contract Penal Provisions
Course Benefit:	Focused on the practical aspect of Value Added Tax, the course will equip the participant with the knowledge to implement a value added tax regime.
Who should Join?	All finance and indirect tax practitioners will find the course necessary. Students of finance and taxation will also find the course useful.

Course Code:	ACT005
Course Name:	Direct Tax Management
Syllabus:	 Scope of Total Income and Residential Status Income exempt from Taxation Heads of Income Computation of Income Tax Deductions in Computation of Tax Return of Income and Assessment Tax Planning Electronic Filing of Return
Course Benefit:	Focused on the practical aspect of Direct Tax, the course will empower the participant to plan and manage direct tax related issues.
Who should Join?	All finance and direct tax practitioners will find the course necessary. Students of finance and taxation will also find the course useful.

Course Code:	BNK001
Course Name:	Banking Services
Syllabus:	 Deposit Services: Banker - Customer relations; Know your Customer Norms; Different deposit products; Mandate and Power of attorney; Banker's lien-Right of set off; Impact of Garnishee Order, Income Tax Attachment Order etc. Payment and collection of Cheque; Duties and responsibilities of paying and collecting banker; Protection available to paying and collecting bankers under Negotiable Instruments Act; Implication of endorsements and bouncing of cheques; Forged instruments; Opening of accounts for various types of customers - minors - joint account holders- HUF, etc. Credit Services: Basic principles of lending; Common credit facilities - working capital and term loans; Credit Appraisal Techniques - application review, credit rating, etc; Credit management and monitoring; NPA - norms and management; Documentation - types of documents, documentation procedures, stamping of documents, etc; Priority Sector Lending; Non fund based support, etc. Technology in Banking: Information Technology in finance and service delivery; Impact of technology on Banks; Protecting the confidentiality and secrecy of customer data; Banking software - ALPM, Total Bank Mechanisation, Core Banking System, Internet Banking, Anywhere Banking, Electronic Funds Transfer, SWIFT, RTGS New Products & Services: Securitisation, Bancassurance, Mutual Funds, OLTAS, etc.
Course Benefit:	The course will equip the participant with the knowledge of basic banking operation.
Who should Join?	New recruits of banks and aspiring banking professionals will find the course of immense use. Students aspiring to make a career in banking will find the course useful to realise their career aspiration.

Course Code:	BNK002
Course Name:	Banking Laws
Syllabus:	 Banking Regulation Act Negotiable Instrument Act Bankers Book Evidence Act The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 The Consumer Protection Act, 1986 and Banking Ombudsman Master Circulars by Reserve Bank of India and major returns to Reserve Bank of India
Course Benefit:	The course will provide the broad spectrum of legal knowledge necessary for a banker as well as for bank auditors.
Who should Join?	New recruits and experienced bankers will find the course useful to understand the legal environment they work in. Students aspiring to make a career in banking will find the course useful to realise their career aspiration.

Course Code:	BNK003
Course Name:	Accounting and Finance for Banks
Syllabus:	 Financial computation for banks – concept of time value of money, NPV and IRR, bond valuation, YTM measurement, annuities, amortisation, etc Banking Books: Types and forms of banking books, General and subsidiary ledgers, etc. Accounting system in banking: Double entry system, Applicable accounting standards, Accounting controls – reconciliation, Balance Sheet and Profit & Loss account of Bank: Branch and corporate level;
Course Benefit:	The course will equip the participant with the knowledge necessary to maintain banking books of accounts. In addition to books, the course will also introduce the participants with the various financial computations required by bankers.
Who should Join?	New banking recruits will find the course beneficial to develop an understanding of banking accounts. Students aspiring to make a career in banking and audit will also find the course useful.

Course Code:	FIN001
Course Name:	Capital Planning
Syllabus:	 Capital Structure and Mix Forms of Capital Raising Capital Cost of Capital Stock Market and SEBI Venture Capital Risk Management and Capital
Course Benefit:	The course will empower the participant with the knowledge of deciding on an appropriate capital structure for their organisation. The course will not only focus on the management aspect of the capital structure but also includes regulatory aspects.
Who should Join?	Professionals in charge of designing, maintaining, and advising on the capital structure of an entity will benefit from the course. Students aspiring to make a career in finance will find the course adding value to their capabilities and qualifications.

Course Code:	FIN002
Course Name:	Working Capital Planning
Syllabus:	 Components of Working Capital Computing Working Capital Requirement Financing Working Capital Working Capital Management Models Working Capital Analysis Working Capital Budgeting
Course Benefit:	The course will empower the participants with the ability to understand the structure of working capital, compute its requirement, finance the requirement, and monitor the functioning of working capital. The participant will also be able to design working capital management models that would reflect the need of the corporate they support.
Who should Join?	Finance professionals responsible for management of working capital will find the course beneficial. Students aspiring to make a career in corporate finance will find the course useful to realise their career aspiration.

