
Title: Banking and Insurance**Code: MGMT 522****Credit Hours: 3****Year /Semester: I/II****48 Hours**

Course Objectives:

The objective of this course is:

- To acquaint students with principles and practices in banking and insurance sector.
- To provide insight into regulatory framework of banking and insurance sector.
- To provide concept about retailing and customer relationship in banking sector.
- To provide students with knowledge about treasury management and risk management in banking sector.

Unit 1 Principles and Practice of Banking**10 Hours**

Role and Functions of Banks, The services offered by the bank, Different Deposit Products, Different loan product, Various Credit Facilities, Working Capital and Term Loan, Principles of lending, Electronic Payment System, Credit Cards and Debit Cards, Smart Cards, Electronic Fund Transfer Systems, Regulatory provision

Unit 2 Nepalese Banking System**8 Hours**

Overview of Nepalese Financial System, Commercial Banks, Financial Institutions, Co-operative Banks, Micro financing, Role of Nepal Rastra Bank as a Regulator, Bancassurance in Nepal, Basel II and its impact on Nepalese Banking Sector, Merger/Amalgamation of Banks and Financial Institution, Problems of Banking in Nepal

Unit 3 CRM in Banking**4 Hours**

Introduction and Significance of Customer Relationship Management, Relationship Building Strategies, Understanding Strategies to Prevent Defection and Recover Customers

Unit 4 Treasury Operation and Risk Management**6 Hours**

Concept of Treasury Management, Responsibility of Treasurer, Integrated Treasury Planning and Control, Liquidity Management

Capital Market and Money Market Instruments

Concept of Risk Management, Risk Measurement and Control, Asset Liability Management, Risk Hedging

Unit 5 Conceptual Framework and Principles of Insurance**4 Hours**

Concept of Insurance, Basic Principles of Insurance, Marketing of Insurance, Types of Insurance, Basic Characteristics of Insurance, Benefits and Cost of Insurance to Society

Unit 6 Practice of Life Insurance**4 Hours**

Concept of Life Insurance, Life Insurance Products, Life Insurance Contractual Provisions, Dividend Option, Non Forfeiture Option, Settlement Option, Additional Life Insurance Benefit

Unit 7 Other Insurance**8 Hours**

Fire and Marine Insurance: Concept; Overview of Principle, Procedure

Commercial Property Insurance: Concept, Building and Personal property Coverage Form, Causes of loss

Form, Reporting Forms, Business Income Insurance, Other Commercial Coverage, Transportation Insurance, Business Owners Policy

Unit 8 Insurance Industry in Nepal

4 Hours

Concept, Types of Insurers, Agents and Brokers, Types of Marketing System, Reinsurance, Insurance Board, Insurance Company, Recent Trends in Nepal

Reference Books:

1. Maheshwari, S.N and Maheshwari, S.K. *Banking Law and Practice*; Kalyani Publishers, New Delhi
2. Mittal R.K., Saini A.K. & Dhingra Sanjay (2008). *Emerging Trends in Banking Sector*; Macmillan 2008, New Delhi
3. Gupta, Suraj Bhan (2006). *Monetary Economics*; S. Chand & Company, New Delhi
4. Nepal Rastra Bank Reports (www.nrb.org.np)
5. Shroff, T.F.: *Retail Banking*; Northern Book Centre, Daryaganj, Delhi
6. Mohammed, H. Peeru and A Sagadevan.: *Customer Relationship Management*; Vikas Publishing House, Delhi
7. Institute of Banking and Finance. *Theory and Practice of Treasury and Risk Management in Banks*; Taxman Publications
8. Insurance Institute of India. *Principles of Insurance*
9. Rejda, George E.: *Principles of Risk Management and Insurance*; Pearson Education, Delhi