Course Code:	FIN003
Course Name:	Financial Planning and Forecasting
Syllabus:	 Introduction to Financial Planning Sources of Data Short term Planning Tools Long Term Planning Tools Financial Analytics Forecasting Models Developing Financial Forecasting Models Maintaining Financial Forecasting Models
Course Benefit:	The course will introduce the participant to various models that are useful for financial planning. The course will integrate the available model development tools with the requirement of finance. The participants will be able to design models without any background of model development.
Who should Join?	Finance professionals in charge of forecasting the impact of financial management on the entity will benefit immensely from the course. Students aspiring to make a career in finance will find the course useful to realise their career aspiration.

Course Code:	FIN004
Course Name:	Cash Flow Management
Syllabus:	 Cash Flow and Fund Flow Accounting System and Cash Flow Operating Cycle and Cash Cycle Cash Flow Analytics Cash Budget and Forecasting Meeting Cash Flow Gaps
Course Benefit:	The course will equip the participant with the knowledge to assess cash flow requirements and eventually manage the same. The knowledge will be extremely useful for managing the liquidity of an organisation. The participant should be able to design their own cash management models and implement the same.
Who should Join?	Finance professionals in charge of managing liquidity of an organisation will benefit immensely from the course. Students aspiring to make a career in corporate finance will find the course useful to realise their career aspiration.

Course Code:	FIN005
Course Name:	Capital Expenditure Management (Capex)
Course Level:	Certification Level
Syllabus:	 Overall Process Three stages of capital expenditure decision Calculating discounted cash flow of projects Economic criterion for evaluating capital projects Additional consideration for capital budgeting analysis Issue of Uncertainty Modularising Uncertainty Redefining Value Addition Appropriate Discounting Rate Project Hurdle Rate using Capital Asset Pricing Model Capital expenditure for Multinational Companies Annual Equivalent Cost Social Discounting Rate
Course Benefit:	The course will equip the participant with the knowledge to understand the entire process of capital expenditure decision. The understanding will also the participant design and implement a capital expenditure management framework in addition to evaluate a capital expenditure decision.
Who should Join?	Finance professionals in charge of making or evaluating a capital expenditure decision will find the course relevant and aligned with their requirement. Students aspiring to make a career in corporate finance will find the course useful to realise their career aspiration.

Course Code:	FIN006
Course Name:	Cost Control
Syllabus:	 Managing Costs - The future's focus Material costs and their Control Activity Based Costing Labour Costs and their Control Work Study as a tool of Cost Control Overheads and their Control Machine Hour Costing for highly Automated Operations Standard Costing Operation Research Tools and Cost Control Energy Management and Cost Control Environmental Accounting and Cost Control
Course Benefit:	The course will equip the participant with a comprehensive view of the management and implementation of any cost control exercise
Who should Join?	Finance professionals and engineers will find the course useful. Students of those streams will also find the course as a value added qualification.

Course Code:	FIN007
Course Name:	Financial Statement Analysis
Syllabus:	 Separate Entity and Going Concern Convention Books of Accounts Accounting Flow Structure and content of Balance Sheet Structure and content of Profit & Loss Account Structure and content of Fund Flow Statement Ratio Analysis Common Size Statement Forecasting Analytical Review Reporting
Course Benefit:	The course will equip the participant with the knowledge to read through any financial statement.
Who should Join?	Whoever - professionals, students, amateurs, requires analysing a financial statement will find the course useful.

Course Code:	GEN001
Course Name:	General Management and Communication Skill
Syllabus:	 Concept of Genera Management Oral Communication Skills Written Communication Skills Presentation Skills Listening Skills Interpersonal Skills Meeting Skills Business Etiquettes
Course Benefit:	The course will equip the participant with the soft skill that is necessary to complement the domain expertise. Subsequent to the course the participant should be able to conduct themselves in a manner that is conducive to the corporate culture.
Who should Join?	People requiring developing their inter-personal skill will find the course particularly useful. Students who would be facing interviews will also find the course of tremendous use.

Course Code:	INV001
Course Name:	Technical Analysis for Stock Market
Syllabus:	 Introduction to Technical Analysis The Efficient Market Hypothesis The Dow Theory Elliot Wave Theory Charting and Types of Charts Trend-line: Uptrend, Downtrend, Trading Range Support and Resistance Consolidation Moving Averages Reversal Formations: At Top and at Bottom Gaps: Exhaustion Gaps and Runaway Gaps Technical Indicators
Course Benefit:	The course will equip the participant with the knowledge to conduct technical analysis.
Who should Join?	Investors, investment advisors, portfolio managers, stock brokers, and allied will find the course extremely useful.

Course Code:	ITS001
Course Name:	Information System Audit
Syllabus:	 Overview of EDP Environment Hardware Security Issues Software Security Issues IS Audit Requirements Conducting Information System Audit Performing Risk Based System Audit Disaster Recovery Plan Auditing and E-banking Environment Case study on IS Audit and Risk Scoring
Course Benefit:	The course will equip the participant with the knowledge to plan, design, and conduct information system audit.
Who should Join?	Bankers, regulators, auditors, professional accountants will find the course beneficial. Students aspiring to make a career in banking and IT Security will find the course useful to realise their career aspiration.

Course Code:	ITS002
Course Name:	Information Security Management Standard (ISO27001)
Syllabus:	 Information Security and ISO27001 Information System Security Requirements ISO27001 Requirements and Controls Identification of ISO27001 Controls Case Study
Course Benefit:	The course will equip the participant with the knowledge to plan, design, and implement ISO27001 compliant information security system.
Who should Join?	Professionals responsible for designing, implementing, and reviewing information security system will find the course useful. Students aspiring to make a career in IT Security will find the course useful to realise their career aspiration.

Course Code:	ITS003
Course Name:	Information Technology Act
Syllabus:	 Overview of the Act Electronic Records Secured Electronic Records and Digital Signatures Certifying Authority Digital Signature Certificates Penalties and Adjudication The Cyber Regulations Appellate Tribunal Offences and Penalties
Course Benefit:	The course will equip the participant with the knowledge of the legal background necessary to ensure non violation of the legal requirements. It will also allow designing of IT resource usage policy that can be enforced through the legal provisions.
Who should Join?	Any professional required to ensure legal compliance of IT systems will find the course necessary. Students aspiring to make a career in designing and implementing IT system will find the course useful to realise their career aspiration.

Course Code:	ITS004
Course Name:	Disaster Management and Business Continuity Policy
Syllabus:	 Business Continuity Management Developing a Business Continuity Culture Developing a Business Continuity Plan Testing Methodology and Checklist Business Impact Analysis Incident Response Plan Disaster Recovery Business Continuity Plan Contingency Phases Threats Plan Management Notification Teams Data Communication Backups Vital Records/Documentation Office Equipment, Furniture and Supplies Securing Supply Chain Recommended Testing Procedures
Course Benefit:	The course will equip the participant with the knowledge to plan, design, implement, and audit a Disaster Management and Business Continuity plan and infrastructure.
Who should Join?	Any professional responsible for ensuring proper planning, designing, implementation, and auditing a Disaster Management and Business Continuity plan and infrastructure of a IT dependant organisation will find the course beneficial. Students aspiring to make a career in IT industry, in both hardware and software segment, will find the course useful to realise their career aspiration.

Course Code:	ITS005
Course Name:	Cyber Security and Cyber Forensics
Syllabus:	 Cyber Security and Cyber Forensics Understanding Network Communication: TCP/IP Common Cyber Attacks Vulnerability Analysis Cryptography and Steganography Digital Evidence Tools and Case Studies Supplement: Information Technology Act (India)
Course Benefit:	The course will equip the participant with the knowledge to analyse, mitigate, and be prepared to defend attack by cyber criminals. It will also empower participants to conduct vulnerability testing of systems through ethical hacking.
Who should Join?	Any professional required to ensure security of IT systems will find the course beneficial. Professional IS Auditors will find the course empowering them to conduct security audits. Students aspiring to make a career in IT Security will find the course useful to realise their career aspiration.

Course Code:	RET001
Course Name:	Customer Relationship Management
Syllabus:	 Customer Acquisition and Retention Customer Behaviour Customer Segmentation Loyalty Programmes Call Centre and Customer Care Business Intelligence and CRM Analytics Consumer Protection Act
Course Benefit:	The course will equip the participant with the understanding of how the customer relationship management works. The understanding will help them in designing, implementing, and reviewing a customer relationship management framework in their own organisation.
Who should Join?	People responsible for customer management will find the course useful esp. with reference to retailing industry. Students aspiring to make a career in marketing management will find the course useful to realise their career aspiration.

Course Code:	RET002
Course Name:	Accounting and Finance for Retail Marketing
Syllabus:	 Double Entry System Books of Accounts Final Accounts Working Capital Management Inventory Management Bank Financing: Retail Credit Indirect Taxes: Value Added Tax, Service Tax, Excise Duty
Course Benefit:	The course will empower the participants with the knowledge of basic accounts and finance necessary for understanding retail operation.
Who should Join?	People working with retail industry in various capacities, including at floor level, inventory, and accounting, will benefit form the course. Students aspiring to make a career in retail marketing will find the course useful to realise their career aspiration.

Course Code:	RET003
Course Name:	Retail Marketing
Syllabus:	 Introduction to Marketing Retail Operations Branding Marketing Research Mall Management – Location Strategy and Display Management Logistics, Supply and Delivery Chain Management Team Development and Group Dynamics
Course Benefit:	The course will provide the participants with a birds eye view of various issues involved in retail marketing. The knowledge will allow the participants understand various operational and strategic issues of retail marketing.
Who should Join?	People working with the retail market as marketers or suppliers will find understanding of the dynamics of retail marketing useful in designing their strategies. Students aspiring to make a career in marketing will find the course of tremendous value.

Course Code:	RIM001
Course Name:	Corporate Risk Management
Syllabus:	 Risk and Uncertainty Insurable Losses Risk Identification and Measurement Risk Pooling and Diversification Risk Management Essentials Risk Mitigation Using Insurance for Risk Mitigation Insurance Pricing Insurance Contracts
Course Benefit:	The course will equip the participant with the knowledge to understand, assess, evaluate, and mitigate risk faced by the corporate world.
Who should Join?	Professionals required managing the risk exposure of a corporate and the auditors will find the course useful. Students aspiring to make a career in risk management will find the course helpful in realising their career aspirations.

Course Code:	RIM002
Course Name:	Credit Risk Rating
Syllabus:	 Concept of Credit Risk Credit Risk and the International Practices (Basel II Accord) Credit Risk Rating Framework Identifying Variables contributing to Credit risks Credit Risk Mapping and Scoring Use of Software for Rating Credit Pricing and Rating
Course Benefit:	The course will equip the participant with the knowledge on elements of credit risk and how to identify, measure, and mitigate the same. The participant should also be able to comment on management of credit risk by an organisation.
Who should Join?	Professionals responsible for managing credit risk exposure of the corporate will find the course useful. The knowledge can be applied on the finance and banking industry as well. Students aspiring to make a career in banking and finance will find the course contributing towards realisation of their career aspiration.

Course Code:	RIM003
Course Name:	Credit Risk Evaluation
Syllabus:	 Concept of Credit Risk Understanding Balance Sheet- Impact of recent Accounting Standards Common Window Dressing Techniques Financial Analysis - Financial ratios Analysis of the Project Report/ Proposal Project stages - main areas to be covered for appraisal Enterprise analysis, Entrepreneur analysis, Market analysis, technical viability, Economic, Financial, Technical, Social, Environmental Risk based assessment procedure Analysing retail credits Project appraisal under conditions of inflation Post disbursement appraisals Time Value of Money Documentation Signing of credit agreements Mortgages and securities
	16. Legal requirements
Course Benefit:	The course will empower the participant to conduct credit risk evaluation of a credit exposure and also monitor the same. The knowledge will also be useful in conducting credit audit.
Who should Join?	All professionals responsible for making credit decision as well as to comment on the same will benefit from the course. The knowledge is applicable to finance and banking industry as well. Students aspiring to make a career in corporate finance and banking will find the course useful to realise their career aspiration.

Course Code:	RIM004
Course Name:	Credit Risk Management (Basel II)
Syllabus:	 Overview of Basel II Accord Concept of Minimum Regulatory Capital Major Concepts: Expected Loss, Probability of Default, Loss given Default, Exposure at Default, Maturity Credit Risk – Standardised Approach Standardised Approach – Credit Risk Mitigation Credit Risk – Internal Rating Based Approach Credit Risk – Securitisation Framework Importance of Data Management
Course Benefit:	The course will equip the participant with the knowledge of managing credit risk under the Basel II framework.
Who should Join?	Professional from banking and non banking-financial institutions will find the course useful in implementing the Basel II framework in their organisation. Students aspiring to make a career in banking and financial services will find the course useful to realise their career aspiration.

Course Code:	RIM005
Course Name:	Operational Risk Management (Basel II)
Syllabus:	 Overview of Basel II Accord Operational Risk under Basel II Components of Operational Risk Sound practices for management and supervision of operational risk Checklists for management & supervision of operational risk Risk Management Principles for Electronic Banking Checklist for Electronic Banking Operational Risk Measurement
Course Benefit:	The course will equip the participant with the knowledge of managing operational risk under the Basel II framework.
Who should Join?	Professional from banking and non banking-financial institutions will find the course useful in implementing the Basel II framework in their organisation. Students aspiring to make a career in banking and financial services will find the course useful to realise their career aspiration.

Course Code:	RIM006
Course Name:	Market Risk Management (Basel II)
Syllabus:	 Overview of Basel II Accord Concept of Minimum Regulatory Capital Definition of Trading Book Prudent Valuation Guidance Valuation Methodologies Trading book capital requirement for specific risk Portfolio management and trading book risks
Course Benefit:	The course will equip the participant with the knowledge of managing market risk under the Basel II framework.
Who should Join?	Professional from banking and non banking-financial institutions will find the course useful in implementing the Basel II framework in their organisation. Students aspiring to make a career in banking and financial services will find the course useful to realise their career aspiration.